



prolinQ

powered by InterlinQ Solutions

"With prolinQ, we now have a system in place to efficiently manage both our Service and Construction workforce, maximize cash flow and reduce cost".

Eric Horine
President
Central Florida Store Services



SUCCESS STORY

Central Florida Store Services (CFLSS)

AT A GLANCE:

Customer:

Central Florida Store Services

Location:

Sanford, Florida

Industry:

General Construction/HVAC

Business Challenge:

To efficiently manage their growing General Construction, HVAC Service and Fixtures business.

Solution:

CFLSS employed prolinQ jobTrac for their construction division's daily job reports and prolinQ Service for their HVAC Service billings.

Results:

Improved Cash Flow
 Reduced Operating Cost
 Enhanced Customer Service
 Timely Internal Communication

Customer Profile

Sanford, Florida based company specializing in HVAC, Retail Construction, and Interior Fixtures.

Business Challenge

The company's previous traditional construction and service models created a variety of obstacles that increased costs and slowed service. In addition, management was spending over 50% of its time in an oversight capacity managing functions related to job oversight, payroll and billing. On the service side, invoices for service calls were being generated up to 7 days following the service call. On the construction side, payroll processing and associating costs to jobs was taking up to 8 hours each pay period. Management realized an opportunity existed to improve their cash flow and reduce costs and went looking for a solution.

Solution Overview

Employed prolinQ to manage Daily Job Reports, Service Invoices, Time Sheets and Expense Reports.

Business Benefits

prolinQ jobTrac:

Immediate visibility to Daily Job Reports from anywhere via the internet.

No more lost Daily Job Reports.

Job site pictures and documents e.g. permits attached to report.

Daily Job Reports are stored indefinitely. Access in 6 days, 6 months... in the event of an issue.

prolinQ Service:

Issuing invoices immediately after the job improves cash flow.

No hard copy customer lists or pricing to be misplaced or stolen.

Reduces the potential for work going unbilled.

Eliminates the need to re-key hard to read hand-written work orders.

Time Sheets and Expense Reports are accurate and on time.





Eric Horine and his partners at Central Florida Store Services (CFLSS) have a rapidly growing General Construction, HVAC and Fixtures company in Central Florida.

Like most companies with growing pains, they work hard to keep customers happy, stay on top of jobs, manage cash flow and expenses and plan for continued growth.

In early 2007, CFLSS employed prolinQ by InterlinQ Solutions to help them in their effort.

On the Construction side of the business, CFLSS equipped their offsite Foremen with laptops with Verizon air cards (for internet access) and printer/scanners. Using prolinQ jobTrac, the Foremen complete Daily Job Reports (attaching pictures and documents if necessary) detailing the days work, recording time sheet information for employees and expenses incurred.

CFLSS Project Managers can now view job reports daily from anywhere they have an internet connection. Since employing prolinQ, they can manage more jobs, allocate resources more efficiently and communicate better with their foreman, management and customers.

Management can view job reports at any time instead of waiting days or weeks for information. Job reports are archived and accessible indefinitely.

On the Service side of the business, CFLSS equipped their Service Technicians with laptops with Verizon air cards (for internet access) and printers. Using prolinQ Service, their Technicians complete Service Invoices from easy to use, drop down menus, immediately after they finish a service call. The invoice is printed, reviewed with the Store Manager and left for payment processing.

Where CFLSS used to generate invoices up to 7 days after the service call, they now start the payment process immediately upon completion of the job. This significantly improves their cash flow and reduces payment issues. They've also improved their image by migrating away from the hand-written, hard to read service tickets their Technicians used to produce.

As added benefits, they no longer lose service tickets and they do not have to pay an employee to key the data into QuickBooks from the service tickets. Given past results from keying hard to read descriptions, including long serial numbers, this is a significant cost savings. There are no longer any client lists and pricing details in the trucks with the potential to be lost or stolen.

With both products, CFLSS enjoys Time Sheets which reduced their payroll and job costing processes from over 8 hours biweekly to less than 1 hour.

Expense Reports w/receipts tops off the prolinQ offering.

“With prolinQ, we’re miles ahead of our competition and can focus our efforts on growing the business”.

Eric Horine
President
Central Florida Store Services

FOR MORE INFORMATION VISIT:

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www.interlinQsolutions.com

Quick Books
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