

Building for Tomorrow by Optimizing Order Entry

Building, Construction & Manufacturing Scale: 300 employees | \$400M (CAD) Annual Revenue

Adonis Partners helped construction and manufacturing company transform their order entry process and empower their teams, enabling faster, more efficient operations.

- ✓ Optimized SAP systems by redesigning workflows, eliminating duplicative steps
- ✓ Conducted an in-depth value stream analysis to expose critical inefficiencies and streamline operations
- ✓ Designed and implemented bilingual training programs to elevate team capabilities



28%

Reduction In
Order Entry Time

44

Improvement Opportunities
Identified

3

Phases of System Changes,
Training and Assessment

Since 1930, this construction company has been designing sustainable solutions for residential, commercial, and agricultural markets. Rapid growth and increased demand exposed inefficiencies in their order entry process, creating delays, inconsistencies, and frustration across teams. They consulted Adonis Partners to standardize processes, empower their workforce, and improve operational speed and accuracy.

Adonis implemented a three-phase approach over consecutive six-week sprints. First, expert consultants mapped out the value stream, uncovering 44 improvement opportunities and prioritizing seven with the highest impact. Then it was time to jump into action, making numerous changes to the SAP system. Fast Data Entry and Bundling screens were combined, redundant pop-ups were eliminated, and over 270 non-active color codes were hidden. Simplifying these workloads had an astounding impact, reducing order entry time by 28%.

Just as critical as system improvements were the employee training initiatives. Adonis consultants conducted nationwide training in both French and English. Inside sales managers were qualified and calibrated as trainers at each site to set every team up for success. Coaching and assessment methodologies reinforced learning, with a skills matrix and competency development plan introduced to support ongoing growth.

The result? A leaner, faster order entry process, teams empowered with a high-level skillset, and a foundation for continued operational excellence.