

Situation

Surface Center Interiors (SCI) is a countertop fabrication and installation company specializing in natural stone, quartz and solid surfaces. SCI works with homeowners and construction professionals in the residential and commercial markets.

SCI is led by an analytical owner-operator that leverages data for decision making.

Challenge



SCI forecasted sales and material costs at an aggregated view. As the company adopted methods to streamline production, a more precise forecast was needed.



SCI had a robust data infrastructure intact after years of working with BUCS. SCI leveraged the existing data infrastructure, along with in depth customer knowledge from Sales Reps to dial in forecasting at a channel and customer level.

Action



Developed a detailed customer level forecast model. The model focused on top customers for efficiency purposes, and customer-controlled drivers focusing on volume/price changes and expected material costs integrated with historical actuals from systems to automatically calculate sales and throughput forecast.



The model automatically updates each year, eliminating the need to re-assemble the forecast.



The model provides the forecast at desired levels of aggregation, meaning it can be drilled down to channel, material type, and customer levels.

Systems Integrated



Result

4%

Increase in YoY
Gross Margin %



“Adopting BUCS for our forecasting has significantly sharpened our analysis, allowing for unprecedented granularity. By leveraging insights from our sales teams, who are closely attuned to our top customers' behaviors, we've achieved a new level of forecasting accuracy. This enhanced precision directly contributes to more informed and accurate planning.”

Rod Savage, CEO

SCI
SURFACES

BUCS launched the first version of our platform in 2016 to help mid-market companies improve performance through better information. This idea has blossomed into an end-to-end data management platform used by high-growth organizations, private equity firms, and top professional service firms. They rely on our platform to drive efficiency and increase decision velocity, resulting in value creation greater than 5% of revenue.