



Business Intelligence



Collaboration Portals



Application Development



Business Strategy



Executive Dashboards



Project Management Offices

# Business Case – U.S. Lumber

## Solution Overview

### Microsoft Gold Certified Partner

Blackstone & Cullen, Inc.

### Scenario

Collaborative Portal

### Industry

Lumber Distribution

### Organization Profile

U.S. Lumber Group is a \$325M distributor of building materials headquartered in Atlanta, GA. They currently sell and ship out of 7 distribution centers. U.S. Lumber provides highly personalized service to the pro-contractor lumberyard and millwork houses and shops throughout 14 Southeastern and Mid-Atlantic states.

### Situation

U.S. Lumber needed a collaborative portal solution to leverage and reuse their procurement data for new and repeat customers.

### Business Solution

BAC worked with U.S. Lumber to design the SharePoint Portal that now serves as the basis for internal customer collaboration.

### Technology Deployed

- Microsoft Office 2007 Server
- Microsoft Office SharePoint 2007 Server
- SQL Server 2005
- Visual Studio 2005

*Since 1989, Blackstone & Cullen, Inc. has leveraged information technology to provide business solutions. Principal services include enterprise application integration, data warehousing, and program office implementation, and custom application development.*



U.S. Lumber had experienced long term sustained growth, and the informal business processes that worked for a small company needed to be updated and formalized. To provide new employees the equipment they require, such as a desk, phone, and network access,

U.S. Lumber relied on an inefficient system of e-mail, paper forms, and phone calls. This informal process resulted in delays and hampered productivity. New employees experienced unnecessary frustration during their first days.

## Solution

Blackstone and Cullen worked with U.S. Lumber to create and implement a consistent, scalable, workflow-enabled new employee process that would meet the needs of this growing business.

## Benefits

Leveraging the collaboration and workflow capabilities of Microsoft Office SharePoint Server 2007 provided the following benefits to US Lumber:

- Accelerated setup of new employees
- Increased productivity and reduced new employee frustration
- A foundation for growth and IT-enabling key business processes
- A consistent, scalable collaboration environment that provides security-based access to company information.