

UNDERSTAND YOUR BUSINESS

ROB BALDO, GM
THE MR STONE GROUP



An **ActionFlow**
Case Study

Overview:

Initially, MR Stone and Rob Baldo set out to find an inventory solution that met their needs. With ActionFlow, they got that AND a whole lot more. At the end of the day, MR Stone like any other business, seeks to make money and in Baldo's opinion ActionFlow "talks money". After overcoming the typical hurdles of company-wide buy-in and change management, Baldo and MR Stone now have insight into profitability, job progress and, yes, inventory.

Along the way, Baldo sincerely appreciated the high level of support he and his team received:

"To this day, I can get on the phone, express a question or concern and it'll be addressed and it'll be handled".

MR Stone continues to grow with ActionFlow and looks forward to a long future together!

MR STONE
AT A GLANCE

4+ years
with ActionFlow

INSTANT
margins displayed
on quotes

0
micromanaging
required

30% more
capacity to
complete jobs
with the same
amount of staff