

Tony's Case for a Custom Software Solution

Meet Tony. He works in a trucking company. He is a normal guy that likes football on Monday nights and can't wait to spend time with his two teenage daughters, but Tony had a problem. Tony started out in sales and slowly became responsible for tracking all shipments his company delivers. He did such a good job that soon he also was asked to figure out how long shipments take, decide which drivers will be assigned to which loads, create delivery schedules, and create reports for the executives, specific drivers, and most of the clients. Tony's biggest problem was that because he was hired as a salesman and his job slowly took over these extra responsibilities, he began to work extra long hours. He was even given two administrative assistants to help with his work load. Tony would usually put in 10 hour work days, and some nights he wouldn't get home until midnight. This usually meant he missed football, but more importantly, he was missing his daughters growing up! Tony would justify this to himself by saying that other people rely on his reports before they could begin work in the morning. After all, if he didn't get his work done every day, no one would do it, much less know how. And the scary part is that Tony is right! BUT, Tony solved his problem and now he leaves work at a normal hour, delivers more than he could before and has saved his company hundreds of thousands of dollars and the secret really wasn't that hard.

Tony's transition started when he decided to do something about it.

Tony's idea was to identify process that he though could be automated and eliminate redundant work being done. But first he needed a way to identify potential costs savings and what core processes would be automated. The problem was – Tony didn't know where to start.

Tony heard from a business contact that a company called Dallas Partners specializes in custom software solutions and might be able to help. He decided to check them out. He visited the Dallas Partners web site and found an initial cost savings tool and some action steps to consider. Tony realized that it might be possible to save his company a lot of money. Tony decided to get in contact with Dallas Partners and check out the possibilities. Dallas Partners hosted a brief meeting and was able instantly able to identify some of the key core processes in Tony's story. They even helped propose new innovative ideas that Tony might want to incorporate. Tony became ecstatic. A couple days later, Dallas Partners presented a plan to build a customized system, tailored to Tony and his company. Tony was ready, and the cost was well below the initial cost savings he calculated for just one year. If he could pull this off, he found that his company would save hundreds of thousands of dollars a year, he could identify trends that no one even knows exists, create best practices with real-time information, get the right reports and data to the right people instantly, create real accountability, become more competitive, not have to train new people when his staff leaves because the computer will always stay, and he could even refocus his time on more important things - all without having to pay the multi-million dollar price tag the giant and impersonal consultant firms charge.



Did it work? – Well, you could ask Tony, but he not here. He doesn't have to work late hours anymore. He is probably at home watching football or at a movie with his daughters.

If this story sounds familiar, maybe it's time you visit DallasPartners.com or give us a call and schedule a friendly meeting where we can discuss and share ideas on what is possible and what is not. Dallas Partners wants to be your partner.

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