



## Designing & Developing Alliance Supply & Piping's Business Management Software



### THE CASE

Alliance Supply and Piping (ASAP) approached us with a logistical issue faced by many growing companies. Since their establishment in 2007, they had expanded to accommodate service throughout the United States, boasting a 50,000 square foot warehouse, a full fleet of delivery trucks, and combined industry experience of over 100 years. However, though the company's output had increased significantly since they first started, many of their administrative workflows had not grown to match.



**They wanted software that was built to fit their business, not something that would force them to restructure their workflows to fit a standardized solution.**

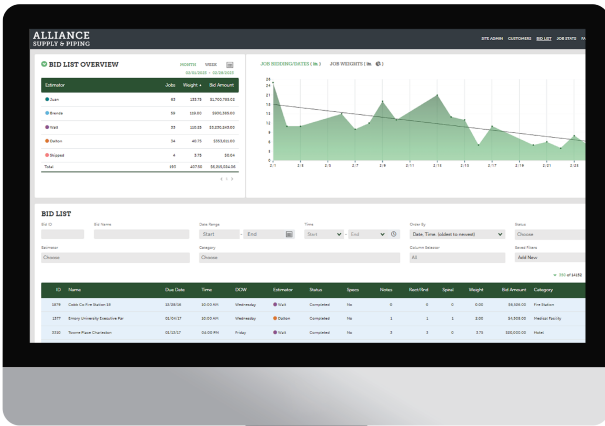
*"We tried out-of-the-box solutions; it doesn't work. Even if it does work, all it does is just make you like everyone else."*

- BRAD PATTERSON, *Plant Manager*



## THE PROBLEM-SOLVING PROCESS

We engaged in a collaborative discovery process with ASAP, working to identify the problems they were facing and establish overall project objectives through a series of meetings and workshops with ASAP employees.



**BidList**

*When a bid is sold to a customer, team members can easily generate a job record for the manufacturing team and as part of this process, the system will automatically migrate the associated files and documents making the handoff between departments easy.*

### JOB ESTIMATOR'S NEEDS

Job estimators were most interested in improving cross-department communication, and ensuring information could be accurately passed along. They wanted a way to add special instructions to jobs that they could trust would be visible by anyone looking up details for that job. Estimators were also interested in a bid management system that could house job details, enabling them to provide effective coverage for one another and avoid entering a job blind.



### THE SOLUTION: BIDLIST

The BidList provides a straightforward interface for company estimators to initiate jobs and track change orders, ensuring anyone working with the customer has the most up-to-date information available. The system also connects to the company file server, integrating with the legacy systems implemented before rollout.

### PROJECT MANAGER'S NEEDS

Project Managers were frustrated maintaining a large number of esoteric Excel spreadsheets and expressed a desire to have improved safeguards on data entry to ensure accurate calculations. They also wanted a way to handle project post-mortems and have access to high-level, up-to-date information that would allow them to effectively analyze issues if something went wrong on a project.

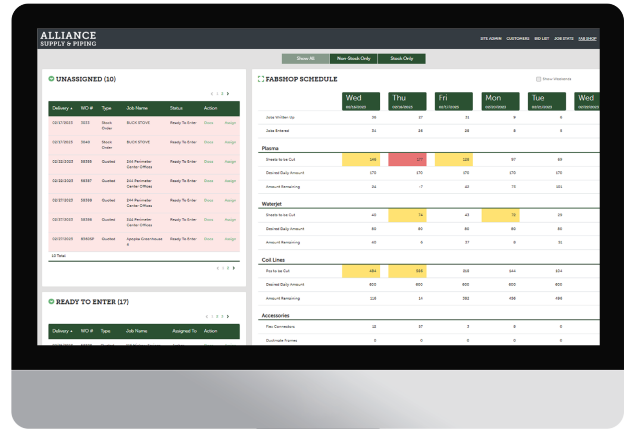


### THE SOLUTION: JOBSTATS

The JobStats interface compiles all information on a specified job and provides the necessary search capabilities for a user to quickly locate any given project and its associated files and documents. Project Managers can easily review job status with labor and material tracking and pull up needed documents from the lists of associated work orders and change orders.

## FABRICATION TEAM NEEDS

The fabrication team wanted a way to anticipate daily schedules more effectively. With physical work orders continuing to come in through the afternoon, the team often found themselves working unexpected overtime during their busiest seasons. Their focus was on a tool that could allow them to accurately plan out schedules in advance, taking into account the different manufacturing equipment available.



## THE SOLUTION: FABSHOP

The FabShop Scheduler is tailor-made for ASAP, based around the capacity of each of their cutting machines. The Shop Lead has access to a real-time queue of work orders waiting to be scheduled, as well as a color-coded summary view of the upcoming workload, letting them quickly identify and plan around their busiest days.



*We have increased the volume without having to increase overhead.*

- BRAD PATTERSON, *Plant Manager*



## DELIVERY TEAM NEEDS

The delivery team needed geographic information to be available with delivery jobs so that they could navigate to the correct delivery point at a construction job site. Like the fabrication team, they also were interested in a system that would allow them to accurately plan out schedules in advance, using truck capacities as the guiding metric instead of manufacturing equipment.

## THE SOLUTION: DRIVER SCHEDULER

The Driver Scheduler handles both the scheduling of delivery jobs, and presentation of relevant data to the drivers, including exact pickup or delivery locations, and special requests. The exact number and carrying capacity of ASAP's fleet of delivery trucks can be customized within the new Business Management Software application, with the system intelligently restricting assignments based on defined capacity.



## THE RESULT

The rollout of our Business Management Software resulted in a dramatic improvement in efficiency across multiple departments at ASAP. The new software allowed ASAP to increase their productivity without having to reshape their operations around an off-the-shelf software platform. **By working with us to build a custom solution from the ground up, they were able to walk away with a system that was tailor-made to fit the way they do business and retain the practices that have made them competitive in their field.**



With key information no longer tied to physical documents, **employees were able to cut back on the time need to research and communicate on jobs** and focus on their core job duties.



Specialized process knowledge was incorporated into the system, meaning things could function without the presence of specific employees. Thanks to this, those **employees were able to take some well-deserved time off, and fully disconnect without crippling operations.**



With the ability to take a broad overview of the current job queue, schedulers can more adeptly spread-out job requests, **reducing overtime by minimizing the number of surprise spikes** in production requests.

**50%**  
REDUCTION IN  
WORKLOAD

for administrative staff due  
to streamlined workflows.

ELIMINATED  
**UNPLANNED  
OVERTIME**

due to enhanced  
forecasting abilities.

**\$50K**  
(5% OF PRODUCTION COSTS)  
/MONTH  
saved in avoided  
production mistakes.

Ready to find a custom business management software solution that fits your business's needs? **Contact us today!**



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