From 2 hrs to 60 seconds per inspection report

North American Roofing (NA Roofing) is one of the largest commercial roofing companies in the United States. While it is a pioneer in the industry – having installed and serviced roofing systems on over 20,000 facilities – NA Roofing is also a leader in innovation. The company is always looking for new ways to use technology to improve the service it offers customers and to improve internal communication and productivity.

The challenge: build a more efficient inspection reporting process

The company's service department is responsible for inspecting, maintaining and repairing roofs. Each customer's roof is routinely assessed, the data is sent back to HQ for analysis, and the results are assembled into an easily digestible RoofGuard Inspection Report that is sent to the customer. Creating each report manually took approximately two hours.

In 2014, NA Roofing wanted to improve this process. It approached SharePoint Revolution, its trusted technology partner, looking for a solution.

Larry Nordlinger, CEO of SharePoint Revolution, immediately recommended Qorus. He explains: "We found that Qorus was a great solution. With it, we're able to have a technician on a roof who is using his Microsoft Surface device to collect data through checklists, narratives and pictures. All this data is sent to SharePoint, and with the help of Qorus, we can combine it with CRM data to generate a very nice report."

The result: the reporting process is now 120 times faster

The process of creating a RoofGuard Inspection Report now takes just 60 seconds.

"Qorus has been a lifesaver for our business. We went from taking 2 hours per report to 60 seconds, and that's just been incredible."

Kelly Wade
COO, North American Roofing

See Qorus in action!

Boost productivity, enhance the customer experience, and accelerate the sales process with Qorus.

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About Qorus Software

Qorus is the sales enablement platform that connects people, content and data to get to market fast and win more deals.

Our software is incredibly powerful but highly intuitive and very easy to use. It's integrated across Microsoft 365 and major CRMs. Our award-winning Customer Success Team ensures our clients across all industries reach their goals.

We are a diverse, vibrant group with headquarters in Seattle and major offices in New York, London and Cape Town.