



In August of 2008, Brandon Leonard began working as a programmer at Washing Systems, LLC, a chemical supply company to the industrial laundry industry.

Washing Systems had a major competitor who had created a program to track efficiency in washing laundry. This program was known throughout the industry and was considered the standard for this type of reporting. Washing Systems needed to at least match their competitor to stop losing business – and quickly. After a long search they were able to bring on Brandon.

After researching the previous work on this project, Brandon noticed the information was incomplete. In order to optimize the project, he had to analyze the environment in which this program would be used. Brandon spent a few weeks getting to know the environment and talking with people that had been in the business for decades to compile a complete picture of what was needed.

After his analysis, it was clear a new type of charting tool was needed — one that didn't rely on words, but on visual cues. Brandon presented two options; purchasing an off-the-shelf graphing tool or designing a custom tool that would do exactly what was needed. Everything pointed to making a custom graphing interface but the concern was if it could be done in time. Brandon was given a month to either succeed or fail.

Not only was Brandon's custom interface a success, but was completed sooner than expected. Just a few years later, customers were pressuring Washing System's competitors for a product as good as what Brandon had developed. This allowed them to take on new accounts, and now Washing Systems holds the number one spot in their industry.

Brandon was able to use VB.NET with 2D/3D graphics drawing, shared code, Crystal Reports, and MS Access to create a system which tracked efficiency for physical equipment. Brandon later created a team of programmers to take this information to the cloud and compile it along with other captured information to make a full suite of reporting. Please contact Brandon Leonard for more information about how he could help with similar needs at your company.