



CUSTOMER SPOTLIGHT

Tuff Shed



3Cloud helps Tuff Shed with new B2B data integration capabilities and APIs to enhance their revenue stream

CHALLENGE

Tuff Shed is America's leading provider of installed storage buildings and garages. The company also wholesales their product lines through Home Depot stores across the country. Tuff Shed has a fully implemented ERP installation that is used throughout the enterprise to track and manage manufacturing and purchase orders, but they struggled with extending and integrating the ERP to meet new and unique business demands. Tuff Shed manages their own website, as well as a website for Home Depot, to help drive sales to the correct channel. The websites were both outdated and Tuff Shed had difficulty keeping content up to date. Tuff Shed had a manual process to import purchase orders from Home Depot which impeded data tracking and was error prone and slow.

SOLUTION

3Cloud engaged with Tuff Shed to analyze the business, and in particular, the flow of purchase orders to determine areas of improvement and efficiency. 3Cloud recommended new internal business processes and tools to help improve accuracy and efficiency. One example is the creation of an internal data management application so the marketing department can manage and update prices, price versioning and product options without having to rely on the IT department for these customizations and data. In addition, 3Cloud helped Tuff Shed create a new website with responsive design for mobile users that the marketing department could utilize to rapidly change marketing strategy to meet evolving market demands. We also implemented a Java-based interface with Home Depot to automate the import of purchase orders and created APIs to integrate internal and external third-party systems with the website and other back-end systems.

↓ SCROLL TO VIEW THE RESULTS



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RESULTS

By partnering with 3Cloud, Tuff Shed has new B2B data integration capabilities that significantly enhanced the relationship and revenue stream between Tuff Shed and Home Depot. The new website satisfies their mobile customer needs and allows the marketing team to update site content themselves without IT involvement. The business now has APIs that will allow them to expand their solutions to other third parties, including a new customer-facing, 3-dimensional shed modeling tool.

By eliminating manual process and data entry, Tuff Shed was able to reposition data entry personnel to more strategic positions within the organization. The business is also on the path to incorporating an enterprise-level architecture to handle message traffic throughout the enterprise that will scale as the company grows. With 3Cloud's help, Tuff Shed positioned the business to have one of their most profitable years of operation.

TUFF SHED CLIENT PROFILE

America's leading provider of storage buildings and garages.

Annual Revenue: \$350M

Employees: 1,500

Innovation Focus: App Innovation