

# **SITWORK SUPPLIER INC.**

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## **TESTIMONIAL RE: S-Hand Group Sara Hand**

As a busy and paperwork laden business we approached Sara with the S-Hand Group in 2015 out of pure frustration of pushing piles of paperwork in what seemed like endless circles. Sara had us sit down with her and explain our flow of paperwork from order, to dispatch, with delivery to customer as well as billing and closing out an invoice. We truly thought she would run and seek cover. Instead she studied our processes, figured out what data we needed to be effective and voila after 3 one-hour sessions with her she had a "light bulb moment" that has forever changed the way our 12 year old business has run for the last 2 & 1/2 years.

Her method was so effective that we went from 3 people shuffling paperwork to basically one and a half people doing the same paperwork and truth be told we are busier now than when we had three people sorting through all this paperwork. Being a problem solver myself I couldn't believe the way that Sara was able to put herself into our business and sort out a very time efficient, cost effective and most important LOGICAL way for us to deal with all the logistics of trucks, materials, drivers and of course MONEY. I had struggled for almost 10 years to find some effective short cuts to no avail.

I can't say enough about how Sara was able to combine in a seamless manner the order, delivery, payment from customer and payment to vendors for us in one format that enabled us to track each load from inception through payment. In the past I had tried 2 software programs designed for industries like ours and yet neither system simplified our life and in reality, caused more work and confusion than we had already been dealing with.

Our growth can be attributed to having a very effective way of tracking what we are doing with each load at all times and I can never thank Sara enough for coming up with a system that just "made perfect sense". I can still remember seeing that "Ahh Haa moment" in her eyes when she had connected all the dots and very quickly she was able to put our "operations system" on paper and led us right down the path of simplification. I soon followed with that Ahh Haa moment as well as a huge sigh of relief.

Sherri Parrett

Owner/President

Sitework Supplier Inc.