First thing that SVA did is they came in and really got to know who we were, spent time in our organization. In fact they prepared a 65 page report that identified all the things going on within our administration and then we got together and did a meeting and reviewed it, so that was very impressive from the get-go.

My name is Shawn Cleary and I'm president of Cleary Building Corp. Our company was founded in 1978 by my father, Tom. Since that time we've gone from one office to 80 offices across the country. Our company manufactures and constructs pre-engineered structures. Some people call them post framed buildings and we've got, depending on the time of year, around it 800-900 employees. We are a manufacturing company, a construction company, we're actually an engineering firm. We were looking for an ultimate enterprise management system solution that would be cost effective and would integrate all of our departments together and additionally, give us one uniform database.

One of the big things at SVA does is they get to know their client and they're able to really see what's going on in the organization. They really listen and work with our team. I think that our development people that worked along with SVA, really thought they were part of the same team. And that's what I talked about to our people in our company, when we develop partnerships, our vendor teams are extensions of our team and we are one partnership in one company. Through this solution, our purchasing department has been able to really reduce what we would call "shortages", which are very simply shortages of material. So you know, there are implicit and explicit costs in that. The solution that we got for our enterprise management system from SVA, we looked out into the future as did SVA. And they were able to, you know, come up with a solution that we can continue to use as we as we grow our business. It's perfect for us because you know going in and changing your system every five years, really isn't the answer.