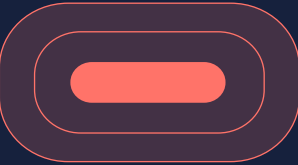**COMPANY:**
Smart Energy

COUNTRY:
USA

INDUSTRY:
Manufacturing,
Energy & Utilities

WEBSITE:
www.floridasmartenergy.com

The Challenge

Replace Smart Energy's legacy systems to help better manage and control finances, sales processes, purchasing, and customer service.

The Result

Priority cloud ERP helped save time, resources, and costs, with virtually no system downtime and no need for extensive HW servers and IT resources.

About Smart Energy

Smart Energy focuses on energy remodeling and creating revolutionary homes that run comfortably and efficiently via energy-saving products and services, including free energy analyses, site surveys, engineering, financing, permits, installation, and monitoring programs with leading solar companies.

Driven by increased demands for energy and the steady decline in non-renewable energy sources, renewable energy is one of the world's fastest-growing market sectors, valued at an estimated one trillion USD. For the team at Smart Energy, the surge in demand for renewable energy and solar-backed solutions meant tougher competition and new market players.

🏔️ The Challenge

As one of Florida's leading solar panel and renewable energy product and service providers, Smart Energy knew it had to up its game to remain competitive. That meant enhancing their product offering, but more importantly, gaining tighter control of their operations.

"We knew it was time to get a business management system on board," said Smart Energy Founder & CEO Noam Yahav. "We ran outdated standalone systems to manage our business, including a CRM system that could no longer keep up with our growth, especially when handling communications with our customers, subcontractors, and partners, the real 'heart' of our business."

It wasn't long before Yahav, and his team realized that investing in a company-wide ERP system was number one on their agenda. "The larger ERP vendors, although impressive, showed us complex systems that would take months to implement, let alone train our staff and get everyone onboard," said Yahav.

💡 The Solution

Priority's cloud ERP fully manages and controls all of Smart Energy's operational business processes, including finance, logistics, sales, project management, and a robust built-in CRM, to handle customer service and technical support. "With Priority, we've proven that onboarding and implementing an ERP system, doesn't have to be a long and tedious journey. With the right partner, backed by a strong platform and a responsive, professional team, we can grow our business – and do it right. Thanks to Priority, we don't work harder, we work smarter."

📋 The Result

▷ **Fast Implementation Process:** Priority's local project team was not only fast, but they were on time and within budget. Their employees were well trained by Priority, so there wasn't anything they couldn't handle.

▷ **Customized User Experience:** User interface, reports, and even the look and feel of purchase orders and customer invoices are all aligned with Smart Energy's logo and graphics.

▷ **Access Real-Time Data:** Smart Energy can work at customer sites and on the go. Project managers, surveyors, and technicians can work onsite with 100% system functionality from their tablets or mobile devices.

▷ **Quantify Results:** Operating costs have decreased by nearly 20%, with a significant boost in system performance.

▷ **On-Premise ERP:** Fully manages and controls all of Smart Energy's operational business processes, including finance, logistics, sales, project management, and a robust built-in CRM, to handle customer service and technical support.

> **"Priority changed the way we do business, across the board. We learned that it's all about the data."**
>
> Noam Yahav, Smart Energy Founder & CEO

See how Priority works for you — Book a demo today ▶