

# RIVET

## Interstate Electric Stops Discovering Labor Gaps Too Late — Now Sees a Full Year Out Across Six States



*"Being able to get those two pieces of information into one place, into RIVET, and then having vision to that — like instantly when you're trying to put together your next core team — is an absolute game changer."*  
— Timothy Hickey, Regional Manager

### THE CHALLENGE

Operating across six New England states, Interstate Electric had **no global view of their workforce**. Regional offices maintained separate spreadsheets that didn't connect — one tracked projects, another tracked personnel, none shared durations. Building a core team for a new project meant **phone calls to superintendents and PMs**, piecing together availability one conversation at a time.

After nearly three years with alternative workforce software stuck at just **15% adoption**, leadership knew spreadsheets weren't the answer — but neither was software that didn't work.

### OUR SOLUTION

Adopting a single platform like RIVET, helped Interstate in connecting all six regional offices with **real-time visibility** into labor availability, project assignments, and capacity forecasting. The transformation was immediate: **100% adoption** across the project management team. Leadership now uses workforce data to direct pre-construction efforts — targeting new work where labor gaps exist and holding back when capacity is full. Planning shifted from **week-to-week firefighting** to **proactive 12-month forecasting**.

### ROADBLOCKS

Interstate's previous software failure made the team skeptical. RIVET invested a **full year in pre-launch preparation** — verifying integrations, training regional stakeholders, and ensuring the platform was ready before rollout. *"It has to work the first time,"* Tim explains. *"And it just worked."*

### RESULTS SNAPSHOT

**100% PM adoption** vs. 15% with previous software

**Full-year visibility** from week-to-week planning

**Sales aligned** to labor gaps (pre-construction targets capacity)

**Single view** across six states (no more regional silos)

**Better financial projections** via Spectrum integration

### COMPANY OVERVIEW



**Industry:** Electrical Contractor

**Headquarters:** North Billerica, MA

**Coverage:** 8 offices across all 6 New England states (MA, NH, RI, CT, ME, VT)

**Trades:** Electrical construction

**Employees:** 750+ professionals

### INTEGRATIONS

**Spectrum ERP** — Actual hours sync automatically with RIVET

See how RIVET simplifies workforce scheduling

