

Efficiency Through Smart Operations Management: A Tale of Two Companies

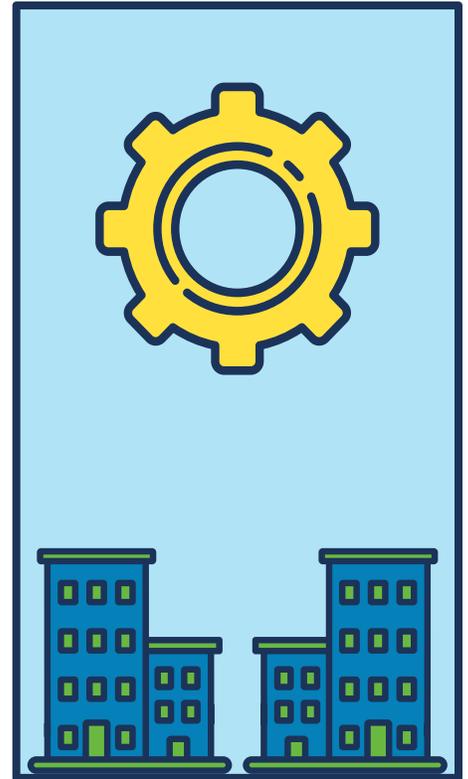
Four years ago, Carlson Building Maintenance experienced explosive growth due to a merger that catapulted them from 100 employees to 750 employees in a short period of time. The company outgrew its technology systems just as quickly. The building service contracting firm based in Minnesota, had to upgrade its systems — and fast.

According to Carlson Vice President of Finance Kaylee Brown, the integration factor of TEAM Software’s solutions has been key in enabling the company to “do more with less.” While company growth has been steady the last few years, Brown said she could save 1.5 FTE through more efficient processes and better information management. “TEAM has helped us budget and has positioned us for steady growth,” she said.

TEAM Software has been developing integrated technology and services for the building service industry for nearly 30 years. TEAM’s system is an integrated financial, operations and workforce management solution. The cloud-based software leverages shared data from across an organization to drive operational efficiency and streamline business processes.

Gabor Elcsics, CFO of United Services of America, an Affineco Company, reported similar benefits. United Services is a building service contracting firm with 1,800 employees based in Connecticut. The company has experienced 800 percent revenue growth over the last six years without having to add staff, in part because of efficiency improvements gained through TEAM’s solutions. In that same period of time, United Services also acquired a company and moved a sister company onto TEAM’s system.

“We’ve gained a lot more efficiency,” said Elcsics. “We’ve experienced tons of growth and have been able to accomplish everything we needed to without adding staff. It’s way more than just accounting software, and that all-in-one integration factor is key. We’re a growing company, and the amount of money we’d have to spend to get similar offerings elsewhere, we would have to almost go to customized software to do what we want to do. We’re on the cloud, and that’s worth the money, too.” ▶



PICTURE THIS

Your company can do more with less with TEAM Software’s integrated, efficient operations management solutions.

REAL RESULTS

By using TEAM’s solutions, United Services of America has experienced 800 percent revenue growth without adding staff and Carlson Building Maintenance has saved 1.5 FTE.