



Mattman calls in the NOVAtime SWAT Team



After fifteen years of successful growth, Mattman Specialty Vehicles, a leading manufacturer of mobile units for law enforcement, medical institutions, and Fortune 500 corporations, was faced with two major challenges that threatened the company's future. The first was to reduce and control labor costs. The second was to become more competitive by gaining a firm handle on the true profit of each job.

A special management team was appointed to identify, prioritize and locate the resources necessary for successfully overcoming these two challenges. One of the first things the team did was call on Mark Huettinger of Advanced Time Concepts in San Diego, an authorized re-seller of NOVAtime systems, to conduct a needs analysis.

What the Mattman executive team learned from Mark's needs analysis was not only were they paying for unauthorized and unearned overtime, but they did not have accurate numbers for how much labor was spent on each job. This made it extremely difficult to ascertain the actual cost in producing their popular customized vehicles, which put the company at a disadvantage when bidding for projects.

During the needs analysis Mark took the timecard of one of Mattman's employees, who was known to be honest and loyal, and applied the company's work rules to the NOVAtime automated system. When the difference between using NOVAtime's automated system and Mattman's present manual system was taken and extrapolated across the whole workforce, it delivered an annual cost savings of \$52,000.

Upon seeing how NOVAtime's automated system would be paid for with half of the annual savings, and from then on the savings could go directly to the bottom line, it didn't take the Mattman management team long to choose Advanced Time

“You mean we get these savings, and in addition we can track our labor to jobs and tasks within the jobs?”



Concepts and NOVAtime's system as the solution to their workforce management challenges.

“Even though the way we used to pay our employees was based on a strict schedule, it was not cost effective and thankfully that process is now a thing of the past. With an automated system we can now pay only for the time authorized,” Mattman VP Karen Mattman happily reported.

She went on to add, “We also save in payroll preparation labor by not having to add all the time cards.”

Along with saving on labor costs, with an automated system, Mattman was now able to track their job/task costs as well.

“The NOVAtime system has become a very useful tool for Mattman, as they now know how much labor goes into each vehicle being customized and even each task within the job, making this information invaluable for future bids,” remarked Mark Huettinger of Advanced Time Concepts.

When asked if they were happy with the NOVAtime system, company President John Mattman answered, “Yes, it is a great system. Now we are not paying for unauthorized overtime and we have excellent reports for both tracking attendance, as well as labor by job and by task.”

“Yes, it is a great system. It's a very useful tool”



John Mattman. President