GENERAL CONTRACTOR

One resilient network for a contractor working across 14 states

Each location ran its own technology, with no backup when things went down. We connected every site on one network with built-in failover, unified customer data in HubSpot, and replaced reactive buying with a long-term roadmap.



THE RESULT

14 states

connected on one centralized network

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SD-WAN
With fiber failover for built-in redundancy

3
HubSpot Hubs unifying sales, marketing and service

THEIR STORY

When crews work across 14 states, one outage can stall field teams and customer commitments.

Our client is a multi-state general contractor delivering electrical, plumbing, roofing and HVAC services across 14 states, with a distributed workforce and multiple locations. As it expanded, technology became a constraint instead of an enabler.

AT A GLANCE

INDUSTRY
Electrical, plumbing, roofing and HVAC contracting

FOOTPRINT
14 states, with a distributed workforce and multiple locations

SERVICES
SD-WAN & Fiber Failover · HubSpot CRM · Power BI & Automation · Business Cell Plans

The challenges

- **Inconsistent infrastructure.** Each site operated independently, creating performance gaps and complexity.
- **Disconnected systems.** Sales, operations and service had no unified view of customers or performance.
- **Unoptimized vendor spend.** Services were bought reactively, often at non-competitive rates.
- **Limited business continuity.** No redundancy, so outages could disrupt field teams and customer commitments.
- **Manual workflows.** Key processes needed manual steps, limiting scale.

WHAT WE DID

The solutions

Our advisors assessed the full technology environment and built a roadmap aligned to growth, resiliency and cost control.

Network modernization and resiliency

A point-to-multipoint SD-WAN connecting every location to a central data environment, with fiber-based failover for uptime and better performance, visibility and security.

Customer and operations platform

HubSpot CRM, Marketing and Service Hubs unified customer data across departments and improved pipeline visibility and service response.

Process automation and business intelligence

SharePoint, Power BI and Power Automate reduced manual work, improved reporting accuracy and gave leaders real-time insight.

Mobility optimization

A re-architected mobility plan for field teams with better coverage, reliability and plans matched to actual usage.

THE RESULTS

What changed

- **Revenue enablement.** More visibility into the sales pipeline, faster response to customers and better field-office coordination.
- **Risk reduction.** Much better uptime with network redundancy, stronger security and fewer disruptions across locations.
- **Cost optimization.** Meaningful savings from an unbiased review of every provider and agreement, matched to the right provider at competitive terms.
- **A long-term roadmap.** Reactive, one-off technology decisions replaced with a plan for growth. Overall, the program consistently cost less than the client buying direct.

> KEY TAKEAWAY
>
> We turned a fragmented technology environment into a standardized, resilient and scalable platform, so the contractor can grow confidently while keeping cost and risk under control.

Is technology slowing your growth?

Let's build a resilient, scalable technology foundation that keeps your field teams and offices connected.

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