



Event Management with Tasks Galore

exhibitforce
REDEFINES BEST PRACTICES

As one of the largest industrial distributors in North America, the company provides a broad range of products and services to approximately 500,000 customers with leadership positions in maintenance, repair and operations, infrastructure and power, and specialty construction sectors.

Executive Summary

As one of the largest industrial distributors in North America, the company had a robust proprietary system and searched for a supported solution that would still meet all of their needs, including managing approximately 1,000 events per year with a team of 17 event managers, tracking assets, team collaboration, task management, and reporting. The company has now been in the ExhibitForce cloud for over a year, is currently implementing bar coding, and signing a multi-year contract with ExhibitForce.



Challenges

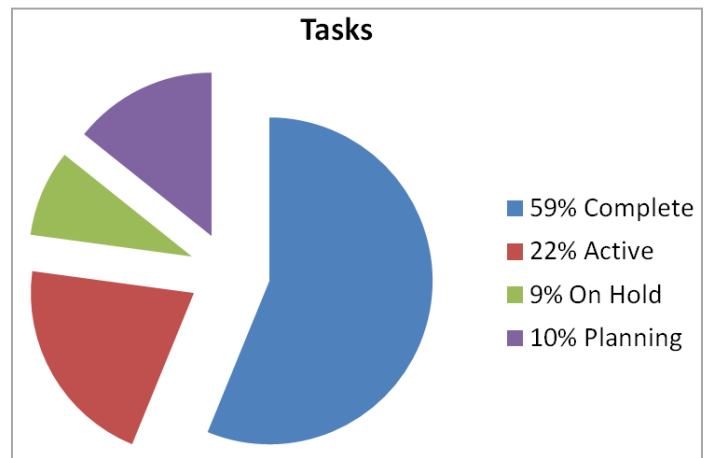
Due to ever-changing technology, the challenge with proprietary systems is that they require ongoing investments of both time and money. This poses a challenge to companies that are focused on their lines of business and requires the support of a company whose sole focus is event management technology. The requirements for the request included (1) deployment of 17+ Event Managers managing approximately 1,000 events annually with each having an extensive task list; (2) mass uploads of data from their former system to ease the burden of deployment; (3) implementation of bar coding as a separate phase; (4) to build collaboration; and (5) report on all aspects of their program.

How ExhibitForce Helped

ExhibitForce's EF Event Suite technology was readily available to handle all of their requests and was deployed within a 90-day period. By providing mass uploads of all data, including thousands of tasks, the Industrial distributor team never missed a beat! Above and beyond all requests, reports remained a top priority and easily met the needs of their growing event program.

Results

- 17+ Event Managers / 700+ Staff Members
- 400+ Tasks for 900+ Events
- 160,000+ Items in Inventory
- Implemented Bar Coding
- 2nd Year costs are projected to be lower than maintenance of legacy system



The above chart represents the average number of tasks managed through ExhibitForce.

