

# CASE STUDY:

## The Scruggs Company

Company:  
The Scruggs  
Company

Location:  
Hahira, Georgia

Employees:  
Approx. 200

Objective:  
Implement a system  
with the capabilities  
to track purchases,  
inventory, and cus-  
tomer information  
for the six plants in  
the sand and asphalt  
division

### Nexxtep Develops Customized, User-Friendly Accounts Receivable System for Construction Company



*The Scruggs Company has been in the heavy construction industry since 1965.*

The Scruggs Company has been a leading provider of heavy construction services and materials in the region for over forty years. They have trusted Nexxtep for consulting and support since Nexxtep was founded in 2002.

As Scruggs' sand and asphalt division started growing rapidly in the early 2000s, Vice-President Larry Wisenbaker realized their existing system for tracking and maintaining accounts receivable was no longer sufficient for the volume of complex information they had to handle. The following comments are excerpts from an interview with Mr. Wisenbaker in which we discussed the customized A/R system that Nexxtep built for The Scruggs Company:

#### **How did you identify the need for a customized Accounts Receivable system for your sand and asphalt division?**

"As we started to sell more blasting sand and concrete mixes, we found that we needed a system to handle the retail aspect of our company. We had a system that was written in-house, but there was no database that held all of our important customer information. We spent a lot of time re-keying data, which was both time-consuming and

could easily lead to errors. I knew there was a better way for us to store and access this information without having to re-key everything, but there was nothing on the market that had all of the components we needed in an A/R system.

I realized we would need a custom-built system, so that's when I decided to talk with Stuart Avera (Nexxtep's Vice-President) about developing a more robust system that could handle our retail activities and operate within and between all of our plants."

#### **Could you tell me about the process your team went through with Nexxtep in developing and implementing this new system?**

"Stuart talked with both the system's planners and the end-users at length about what we needed and wanted in the new system. He listened very well and incorporated everything we requested into the system's interface.

"The initial implementation was very smooth. Compared to what it would have cost on the open market, it was much less expensive, plus it was more streamlined to our company."

#### **Has this system met your expectations and does it do everything you wanted it to do?**

"Oh yeah, it has definitely met our expectations! Now, we don't know what we would have done without it, because our sand and asphalt division has grown significantly in the last couple of years. The system has allowed our business to operate with a retail-orientation, which has further fueled the division's growth."



Larry Wisenbaker

"Compared to what it would have cost to purchase a A/R system in the open market, Nexxtep was less expensive, plus their solution was more streamlined to fit our company's needs."

#### **Solution:**

##### **Nexxtep Development**

- Completely customized system tailored to Scruggs' unique requirements
- System tracks orders, inventory, materials and handling, customer contact information, tax information for each customer and more.
- Easy data communication and access between the 6 plants and headquarters.
- User-friendly interface contains features requested by end-users
- Ongoing support and enhancements