

The Ohio Valley Group

Ohio Valley Group Sees Growth after Asset Implementation

The **Ohio Valley Group** serves both commercial and residential clients in northeastern Ohio. The company has grown leaps and bounds since it started back in 1989. The company's owners, Andy and Kathleen Dangelo, take pride in their business and work hard to make it the premier landscaping company serving the Cleveland, Akron, and Canton metro areas.



Problem: Standard Business Software Not Performing As It Should

The Ohio Valley Group decided to invest in **Asset** by Include Software at the end of December 2013 because they weren't happy with the business software program that they were using at the time.

The company spent the first quarter of 2014 learning to use the Asset program. By April 1, 2014, they had fully implemented the software into their company's operations. And the Dangelos, along with the rest of the Ohio Valley Group, have been very pleased with the product.

"The program has a bit of a steep learning curve but is completely worth putting the time and effort into it," Kathleen Dangelo states. "Our company has greatly benefited from making the change from the software we were using to Include's Asset software program."

From Soup to Nuts: Getting Started with Asset

"We made a company-wide commitment to embrace and learn the software and chose April 1 as the start date. That time frame necessitated complete commitment from everyone in the company. We also made the decision not to use our old software at any time after the April 1st start date," Dangelo explains.

And their commitment has paid off. Dangelo has noticed the return on investment since switching over to Asset.

"Since implementing Asset, our processes have been much more streamlined—there is no duplication of data entry or endless spreadsheets that we used to have.

"Furthermore, our job costing is great! Our cash flow is outstanding since the billing system allows for billing immediately after work is performed. Our estimates are standardized, and overall, our entire process has been made more efficient and profitable since implementing Asset," notes Dangelo.

The Ohio Group also uses Asset to help their snow management crews.

"We have not used Asset to take pictures of properties. However, Asset does a great job of keeping track of subcontractors and their insurance requirements."

Include Software's Customer and Tech Support Services

Besides the ROI, Dangelo has noticed that the support team at Include Software helped their company adopt and embrace Asset.

"The Include team was wonderful in training and especially good after our 'go live' date with continual support," says Dangelo.

Dangelo appreciates Include Software's customer service and responsiveness to issues since the Ohio Valley Group started with them back in 2014.

The entire team at the Ohio Valley Group espoused Asset as the only software program to keep everyone updated on workflow, communications and other business operations.

"Our entire team has embraced Asset. Everyone was onboard especially since we shut down the old system as soon as we went live," Dangelo states.

Does your landscape business need an overhaul of its current software systems? Asset software, along with **iCREWtek**, can help your company spend less time on paperwork and more time meeting your clients' needs.

You can learn more about **Asset** and **iCREWtek** by calling us at 800.475.0311 or through [our contact form](#).

Company Information

Website

<http://www.ohiovalleygroup.com>

Location

16965 Park Circle Drive, Chagrin Falls, Ohio 44023

Employees

75

Locations Using Asset

Single Location

Segments

Landscape & Tree Service
Professional Since 1989