

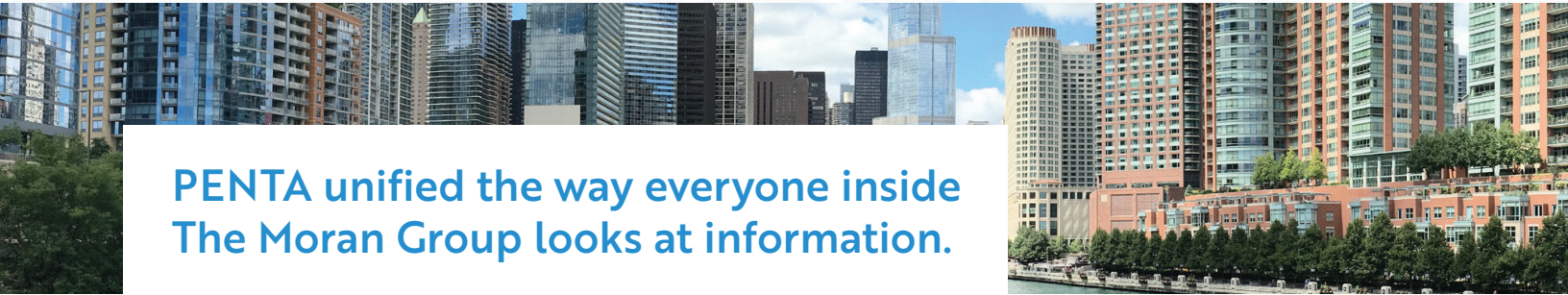
Case Study:

The Moran Group



"A real benefit of PENTA is the ability for us to open up and roll new acquisitions into an existing business unit - but yet- still be able to track the performance of that acquisition separate from the mothership."

- Brian Ramsey, President of The Moran Group

A wide-angle photograph of a city skyline, likely Chicago, featuring several tall skyscrapers and modern buildings under a clear blue sky. The foreground shows some greenery and lower-level buildings.

PENTA unified the way everyone inside The Moran Group looks at information.

WHO THEY ARE

The Moran Group is comprised of one corporate holding company and five operating companies:

- F.E Moran Inc.
- F.E. Moran Mechanical Services
- F.E. Moran Fire Protection of Northern Illinois
- F.E. Moran Fire Protection National
- F.E. Moran Special Hazard Systems

THE CHALLENGE

Managing all five companies with The Moran Group, and keeping communication clear, was a challenge that had to be faced.

“Before PENTA, we had a very old system where everybody would get little reports once a month and try to figure out what everyone else was doing.”

- Brian Ramsey

WHO THEY SERVE

- Industrial and manufacturing
- Tenant development, renovation, and redevelopment
- Commercial buildings, offices, and high-rises
- Education
- Hospitals, nursing homes, assisted living, and outpatient facilities
- Residential
- Retail



THE SELECTION PROCESS

The Moran Group realized that their previous system was holding them back. They set out to research multiple platforms with the hope of finding a partner who could deliver the solutions and scale needed to prevent communication problems from holding them back.

During the search, Ramsey talked to colleagues and members of several national peer groups and two of the companies were already using PENTA. Both recommended PENTA as a solution for The Moran Group.

SERVICE AND ONBOARDING

We've been pretty pleased with the responsiveness of the PENTA team. Whatever training or assistance we needed along the way - they delivered. If we hit a problem, even if it's our fault, the team at PENTA would jump in to assist. We've been pretty happy with their support.

- Brian Ramsey

WHAT WERE THE RESULTS?

Next-Level Internal Communication

As a result of PENTA, internal communication at The Moran Group has become more efficient. They used to have to manually check on which projects are currently being worked on and by whom. But now - all critical information is all right there in the system and can be used for real-time decision making.

Instant-Access to Must-Have Information

Inspections are common in the fire protection industry. It's critical that all their documentation is up-to-date and easily accessible. With PENTA, all this information is instantly available and easily disseminated to all stakeholders.

Increased Efficiency in the Field

Efficiency of work in the field has increased. PENTA provides The Moran Group with instant access to all equipment manuals and the parts numbers necessary for a project. Before PENTA, service technicians may have to email the person with access to that information and be forced to wait for a response.

Faster, Better Invoicing

PENTA also allows The Moran Group to invoice faster and more efficiently than in the past. PENTA eliminates wasted time, which shortens the billing cycle, and accelerates cash flow.