

One small step for Matt Cunningham. One giant leap for the Flooring Industry.

CASE STUDY

Cunningham's FlooringAmerica.

There are testers and partners and pilots and focus groups. But there's only one first customer. And his name is **Matt**.

Some of the most talented and successful people in the industry have helped bring Flooring OS to life. Guided by a group of industry all-stars, Flooring OS is modern, intuitive, and affordable, combining all of their strengths into one powerful software package.

But while a dozen or so of the most successful firms are designing and running the most technically advanced cloud-based, browser based flooring management software in the flooring industry, to this point they've all been pilots and contributors.

Customers are who this software was built to serve. Flooring OS is laser focused on the needs of their customers first. So what does that mean for the first customer?

Matt Cunningham is happy to tell his tale. Upon signing his agreement with, "Make sure I am installed before, Bobby," he saw the opportunity to pivot to Flooring OS as a strong competitive advantage.

"It's faster. It runs faster and the software makes it easier to do the job. There's more useful and intuitive information on every screen. I can truly access it anywhere on any device. The accounting side of it is cleaner and easier and more accurate. And the software is cheaper, too. If there's something that faster, better, more accurate, and cheaper to boot, I'd be crazy not to use it."

"Being the first is never easy. But it gave me the opportunity to see their commitment to their clients and the responsiveness of their team. They moved our data from our old software. When we found an issue, wanted a new feature, asked for more information in a table or column or screen, they'd make a phone call to the developers and come back to me and say, "We'll have an update for that in about 30 minutes."

One of the requests I made was kind of a big deal, they said. Justin listened to what I wanted, called one of their lead developers, and we all talked about it for a while. They had their whole team work on it that evening and they did an update overnight. I was shocked. I'm used to waiting for weeks, or months, or even years to fix a problem or add a feature. It's really exciting to be at the bleeding edge of what software can do for a flooring store, and even more exciting to have that edge before anyone else.

Matt Cunningham
CUNNINGHAM'S FLOORING AMERICA

