

RIVET

Compression Cost Tessier's \$60K Per Job. Now They Get Ahead of It and Protect \$500K+ a Year.



"We looked at our manpower risk as a challenge 5 or 6 years ago, and now it's really more of an opportunity for us to create margin gain and create more profitability for the company."

— Bill DeNet, Vice President

THE CHALLENGE

Schedule compression hits 85–90% of larger mechanical projects — and Tessier's was catching it too late. Their team spent 20–40 hours per month manually rebuilding Excel and Microsoft Project comparisons every time a schedule shifted. When over-manning crept in — five extra workers for four to six weeks — the costs hit fast: \$50,000 to \$60,000 in margin fade per job, cascading losses to the next two or three projects, and emergency fabrication demands that overwhelmed Tessier's shop.

OUR SOLUTION

Tessier's implemented RIVET as their single forecasting platform across the project portfolio. Estimating loads jobs at 90% probability. PMs own the forecast, updating it as schedules evolve. Leadership sees automated workforce demand from four weeks to three years out — peaks, valleys, and gaps — without rebuilding spreadsheets.

The result: proactive workforce planning replaced reactive firefighting. PMs coordinate labor moves directly, operating as decentralized decision-makers. RIVET's version history replaced manual screenshot comparisons with one-click forecast versioning, freeing the team to focus on strategic conversations with GCs about schedule impact — backed by real data, including

ROADBLOCKS

Getting project managers to own labor forecasting was a cultural shift that took consistent messaging from Tessier's leadership at every level — including President Rashid Kadir and the CFO. Today, it's embedded in daily operations. "It's part of the culture and something they're doing every day," said Bill DeNet.

RESULTS SNAPSHOT

\$500K+ in annual margin exposure protected

\$50–60K per incident caught early

20–40 hrs/month of manual work eliminated

85–90% of compression events flagged early

3-year portfolio-wide workforce visibility

COMPANY OVERVIEW



Industry: MEP Contractor (Electrical, Mechanical, Fire Protection)

Headquarters: Fort Wayne, Indiana

Field Workers: 225-500 field electricians

INTEGRATIONS

ERP integration for seamless payroll flow

See how RIVET simplifies workforce scheduling

