



## Case Study

# Regaining Control of Inventory Costs That Went Through The Roof

## The Challenge

Ray St. Clair Roofing is a family-owned business based in Fairfield, Ohio. Specializing in home and commercial roofing repairs and replacement, they also handle a variety of external home enhancement services including gutter repair and replacement, gutter protection, chimney repairs, siding, and window and door installations, just to name a few. As the business grew and their service offerings expanded, Ray St. Clair Roofing realized that their material stock inventory was also growing, causing a significant increase in their storage and inventory-carrying costs.

The senior management team determined they needed to reduce their inventory stock value by \$100,000 within 12 months. The team set out to find a system that not only connected with their existing construction management software but was simple and absent of frivolous product features such as those commonly found in canned inventory packages.

## The Solution

Tom Grabo, the controller at Ray St. Clair Roofing, approached a construction software business consultant to help his company develop a method for meeting their cost reduction and system connectivity goals. After a review of current business processes, the consultant recommended Core Cloud Systems (CCS), a mobile solution for managing a variety of business processes. CCS was capable of connecting to any existing software application and could be customized to the company's specific requirements. The decision was made to proceed with CCS.

"We needed to move from a Just In Case inventory system, which can be a big waste, to the more prudent Just In Time system," explained Grabo. "It was clear that CCS was our answer for procuring a

simple inventory system where we could do our material counts, enter purchases, consume through pick tickets, and create POs to better control the amount of inventory we kept on-hand."



Together, Ray St. Clair Roofing and the CCS team devised a plan to first address back-office inefficiencies with a unified platform for the management of all basic inventory functions. eForms, CCS's adaptive technology platform, was used to create a custom solution to precisely fit Ray St. Clair Roofing's business. After just a few months, Ray St. Clair Roofing had completed three cycles of inventory using CCS Inv-Control resulting in a well-managed inventory with GL entries posting directly into their construction accounting software.

"We can now easily compare the counts to a perpetual inventory system," Grabo states. "We can also identify the shrinkage numbers and are



working to develop min/max's for our products in an effort to automate our inventory replenishment."

The next phase of the plan will include the mobile components of CCS, along with barcoding and other inventory management functionality.

## Successes and Outlook

"By doing nothing more than accurately tracking our inventory with CCS, we were able to lower our material usage by a full percent, which could tag up to \$150,000 onto our bottom line by the end of the year," said Grabo. "I believe we can also save \$100,000 in carrying costs with CCS to make our total savings twice what we set out to gain within the same target time-frame."

Grabo says, "As we grow we can easily modify our system to accommodate the evolution of our inventory processes. We know CCS can handle multiple locations and manage inventories for particularly large jobs but we are very happy to not be paying tens of thousands of dollars for features we aren't using today." He adds, "The best thing about CCS is the flexibility it gives to work the way our company works."

## About Core Cloud Systems

Core Cloud Systems (CCS) offers a simple way to manage business workflows, forms, portals, and more, all in one place. With many, configurable solutions readily available, users have access to create or customize their own business applications from virtually anywhere including:

- CCS Daily - Daily Production Reports
- CCS Pay - Payroll
- CCS Credit Card - Credit Card Reconciliation
- CCS PO - Purchase Orders
- CCS Inv-Control - Inventory Management
- CCS Bid - Bid Management
- CCS Sub - Subcontractor Portal
- CCS Time - Worker Time Tracking