

Implementing Powerful Software to Integrate All Business Functions



Challenges

As [Power Precision](#) has grown, so, too, has the number and complexity of its processes, from back-office functions such as accounting and payroll to those related to inventory and project management.

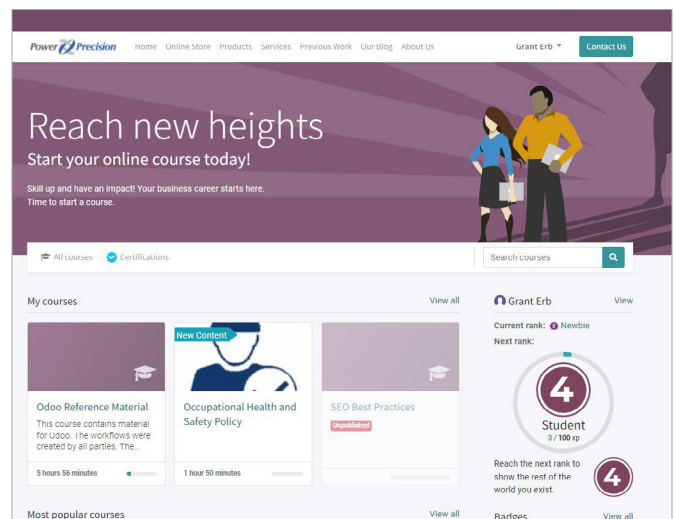
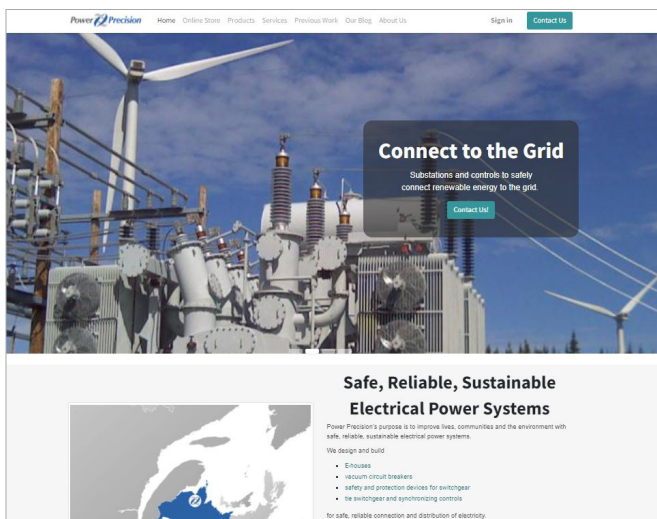
“It starts to get more and more time-consuming and inefficient, the more places you have to enter something,” says Grant Erb, Power Precision’s President.

The Bathurst-based company, which designs, builds and tests electrical equipment for power generating sites and sustainable energy, distribution and industrial facilities, is no stranger to digital. Power Precision has adopted technology tools for the engineering and manufacturing sides of its business and has an online store. And it had made the move to paperless systems for its back-office functions.

“But it still took a lot of moving data around to different spreadsheets to try and track projects, track materials, track our time, and then also put in all the numbers into our financial software,” Grant says. He was looking for an integrated system to reduce time-consuming and redundant processes, provide valuable business insights, and integrate all aspects of his bustling operation.

“We probably wouldn’t have taken the step to do this without the Digital Boost program. And now that we have it, we’re looking forward to some very positive improvements from it.”

– Grant Erb, Power Precision



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Solution

When Power Precision came to the Digital Boost program, Grant and his team knew the software they wanted. They had identified [Odoo](#), open-source software developed in Europe, as the right fit for their needs. Its dozens of applications covered all aspects of the business, from sales and email marketing to time-tracking, inventory, purchasing, web development, and more.



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"We're a small New Brunswick company, we shop local as much as we possibly can, but this was just so unique compared to anything else we could find," Grant says. The challenge was finding a local technology solution provider familiar with the software to help them implement. They eventually identified [ThinkERP](#), a certified Odoo partner with a P.E.I. office.

The software, which is powerful and complicated, came with a steep learning curve. It was a lot of work to get it up and running, Grant says, a challenge complicated by COVID restrictions that necessitated remote consulting. While having an implementation partner on-site in the first couple of weeks of the changeover would have been ideal, he says, they made it work.

"We knew we were taking on a big project and tight schedule with all the different apps, all the different business functions," he says. "Getting to know Odoo will be ongoing."

Results

Since starting the implementation in August, the system is functional, and Grant is starting to see the benefits, including lead capture.

"There should be fewer lost opportunities because as soon as we have a request, it's very easy to put that in the software," he says. "That's important, making sure we capture and record all those opportunities and they don't slip through the cracks."

They are also seeing purchasing benefits, including more efficient ordering for better prices and improved inventory management.

"We didn't keep track of our inventory financially before; it wasn't on our books. It was just easier for us to expense everything," Grant says. "Now we have tools to account for our inventory."

Power Precision is also better able to track costs and efficiencies. And there are other apps, such as for barcode scanning and e-learning to train staff, that Power Precision will continue to learn and use. It's going to be an ongoing project, one that Digital Boost's support helped initiate in the first place.

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[TechImpact](#) is a private sector-led organization focused on building a vibrant and growing digital economy in Atlantic Canada. By sharing success stories of business innovation and transformation, we create awareness and educate others about the potential here for career opportunities and business success.

[Digital Boost 1.0](#) helped NB companies take the first step on their digital transformation journey. The program provided funding and expertise to help participants with a digital transformation project implementation to remain competitive, resilient and forward thinking as our world continues to digitize.