

# CASE STUDY:

## Affinity Building Systems, LLC

Company:  
Affinity Building Systems, LLC (modular home manufacturing)

Location:  
Lakeland, Georgia

Size:  
40 Employees

Objective:  
Purchase, install and implement the proper technology to manage plant operations, fill orders and communicate with customers.

### From the Ground Up: Nexstep Builds Technology Infrastructure for a New Manufacturing Firm in 2 Weeks



*This impressive model home is showcased at Affinity's facility.*

When Affinity Building Systems opened its production facility in May of 2009, they needed the ability to use technology for filling orders, managing plant operations and communicating with customers. Thanks to Nexstep, a solid IT foundation was in place, and all of these objectives were met smoothly.

The following comments are excerpts from an interview with Gary Davidson, General Manager of Plant Operations for Affinity Building Systems:

#### **In terms of IT, what challenges did you face as a startup company?**

"This was truly a Greenfield startup, and our entire business needed to function on IT activities. Our internet and our computer systems are really the main source of both marketing advertising and communication with our builders. Our challenge was to line up everything we needed to function in a very short amount of time.

"Additionally, we have a corporate office in Destin, Florida, an accountant in New York City, and regional sales managers in Louisiana and North Carolina. We needed the capability for those offices to connect remotely to the servers here in our main facility."

#### **Why did you choose Nexstep?**

"I considered at least a dozen different companies all over the South in search of the magic combination of IT solutions. When I found Nexstep, they really listened to us and figured out exactly what we needed. I was so relieved to finally find a company that could do everything we needed. When I needed a printer, they could get it. When I needed computer workstations, they could get them. And when I needed someone to install and configure all of our new equipment, Nexstep could do that too. The capability to come in and get us started with our customers, almost instantaneously, was huge for us."

#### **How well did Nexstep's solutions solve your challenges?**

"They were outstanding. There were no issues whatsoever. Within a matter of hours of implementation, we were able to communicate with our customers. You really could not ask for any better cooperation from literally everyone who was here. It wasn't just a person or two, but rather an entire team of people working together to get us up and running. They also set up our remote offices, so now we are connected to all of our offsite team members and vice versa. I look forward to Nexstep and Affinity growing together in the next few years."

#### **Solution:**

##### **Nexstep Integration**

- Installation and setup of computer workstations, server, and Microsoft Exchange email server
- Creation of office network domain with usernames, passwords, and administrative rights.
- N-Guard Spam/Spyware/Antivirus services
- Software installation, training and support for Intuit Quickbooks Enterprise 9.0
- Creation of virtual networks for offsite team members to access home facility in Lakeland.

