

DENSITY INCREASES EFFICIENCY OF DEPLOYMENT PROCESS BY 45% WITH GUIDEcx



Density at a Glance

Founded: 2014

Industry: Technology

With GUIDEcx: Since December 2021

Density builds technology that helps companies understand how people use their spaces, without invading privacy. Companies of all sizes, from Fortune 500s to high growth innovators, use their insights to make better real estate decisions and unlock a better experience for their employees and higher ROI on every square foot.

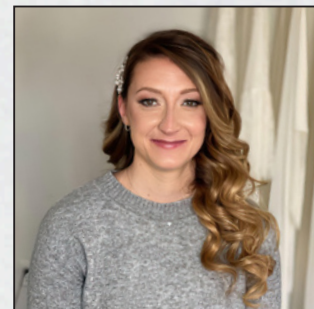
45% increase in deployment efficiency

3X increase in program manager capacity

5 hours saved for the team each week

“GUIDEcx has made my job easier, allowing me to focus on more impactful things, like understanding project scope and working closely with our sales team prior to when we actually get the project in our hands. Also, GUIDEcx support has always been quick to address any issues or questions that I have about the platform. Overall, my GUIDEcx experience has allowed me to focus on my customers to provide them with a smooth-as-butter deployment, ultimately speeding up customer time-to-value.”

– Melissa Papalian
Senior Project Manager, Density



GUIDEcx ENHANCES DEPLOYMENTS, DECREASING CUSTOMER TIME TO FIRST VALUE

Density's prior project management tool was not as robust as it needed to be. Melissa describes it as "clunky and not intuitive or user-friendly." The Density Deployment Services team could not develop repeatable processes for their workflows or collaborate effectively within the platform. Creating leadership reports was a tedious, manual process. Density needed a platform to help them establish a well-documented, predictable, and frictionless process while generating leadership reports for informed decision-making.

Density chose GUIDEcx for several reasons, including a "super user-friendly" interface that simplified onboarding and made it easy to familiarize key stakeholders with standard processes. Density can now integrate with programs like Salesforce to reduce project setup time and connect hardware shipments to the GUIDEcx projects. A full suite of project management tools keeps everyone aware of project statuses, task dependencies, and timelines. The platform's robust automation, time-tracking, and report-generating features have saved the Density Deployment Services team around 5 hours per week.

"Creating a project, building that project out, adding the templates, adding the tags...it can be time consuming. With GUIDEcx, our projects are automatically created, which is a lot easier than having to manually run reports and create a project every single time."

– Melissa Papalian
Senior Project Manager, Density

Using GUIDEcx, Density has created frictionless, repeatable processes, increasing deployment efficiency by 45%. Density has also improved collaboration, enhanced project accounting, and streamlined project management processes. In addition, Density can quickly generate reports to provide leadership with a bird's eye view of all their projects. Overall, the GUIDEcx platform and support of its customer service team have helped Density increase deployment efficiency, allowing a quicker time-to-value for customers.

The GUIDEcx platform's intuitive user interface, communication tools, and project management features have streamlined Density's deployment of its products and services, resulting in significantly reduced project timelines and increased customer satisfaction. The platform's comprehensive reporting, automation, and seamless integration features further support Density's ability to provide superior products and services while maximizing operational efficiency and profitability.

Ready to Take Client Implementation and Onboarding to the Next Level?

Our platform reduces time to value, creates visibility, and saves time with automation, ensuring project managers and their clients get work done as quickly as possible. To learn more about how GUIDEcx can address your business needs, reach out to us and ask for your free DEMO to get started.

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**OVER 350,000
GUIDED PROJECT
IMPLEMENTATIONS**