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D-Tools CEO Randy Stearns shares how you can boost your integration firm's efficiency and profitability with D-Tools' SI and Cloud software.

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ProjX360: Streamline Your Software to Maximize Efficiency & Profits

With an ever-increasing feature set that's ready for more in upcoming version 3, ProjX360 delivers a full end-to-end, cloud-based solution built by integrators for integrators.

Arlen Schweiger

ProjX360 Founder Doug Greenwald talks to CE Pro about the cloud-based software's benefits for custom integrators.

When dealers onboard with software specialist ProjX360, the company asks about their processes of taking a prospect's initial call all the way to invoicing their project after completion. Based on an internal survey of integrators that helps understand more about how their company currently works, ProjX360 finds on average dealers are using nine pieces of software.

All this is to learn, according to ProjX360 Founder Doug Greenwald, how many "tools" integrators are implementing to make their unique version of a "circle to success" prior to meeting with the software provider.

"Many of us don't realize just how many steps we've created until we walk through where the call gets entered, how we convey that to the sales team, where we track the opportunity and how we sell the solution to the client," Greenwald notes.

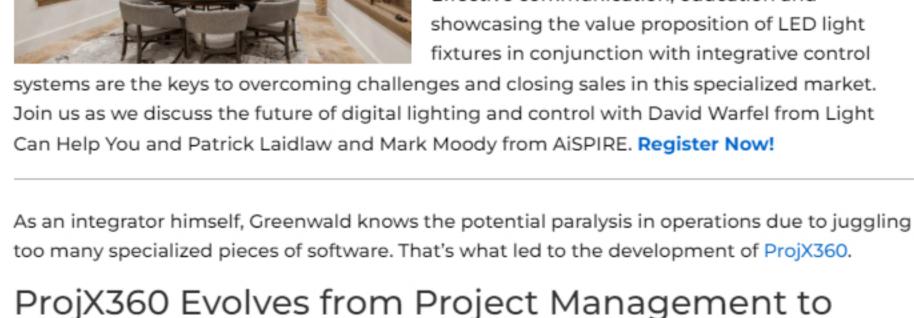"How do they hand it off to the field staff, what does the field staff use to work through the work order, to communicate internally with, how is it scheduled, how is the time tracked, what is turned in each day, how is that used to invoice, and how do we know what's left in inventory? Exhausting and yet all critical to success; for the bottom line, for review, and repeatability."

In a chat with *CE Pro*, Greenwald explains further why streamlining to turnkey solution can eliminate the glut of specialized tools and in doing so enable greater efficiencies in dealers' processes. And that typically leads to realizing greater profits.

The Future of Digital Lighting & Control

As a custom integrator, lighting is in demand. Effective communication, education and showcasing the value proposition of LED light fixtures in conjunction with integrative control systems are the keys to overcoming challenges and closing sales in this specialized market. Join us as we discuss the future of digital lighting and control with David Warfel from Light Can Help You and Patrick Laidlaw and Mark Moody from AiSPIRE. Register Now!

As an integrator himself, Greenwald knows the potential paralysis in operations due to juggling too many specialized pieces of software. That's what led to the development of ProjX360.

ProjX360 Evolves from Project Management to Turnkey Platform

As the name implies, ProjX360 focuses on the project management cycle, and with every iteration more features have been added to the point where it now stands out as one of the industry's leading end-to-end software solutions.

"Back in 2013, I had another company that was a development company but we were just developing software for other businesses," says Greenwald. "But I was in the need for a good project management software to run my integration company [Creative Sound & Integration], and I tried some off-the-shelf products but as everybody knows, our industry has some nuances that are unique to it."

His integration company's senior developer suggested building an in-house solution. With collaboration from Greenwald, his project managers, service coordinator, and senior developer, they put together a solution that they rolled out in 2014. By the following year, Greenwald brought the software, still focused on just the project management piece, to CEDIA Expo.

From there, ProjX360 bolstered its software to tackle more steps in that "circle to success," rounding it out as a full end-to-end solution that now incorporates: sales CRM to track and manage sales pipeline; proposal generation tool; enhanced project management for contracting, scheduling, work orders, service calls; and robust inventory management system.

Related: ProjX360 CEO Touts App Updates, Business Software Benefits

Even more is on tap with the latest update from version 2 to v3 of the software, Greenwald adds.

"We started with project management and expanded from there, so we're really heavily focused on helping companies focus on their business processes and managing that project all the way through it," he says.

"The other big thing is we are built in the latest technology," Greenwald adds. "We are a fully cloud [-based] platform, we're about to roll out our new v3, which is our complete new UI and back end."

To learn much more about ProjX360's solution and feature sets, check out the full *CE Pro* conversation with Doug Greenwald in the video above. Find further details by going to ProjX360.com.

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Arlen Schweiger is Editor-in-Chief of CE Pro and former managing editor of sister publications Commercial Integrator and Security Sales & Integration. Arlen contributes installation features, business profiles, manufacturer news and product reviews.

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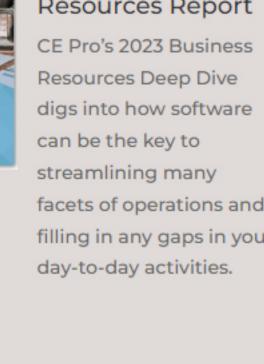Business Support • News • Operations • Sales/Marketing • Software/Services • Sponsored

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