How Sable Villeneuve Reduced its Billing Time by 80% with the Software Modernization of its Central System

Legacy recoding

Sable Villeneuve

From five days to one day: the modernization of Optivrac transforms processes and enhances the efficiency of the family business.

Legacy recoding

Sable Villeneuve

SPECIALIST IN THE SALE AND TRANSPORTATION OF GRANULAR MATERIALS, INCLUDING COMPACTION SAND.

35 employees

Founded in 1968 (1st generation)

Annual revenue: over $10M

Continuous growth rooted in innovation

Since its founding in 1968 by Pierre Villeneuve, Sable Villeneuve has established itself as a leader in the extraction, transportation, and sale of granular materials, primarily on Montreal's North Shore. Now led by the third generation, the company continues to thrive thanks to a modern fleet and a commitment to technological innovation, serving a diverse clientele of excavation contractors and local municipalities.

Modernizing to enhance operational efficiency

In 2016, Sable Villeneuve still relied on manual processes for many daily operations. That same year, the Optivrac software brought initial improvements but quickly became slow and difficult to update as the company grew.

Challenges encountered:

> Time-consuming manual processes : Order management on paper, communication via FM radio, and paper billing.

> Loss of critical data : Frequent errors related to paper processes led to the loss of billable data.

> Obsolete system : Optivrac, the central software, showed signs of significant slowdowns, making updates complex and costly.

In 2018, with the acquisition of a new company, the volume of operations increased significantly, further exposing the limitations of Optivrac. **The situation prompted Sable Villeneuve to consider a complete modernization of its software to meet the new needs.**

The Solution—Modernization of Optivrac with Legacy Recoding

Legacy recoding

Objectives of the modernization

- Accelerate operations
- Automate essential tasks
- Improve module performance
- Integrate new features
- Ensure the system's longevity with modern and universal source code

Modernize Optivrac: A transformation for performance and evolution

The modernization of Optivrac was essential to meet the growing needs of Sable Villeneuve and to overcome the limitations of its old system. Using the *Legacy Recoding* production method, which involves rewriting the code of an old software with modern technologies while preserving its key functionalities, Openmind Tech modernized Optivrac into a fast, secure, and scalable solution..

This transformation directly addressed several operational issues while improving overall performance:

> **Accelerating processes:** The old code slowed down operations, forcing employees to bypass the system, which led to data loss. The rewrite eliminated these slowdowns, ensuring smoother and more reliable information flow.

> **Automating essential tasks:** Automation reduced manual handling, minimized errors, and centralized critical data for more reliable management.

> **Strengthening the performance of each module:** The key modules – truck allocation, bid management, and invoicing – have been optimized to provide quick access to information.

> **Designing a scalable architecture:** The flexible code allows for easy addition of new features, ensuring Optivrac's adaptability to future needs.

A modernization without operational disruption

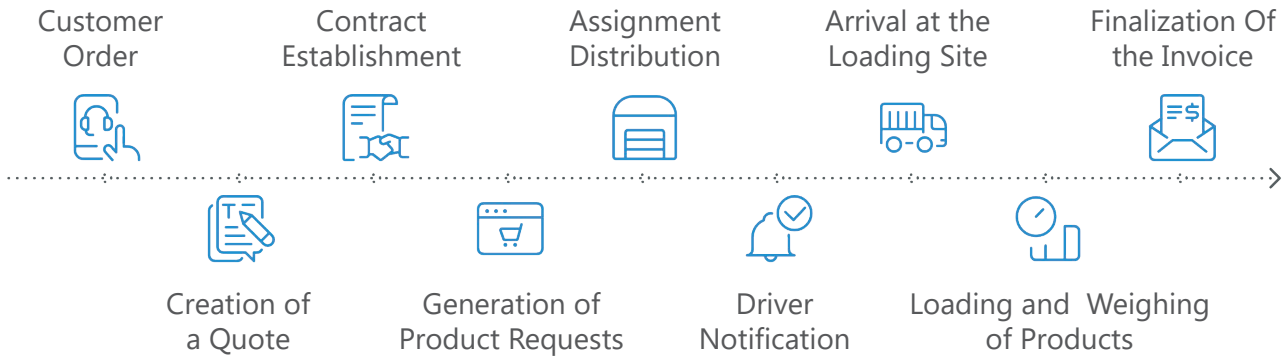
By maintaining both the old and modernized systems in parallel, Optivrac allowed Sable Villeneuve's teams to test and adopt the new features with peace of mind. This gradual approach ensured the continuity of operations while incorporating user feedback for optimal adjustments before the final transition.

*Openmind enabled us to develop a **solution perfectly tailored to our processes**, with a rigorous rewriting methodology that made the deployment smooth and optimal.*

Andréanne Villeneuve eng. | Vice President

Legacy recoding

The modernization of the Optivrac software enabled Sable Villeneuve to transform its operations, enhancing speed, efficiency, and accuracy throughout the customer journey. Today, Optivrac covers the entire operational cycle, ensuring smooth and integrated management from the initial request to billing.



Key results:

> **80% reduction in billing time:** From five days to just one day, the process is fully automated.
> **Automation of critical processes:** Manual tasks are centralized, reducing errors and improving efficiency.
> **Resource optimization:** Improved driver management and optimized truck distribution
> **Real-time data access:** All information is centralized, facilitating quick decision-making.