

850 Field Workers Across 5 States. Now Poynter Drops Live Workforce Maps Into Every Bid.



"I'll create manpower curves to send to customers — pinpoint the job, draw a 30-mile radius, and show we have the workforce in range. It helps us outshine others."

— Zach Piercey, Vice President of Sales

THE CHALLENGE

For years, Poynter Sheet Metal moved its field labor the only way the company knew how: multiple text messages to move one person, and a private spreadsheet on the General Superintendent's computer to track who was where. **"I'd send multiple text messages to move one person,"** Kyle Wilson, Poynter's General Field Superintendent, recalls. **"I had a spreadsheet that I kept private. It was nowhere near as accurate as what we're doing now."** Project managers had no idea who was coming to their jobs. The sales team had no way to prove available workforce capacity to GCs in competitive bids. Forecasting more than a few weeks out was a gut call — while the field scaled from three states to five across Indiana, Kentucky, Ohio, Tennessee, and into North Carolina.

OUR SOLUTION

RIVET became Poynter's competitive edge at the bid table — and the single source of truth for managing 850 field workers across five states. Sales builds live manpower curves into customer proposals, pinpoints the jobsite on the employee map, and proves available capacity inside a 30-mile radius. **"It helps us outshine others,"** Zach says. Below that, Kyle moves field labor through the same platform — replacing the text-message scramble with one transparent view that PMs, foremen, and field leaders share. Above it, leadership forecasts manpower five to six months out instead of guessing month to month — and uses live labor curves to justify change orders when GCs compress the schedule.

ROADBLOCKS

Poynter operates within a family of affiliated companies that share infrastructure but maintain operational walls between entities. The COINS ERP integration had to respect that boundary — not just sync data, but selectively expose the right hours, jobs, and people to each side. RIVET's team built the integration to match. Adoption surfaced its own work: rolling out to a 5-state, 850-person operation meant onboarding foremen and a cleanup pass on personnel records — some emergency contacts hadn't been touched in 30 years.

RESULTS SNAPSHOT

850 field workers

on one platform across 5 states

3 → 5 states

same playbook, scaled geography

Live workforce maps

in every customer bid & proposal

5–6 month horizon

up from month-to-month forecasting

GC change orders

live labor curves prove schedule compression

COMPANY OVERVIEW

INDUSTRY

Sheet Metal & Mechanical
Contractor

HEADQUARTERS

Greenwood, Indiana

FIELD WORKERS

850 across IN, KY, OH, TN, NC

INTEGRATIONS

COINS ERP — Bi-directional
integration that respects multi-
entity walls

Watch the full interview ▼

