



COLDWELL SOLAR OVERPOWERS OPERATIONAL GROWING PAINS

Project delays, cost over runs & service issues jeopardize company's ability to maintain triple-digit growth trajectory.



The sun business is hot. Ask Coldwell Solar, the California-based company that builds, installs and services solar installations. It had doubled revenues, but that explosive growth came with serious growing pains that jeopardized its future success.

PROBLEM:

When they were small, tracking a project or two with paper and spreadsheets was no problem. But with its explosive growth, the company lost the control and visibility it once had over projects, resulting in delays, missed deadlines, service issues and even customer complaints. They needed a fix – and needed it fast.

SOLUTION:

Using TrackVia's low-code, mobile workflow solution, Coldwell Solar was able to streamline its entire operational workflows in just a few weeks, starting with project initiation and coordination across its various departments to project-tracking and reporting. TrackVia's native mobile app allowed field workers to access and collect project data anywhere, anytime, which gave everyone at headquarters real-time visibility into project stages, schedules and assets. Project work was also streamlined. When a step or stage was complete, work orders and assignments flowed automatically to initiate the next step.

RESULTS:

The before-and-after effect of TrackVia is both impressive and obvious. Since implementing TrackVia, the company reports a significant increase in project efficiency, which has resulted in a host of benefits including better resource utilization, improved on-time performance and greater customer satisfaction. Most importantly, TrackVia's scalable platform ensures the company can continue to expand its operation and maintain its enormous growth trajectory now and in the distant future.

