

How CarolinaPower Picks Hyperscale Jobs Without Cannibalizing Its Core Customer Workforce.



“The biggest advantage is project selection. We enter a prospective job in two minutes — and see graphically whether it fits, or whether it'll create backlog for the following year.”

— Travis Oswald, Senior Vice President, CarolinaPower

THE CHALLENGE

For an electrical contractor with a market position to protect, the most dangerous job is the one that looks like an obvious yes. A single hyperscale data center can pull 200+ electricians from a contractor's workforce — and when the hyperscale buildout ends, the customers that contractor walked away from are already with someone else. CarolinaPower — the Carolinas arm of PPC Partners, a federation of five electrical and industrial automation companies stretching from Wisconsin to Florida — was wrestling with that question using the same tools every contractor uses: spreadsheets, gut feel, and a string of failed workforce platform trials. **“We looked for years to find software that would schedule out manpower,”** Travis Oswald recalls. **“Everything was service-industry dispatch. Everybody just used spreadsheets.”**

OUR SOLUTION

Project selection became CarolinaPower's first use case for RIVET. A prospective hyperscale job goes in — two minutes of entry — and the chart immediately shows whether it fits the existing backlog or kills capacity for the following year. The merit-shop South stays selective on hyperscale, partnering with PPC's union North (which staffed a single project at 600 electricians at peak) to take the biggest jobs without abandoning the core customer base. Inside the Carolinas, four offices within ninety minutes of each other share resources through one live map view — instead of a manager calling around to find an electrician, resource managers pull up RIVET on a call and see availability in seconds. PPC's sister Wisconsin Automation team uses it differently again: Director of Operations David Szymakowski checks the dashboard every morning to confirm his salaried engineers are booked four weeks out.

ROADBLOCKS

PPC Partners' federation made for an unusual implementation — five companies, two trade structures (merit South, union North), and overlapping geographies that had to be reconciled in one platform without crossing operational walls. Adoption is staged. The Wisconsin Automation team was up and running in two weeks after three failed platform attempts in a single year. CarolinaPower's full field rollout is in progress, with the rest of PPC's companies queued behind it.

RESULTS SNAPSHOT

2-minute

prospective hyperscale-job evaluation

5 sister companies

Wisconsin → Florida on one workforce view

4 Carolinas offices

share resources live, not by phone tag

4 weeks out

engineering team always booked ahead

Up in 2 weeks

after 3 failed platform attempts in a year

COMPANY OVERVIEW



INDUSTRY

Electrical Contractor (Merit Shop)

HEADQUARTERS

Greenville, SC — 4 Carolinas offices

FIELD WORKERS

Hundreds of field workers; 600+ peak on hyperscale projects

INTEGRATIONS

ERP integration in progress (multi-entity, federation-wide rollout)

Watch the full interview ▼

