

Real Results:

- 9.8% increased sales in 2015
- 624 hours gained in productivity by 26 person sales staff
- \$15,000 cost savings
- \$10,000 award

Company Profile: Guardian CSC is located in York, PA with 36 employees. Guardian CSC supplies water technologies to the industrial community to provide clean water solutions for boilers, cooling towers and waste effluent systems. The customer's in-plant water systems improve fuel, energy, and water usage which ultimately leads to cost savings. The company was established in 1988.

Situation: Guardian engaged with MANTEC, a NIST MEP affiliate, since 2010 on energy efficient lighting, business growth services and HR assistance. In 2013 the company completed a State Sponsored Broadband Access Assessment. The assessment evaluated opportunities to optimize existing technology systems and staff capabilities. New technologies were identified to play a vital role in Guardian's strategic plan and vision for future growth. Optimizing broadband technology were not internal skills in the business.

Desired Results and Deliverables: Guardian CSC evaluated current back office systems and determined that the Office 365 Cloud Based Technology is the most effective communication media for engaging both on site and remote personnel. Guardian CSC turned to MANTEC for implementation of the technology. MANTEC was able to secure a State Micro Grant for the company.

The result provided Broadband access to sales staff streamlining communication and adding uniformity to a remote sales force. This resulted in faster quotes with lower costs and greater profits. SharePoint is now an integral part of the business procedures, file sharing and project work flow. The addition of the Office Mobile app on phones provides almost everything one needs while in the field. The sales reps do not need to report to the office to gather information, documents, schedules and project status. Everything is available to our staff remotely at all times. This reduced the need for office visits to receive updates.

“Guardian appreciates the value MANTEC provided to our organization. The Broadband assessment identified areas of opportunity to improve our technology. Office 365 and mobile technology transformed the way we do business both internally and with our field staff.”

~Melissa Holler, Manager of Business Systems, Guardian CSC

“MANTEC is an integral part in the growth of our organization. The Broadband assessment identified Office 365 as a solution to supporting our growing remote field sales force. This technology allows our entire team to share work on the same platform company wide. This increase in response time and uniformity of offerings led to increased profitability.”

~Bruce Ketrick Jr. Business Manager, Guardian CSC

To set up your Office 365 implementation contact your Professional Business Advisor directly or MANTEC at 717-843-5054

600 North Hartley Street
Suite 100
York, PA 17404
717-843-5054
www.mantec.org