

CASE STUDY

True Blue Plumbing – Customized Business Data Dashboard



DASHBOARDS

by **API**

MEASURE. FOCUS. IMPROVE.

Company Details

Trading Name **True Blue Plumbing Australia**

of Tradespeople **28**

of Office Staff **7**

Turnover Range **\$5,000,000 - \$10,000,000**

Time in operation **13 Years**

Engagement

Design and produce a suite of live management reports which give meaningful insight into all of the important areas of the business as identified by the True Blue Management Team.

of Reports **16**

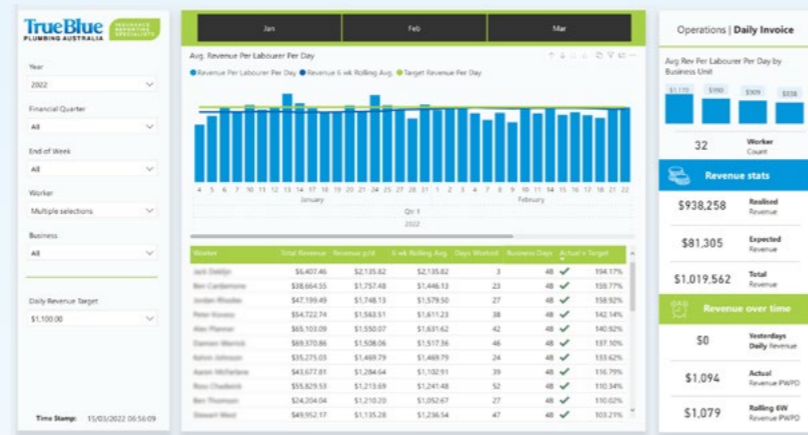
Build Time **13 Weeks**

EXAMPLES

Example 1

Daily Revenue Per Technician

True Blue wanted a way to be able to see in real time which of their guys were performing at a high enough level to be able to deliver on the companies annual profitability targets



Example 2

Downtime Report

The downtime and travel reports were both implemented to identify opportunities to reduce the non-productive times in the business.



EXAMPLES



Example 3

Plumber Bonus Report

This is a custom designed concept that rewards the plumbers that perform best in the following categories: Most jobs completed, least time to complete work and least amount of quality issues.



Example 4

Recall Log

To identify instances where quality has not been up to standard and allow for conversations or changes to process to prevent from happening again

6 Month Documented Improvements

	From	To
Downtime per guy per Month	10.1 hrs	5.4 hrs
Travel per guy per Month	32.7 hrs	26.5 hrs
Plumber bonus Score	68.40%	79.21 %
Daily Revenue per Plumber	\$ 1,080	\$ 1,263
Annual Admin Cost to run reports	\$ 20,640	\$ 2,580

Overall Increase in Gross Profit percentage of 6.05%

TESTIMONIAL

“The API team were great to work with and this level of business insight is something we have been trying to find for years, it has really enhanced the way we are able to use Aroflo and in truth it has changed the way we do business.

True Blue Managing Director



CONTACT US

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