INCREASING EFFICIENCY AT CORBINS ELECTRIC

In today's digital world, organisations need to gather and analyse data in real time, present insights faster and command processes with speed and agility using capabilities such as cloud, mobility, visualisation, artificial intelligence, edge and enterprise integration. They must also merge operations with information technologies and seamlessly integrate cutting-edge innovation with legacy systems and data. That's a lot to ask of a single solution. Or is it?

Discover Xalt, which streamlines daily operations and boosts efficiencies across key business activities in all vital industries. Xalt technology accelerates digital transformation by enabling the convergence of the physical world with the digital world. It delivers a secure and nimble framework for custom apps that are native iOS and Android ready with zero client footprint and no coding required. With Xalt, you get optimal workflows, unprecedented insight and enhanced productivity.

ABOUT THE CUSTOMER

Corbins Electric is one of the largest electrical contracting organisations in Arizona and New Mexico. Specialising in commercial and heavy industrial construction projects, Corbins Electric employs more workers than any other electrical contracting outfit in their regions.

JD Martin is the vice president of business solutions at Corbins Electric and vets, implements and oversees the organisation's innovative initiatives. He also provides support services to all field employees including purchasing, tools, assets, fleet, labels and deliveries.

Martin first heard about Xalt's cloud and mobile capabilities through a sales cold call, and after a thorough vetting process, implemented the framework.

"None of the out-of-the-box solutions could provide a comparable product. The other solutions were either too limiting in their capability, or far too complicated for the features the organisation was seeking," said Martin.

APPS USED

"Unfortunately, the construction industry in general lacks innovation. As a trade contractor, we were trying to set ourselves apart from our competition by implementing innovation throughout our process from start to end, or what we say "call to cash"— that is, from the moment we get an invitation to bid on a job, all the way through the final payment. Like many contractors, we were burdened by paperwork," said Martin.

This burden fell mostly on their field personnel, who had to fill out many forms to complete projects.

"In construction, our success is defined by our ability to complete a job with less hours than was used to bid it — yet we were requiring a significant amount of time from our field work force to fill out paperwork. This meant they were not spending their time on value-added activities," he said.

CorbinsElectric

HOW THE CUSTOMER USED XALT

Prior to Xalt, Corbins Electric's team completed forms using Microsoft Excel on their laptops.

"The problem with Excel is that laptops could be cumbersome to power on, launch the Microsoft Suite products, connect the cellular air card, log in behind our firewall and then finally send the email back to the office," said Martin.

"If that were the only problem, there might be a significant portion of the forms sent with incomplete or incorrect information. This would cause a significant amount of rework for those needing the information from the forms at Corbins Electric."

"Our office staff, who receive most of the information sent from the field, immediately fell in love with the fact that Xalt eliminated incomplete information and mitigated incorrect information. This means a ton less rework from the support staff!" said Martin.

HOW XALT WAS USED

"We immediately increased our speed of business," said Martin. *"We are able to get relevant information, faster and more accurately. We are also able to drive the correct behaviours that support our core values, because we now have standard operating procedures with respect to nearly all field paperwork."*

Corbins Electric currently has over 300 Xalt users including project managers, superintendents, general foremen, purchasing, warehouse, pre-fabrication, payroll and executive leadership teams.

Using apps powered by Xalt allows teams to get the information they need at the right time. It helps construction, specialty contracting and manufacturing organisations build a customisable framework specific to the organisation's unique own ecosystem and needs.

BENEFITS

"We immediately decreased the amount of rework throughout our enterprise. This means better efficiency with time, which translates to value-add actions, which provides a greater potential for customer satisfaction and profit earnings," said Martin.

GOING MOBILE WITH XALT

He continued, *"In short, we have learned that there are many more things we would like to build in Xalt that will drive efficiency and positive behaviours for our organisation."*

Want to learn how Xalt can accelerate your digital transformation? Visit hexagonxalt.com

About Hexagon

Hexagon is a global leader in digital solutions that create Autonomous Connected Ecosystems (ACE), a state where data is connected seamlessly through the convergence of the physical world with the digital, and intelligence is built-in to all processes.

Hexagon's industry-specific solutions leverage domain expertise in sensor technologies, software, and data orchestration to create Smart Digital Realities™ that improve productivity and quality across manufacturing, infrastructure, safety and mobility applications.

Learn more about Hexagon (Nasdaq Stockholm: HEXA B) at hexagon.com and follow us @HexagonAB.