VEILSUN
INSPIRE YOUR BUSINESS

ROOF DIAGNOSTICS SOLAR

Company: Roof Diagnostics Solar

Industry: Solar

RDS MANAGES 300% GROWTH WITH VEILSUN

Roof Diagnostics Inc. is the nation's leading roofing and solar company. The **company's** expertise is backed by their 2010 Roofing Contractor of the Year Award and professionally trained roof technicians. Timeliness, professional proposals, a full service attitude, and scrutinous cleanup are just a few of the things you can expect when entrusting RDI with your roof.

CHALLENGE

RDI had a good recipe for success with an outstanding delivery reputation in their state and an innovative way to introduce new customers to their products and services. In order to realize their innovative growth plans, they realized they would need to make major process improvements. They were managing the whole business on spreadsheets and free web services and in order to maintain their level of delivery and satisfaction, they knew they would need to centralize their workflow into a single system.

2012 provided explosive growth for RDI, increasing revenues from $8m in 2011 to $31m in 2012. Roof Diagnostics would need to move quickly to prepare for both planned and unplanned growth and propel them into market leading performance.

It was important that our software platform provided the information and process framework to reflect our business and its fast, real-time pace. Without QuickBase this would not have been possible."

Kelcy Pegler, Jr., CEO/Co-Founder

SOLUTION

VeilSun responded and held a workshop with Roof Diagnostics to define their workflow and needs. Within a few weeks, VeilSun was able to release an initial **QuickBase application to replace the company's currently** distributed lead tracking system that sat in major big box stores around the area.

Another significant challenge was matching scheduled appointments with available reps. To solve this, VeilSun created specialized screens matching up rep schedules with maps to enable efficient assignment of appointments.

- ✓ Field lead entry
- ✓ Sales appointment scheduling
- ✓ Google maps integration
- ✓ Satellite image based estimating

RESULTS

Using these integrations, RDS was able to set 50% more appointments per rep, while optimizing logistical costs and tracking the results of each appointment in real-time. This whole process now took minutes, when it used to take manual effort and hours of consideration.

- ✓ Helped company scale 300% in a year
- ✓ 50% increase in set appointments
- ✓ Real-time reporting

CONTACT US TODAY TO LEARN MORE

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