

How Right Hand Roofing Stopped Chasing Payments and Cut AR by 60%

"Everyone can see exactly where a job stands...and most importantly, our financial department can accurately track."

—RYAN HEATH
CEO, RIGHT HAND ROOFING & GUTTERS

Key Impact

- 60% drop in accounts receivable in the first year
- 10–40% higher job profitability
- 1 hour saved on every job

ABOUT RIGHT HAND ROOFING & GUTTERS

Right Hand Roofing & Gutters is a residential and commercial home exterior company owned and operated by brothers Ryan and Austin Heath. Contracting is a family tradition. Headquartered in Georgia with a second location in Alabama, the team serves customers across most of both states.

Faith and family shape how the team works, from honest conversations about a customer's roof to the care they put into each project. As the company grows, the brothers remain committed to being a dependable presence for their customers and strengthening the communities they call home.

Challenge

Before switching from AccuLynx to JobNimbus in late 2025, CEO Ryan Heath and his team had a cash flow problem. With no digital payments set up, customers only paid by cash or check. Open invoices stacked up to the point where the team discussed hiring additional employees just to keep up with the backlog.

Estimating ate time as well. Building templates in their previous system took considerable manual work, and each pricing option required a separate estimate. During peak summer months, many reps would spend their evenings writing estimates, sacrificing personal or family time to get proposals into the hands of homeowners.

The workflow didn't bend much either. "These jobs don't have five gates," Ryan said. "These jobs have lots of gates, and they can turn in any direction at any point." When a job didn't fit the predefined stages, the team struggled to track it, and stalled jobs flew completely under the radar.

Solution

Right Hand's leadership team meets weekly, so they talked about JobNimbus for months before switching systems. Cost started the conversation and workflow flexibility settled it.



They started with JobNimbus Payments. Homeowners now review an estimate, sign it, and pay the deposit in one step. Kabe Farrenkopf, Senior Estimator and

Commercial Manager, sends nearly every estimate himself, and deposit notifications hit his inbox all day. "We don't even have to make the phone call," Kabe said. Kabe and the office team also took over estimating, freeing sales reps from evenings spent building proposals. They rebuilt their templates in JobNimbus, pulling in live supplier pricing and Hover measurements. A margin slider helps the rep know exactly where to start for the sale.

To keep work moving, the team set up Boards for insurance, commercial, and residential work with stages that fit each workflow. Stage changes trigger automatic updates to warranty and invoicing details, and automated follow-ups keep estimates in front of homeowners.

Results

Ryan saw the difference almost immediately. Accounts receivable fell by 60–70%, and the team no longer needed the part-time collections hire they had considered, avoiding more than \$30,000 in additional staffing costs.

A full Good/Better/Best estimate used to take Kabe 20 to 30 minutes. Now it takes fewer than 10, and the numbers are more reliable, eliminating manual entry and errors. "It's very easy to put 2.6 squares instead of 26 squares," Kabe said. "We don't have that option anymore." The team aims to get residential estimates to homeowners within 24–48 hours, and some go out in as little as five minutes.

Company-wide job profitability is up 10% this year, with some jobs up as much as 40%. From first lead to paid in full, the team figures JobNimbus saves an hour to an hour and a half on every single job.

For Kyle Campbell, who leads sales in Alabama and South Georgia, the biggest change is consistency. Both offices



run the same blueprint, and every note and thread stays on the job. "Most of the time, if we don't tell people we have two locations, you wouldn't know there's any difference," he said.

Ryan gets answers faster too. Instead of pulling reports, he asks JobNimbus's AI for the month's sales or a rep's close rate. With less time spent collecting payments and building estimates, the team has more room to take on work. "It allowed us to take on more," he said. Right Hand Roofing is now bidding on bigger projects and sales is moving fast enough that the company is looking to add labor to keep up.

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