

# How CoreTigo increased their product deliveries by 300% with monday.com

## 01 Meet CoreTigo

CoreTigo is developing wireless machine-to-machine communications technology for the industrial IoT market. Through the reinvention of existing network and connectivity concepts, their solutions reduce the complexity of industrial automation systems, create a safer manufacturing environment, enable flexible access to more valuable data across the enterprise, and increase operational efficiency. What started as a chip providing service, has grown into a product which provides factories with a reliable, non-disconnecting solution.

**Location**

Netanya, Israel

**Industry**

Manufacturing; Advanced Electronics; Robotics

**Team Members**

35

**Use cases**

Production and shipment management, resource management, and client collaboration



## 02 The challenge

### When too many tools hold back the scale

CoreTigo started scaling, and with that came multiple challenges. "Before monday.com everything was handled over emails, which took a lot of time and created unnecessary friction", says Ofer Blonskey, Co-Founder and VP R&D at CoreTigo. Many of the processes involve several steps which were done manually by different team members. "The Ops manager needed to manually generate a report once a week. That wasn't helpful or quick enough and it didn't provide the visibility we were looking for", says Blonskey. Whenever anyone needed to know the status of a task or find information curical for their work, they had to look for the right person and ask them directly. They couldn't track their progress properly because each team was using a different software, which also made it harder for them to keep their customers up to date with the status of their projects. "Contacting our customers was handled through Salesforce, product deliveries and inventory were handled on our ERP system, and all communications were done over email", says Blonskey. They were simply lacking flexibility in the way they worked together and they needed an all-in-one solution.

## 03 The solution

### Why monday.com?

CoreTigo needed a single platform to manage and centralize all their work across the different departments. They decided to meet with Baker Tilly, and accounting and business advisory firm, to discuss CoreTigo's challenges and how to solve them. "Baker Tilly offered to help and guide us through every step of the way", says Blonskey. "Alongside a monday.com Customer Success Manager, they helped implement the platform and showed us how much value we can gain by using monday.com".

### Next-level project management

"The tools we were using were all too cumbersome and felt very high-maintenance. monday.com was able to provide us with a much more easy-to-use platform which allows each team member to create their own boards and workflows." says Blonskey. CoreTigo decided to introduce their Head of Operations to monday.com, as they thought he would be the toughest person to get on board. "We presented monday.com with our long and complex PO process which involved multiple departments and touch-points, internally and externally", says Blonskey. CoreTigo wanted a board that shows the progress of the process and sends notifications when a new PO arrives, or if a stage is stuck. "So far we managed this process manually but monday.com were able to simplify the workflow to the point where it is now running seamlessly. It saved us a lot of time and effort, and made everything easy to manage in one place. It created visibility and transparency which we have never had before." By redefining the workflow on a monday.com board, CoreTigo no longer need to actively look for information, as it's all available to them in one easy-to-find place.

### Communicating outside of the box

Similar to any other process managed, CoreTigo used emails to work and communicate with both their suppliers and customers. This resulted in long email threads which made it hard for CoreTigo to keep their customer up to date with the progress of the projects, which often led to silos and frustration on both sides. "Our suppliers and customers completely rely on monday.com and we are now facing a situation where they won't even agree to meet with us unless everything is updated on our shared boards. Working with people outside of CoreTigo has never been easier", says Blonskey.

PO Flow							
PO In Progress							
	Description	PO Progress	Issue quote	Receive PO	Package Status	Ship	Delivery Date
Buyer's Group	3rd bridge	75%	Done	Done	Ready	Out for shipment	Jun 16
ESB	1st Bridge 2x TigoAir	50%	Done	Done	OK		
Bingham	1x TigoAir 1x TigoBridge	0%	Waiting on it	Done			
		42%					
Delivered							
Menu Opel	1x Bridge	100%	Done	Done	Ready	Delivered	Dec-20...
Milcher	1x TigoAir 1x TigoBridge	100%	Done	Done	Ready	Delivered	Dec-19...
Brandt AG	1st Bridge 2x TigoAir	100%	Done	Done	Ready	Delivered	Dec-20...
		100%					

"monday.com saves us a lot of time, effort, and makes it easy to manage everything in one place. It creates visibility and transparency in our organization, which we have never had before."

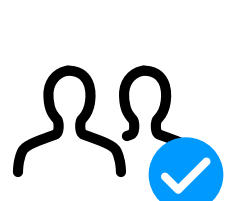


Ofer Blonskey  
Co Founder and VP R&D

## 04 The impact

### Efficient manufacturing, dream-like results

With monday.com implemented across the different departments, it's now much easier for the teams to work, but more importantly to work together. "With the new PO process implemented with monday.com we were able to optimize our product delivery times and the amount of deliveries we can handle", says Blonskey. By better prioritizing their tasks, CoreTigo were able to dramatically increase their product deliveries by 300%. "At the same amount of delivery time (3-5 days per product), we were able to ramp up the number of product deliveries from 60 to 180 per week", says Blonskey. Efficiency and productivity are no longer a distant dream, but a full time reality for all teams at CoreTigo.



Accountability



Efficiency



Communication



Transparency