



## A Schneider Electric Company, RIB Software Improves Collaboration, Visibility and Efficiencies Across the Work Lifecycle with Leankor

### The Company:

#### RIB Software, Making Engineering and Construction More Efficient and Sustainable

A Schneider Electric company, RIB Software is a leading multinational provider of innovative software solutions to architecture, engineering, and construction (AEC) industries. Committed to propelling the industry forward, RIB focuses on making engineering and construction more efficient and sustainable, from planning and construction to operation and maintenance. Throughout its 60-year history, the business has expanded its global footprint to incorporate more than 550,000 users of its portfolio of software solutions.

### The Challenge:

#### Siloed Data, Disconnected Teams and Manual Processes Impact Efficiency

The content and sales operations teams at RIB focus on improving efficiency and accuracy in the building design process by providing architecture, engineering and construction industries with technical, legal and administrative contracts through their SpecLink software. From the sales vetting process to the ongoing updates made by the content team to the 1,100 master guide specifications documents, RIB was burdened with inefficient and disconnected processes that were impacting overall effectiveness. With daily operations that consisted of juggling multiple spreadsheets, manually tracking projects from implementation to execution and using a siloed internal database, the team was consistently challenged with miscommunications, a lack of visibility and inefficiency. Reaching a crisis point when their internal database became unmanageably large and could no longer be considered a viable solution,

#### Results

- Increased visibility across the work and project lifecycle
- Automated manual processes
- Provided actionable insights into projects and resources
- Created efficiency gains from order to delivery
- Improved collaboration across departments
- Reduced communication gaps

#### Challenges

- Lack of visibility across end-to-end project activities
- Manual and time-consuming processes
- Internal database contained siloed data
- Unable to collaborate effectively
- Unbalanced workloads across talent

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## The Transformative Solution:

### RIB Selected Leankor to Enable Collaboration and Visibility Across the Project Lifecycle

The team at RIB knew they needed to adopt a solution that would connect the sales and content teams from order to delivery and provide new levels of visibility. With that in mind, they began searching for a solution that could integrate with and enhance the way they worked. After rounds of internal research, the RIB project lead narrowed it down to the top five solutions and tasked the team to test drive these front runners and weigh in on the final selection.

With the objective of promoting collaboration and visibility across projects while identifying a solution for their non-technical teams that was user-friendly, intuitive to use and provided comprehensive reports, they selected Leankor as their top choice. In addition, Leankor's work and project management solution emerged as the front-runner because it was a highly composable solution built on the Salesforce platform that could be configured around the way RIB operated, from the vetting of customers in the sales process to content updates and modifications. Built with robust features and functionality that surpassed their immediate needs, the RIB team decided to implement Leankor across the organization.

## The Results:

### Project Centralization Boosts Collaboration and Provides Actionable Insights to Increase Efficiencies

During the installation process, Leankor was customized and configured to meet the unique needs of RIB. Installed in 2019, RIB uses Leankor to streamline project execution and tracking from sales vetting and content maintenance to completion. Managing and moving both sales and content projects forward using customizable Kanban boards, Leankor has enabled RIB to centralize all project resources in project-specific Kanban cards, including contracts, documents, specs and communications. Leankor has also become RIB's centralized hub for project management activities, including time tracking, task prioritization, resource allocation, scheduling, milestone tracking and more. With Leankor as their work and project management solution, teams can plan, prioritize and execute work together for boosted collaboration.



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***RIB uses Leankor to streamline project execution and tracking from sales vetting and content maintenance to completion.***

With Leankor, teams can collaborate and communicate like never before which has unlocked efficiency gains across the board. “Leankor is an enterprise-class software that wraps around what we do,” said Scott Mize, Director of Architectural Content. “It is truly an integrated part of our workforce process, and the impact has been dramatic. Without Leankor, we would not be able to execute current efficiencies.”



Leankor’s built-in reporting capabilities have also enabled RIB to identify trends and start tracking key data they did not previously have access to. “Leankor is providing us with deep levels of visibility across the project lifecycle,” said Tyler Endicott, Director of Professional Services. “Using its robust reporting capabilities and customizable dashboards, we can extract meaningful information in real-time that is essential for tracking and forecasting and utilize it to drive continuous improvement.”

“Leankor has become an integral part of our operations,” shared Matt Sandidge, VP of Operations. “Used by RIB teams all day, every day, it has streamlined our overall workflow by centralizing all project-related activities and enabling seamless collaboration across teams.”

From continuing to build out dashboards that offer new insights to simplifying daily operations through additional automations, the team at RIB is continuing to focus on ways to use Leankor to its maximum ability.”

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***- Matt Sandidge,  
VP of Operations***



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**Leankor is a highly visual work and project management solution built on the Salesforce Cloud.** Designed for the enterprise customer, Leankor helps companies execute complex projects at scale. A transformative solution, it links different styles of methodologies and processes, empowering people to work more effectively. Leankor enables teams to organize, manage, collaborate, and deliver better projects, helps decision-makers measure effectiveness and allows companies to deliver quicker revenue cycles. Leveraging the power of Salesforce, it brings together customer, project, and resource data extending the Customer 360 vision. Leankor is used by many of the world’s leading brands with focused solutions for industrial enterprises in Manufacturing, Construction, Solar, Energy and B2B Telecom with additional emphasis on R&D, quality management, product launches and manufacturing for Biotech, Medtech and Pharma.

