



Case Study

MATTINA MECHANICAL LTD

For more than 30 years, Mattina Mechanical Limited (MML), an Ontario based mechanical contracting company, has provided a wide range of plumbing, heating and environmental contracting services across Canada.

After acquiring Plumbway Inc., a residential and commercial plumbing service company (primarily servicing the Southern Ontario area), MML needed to integrate this second company into their existing ERP system and achieve greater control over the profitability of projects by tracking the many detailed transactions that occur over the course of a given project. It was essential for them to have a consolidated system that could grow with the business by offering specialized modules (such as inventory) and a breakdown of projects by industry sector. This would allow them to optimize their resources across both companies by sharing information. "Our main focus for the first year was the accounting process: payroll, accounts receivable and accounts payable. From there we developed all the other aspects that maestro* had to offer. And we are still evolving because we constantly need more details and information."

MML also needed a solution to manage customer service contracts and coordinate technician dispatch for tracking the source of their business and a way to enable dispatchers to request and collect important information during the initial customer contact.

"With maestro*ERP we can determine at any time where we stand financially on any job," continued Mattina. "This makes project management much easier. We can work with our project managers and focus on the facts related to where things are going well and where we need improvement on each project. This allows us to learn from our short comings and capitalize on our successes."

Maestro worked with MML to determine their specific requirements and delivered a solution customized to their business objectives without cost-prohibitive integration charges. Maestro*ERP's seamless scalability ensures rapid incorporation of future modules for effortless growth in accordance with business initiatives and objectives.

"One of the main things that I liked about maestro* was its power; but I quickly found its real superiority was in its flexibility and customization, as we didn't know what our future requirements would be," said Domenic Mattina."

Maestro provided a comprehensive solution that allowed MML to create detailed project budgets, manage all project purchase commitments, track all vendor invoices against commitments and track all labour and equipment expense details.

Maestro*'s service contract and dispatch module was perfect for managing the contracts and technicians.

"Due to the flexibility of the system, we were able to implement on two levels at the same time; a rapid and basic functional implementation and a more complex, long-term approach, which allowed us to develop the system exactly the way we wanted."

