



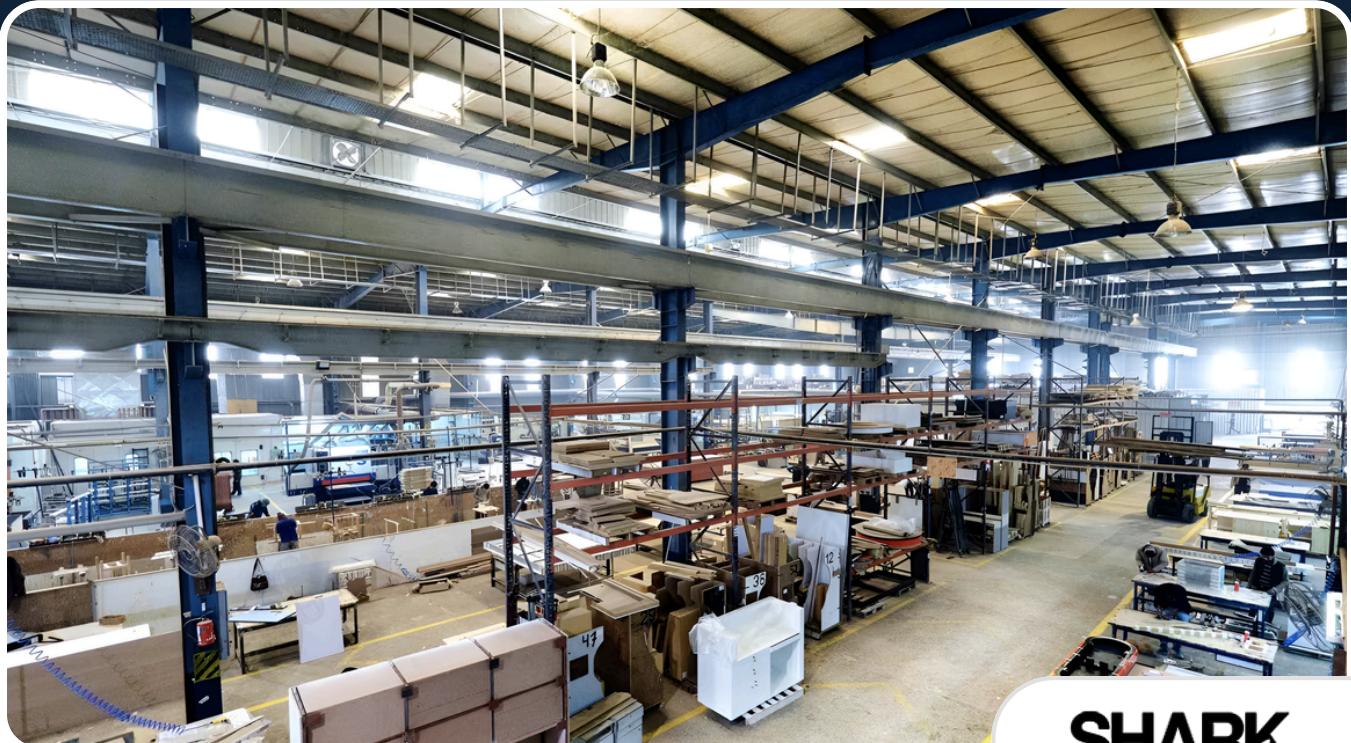
Case Study

Featuring

**SHARK**

How SharkShopfits Streamlined  
Project Management With Smarter  
Digital Solutions ?

# About SharkShopfits



**SHARK**

Founded in 2003, SharkShopfits is a leading retail shopfitting manufacturer in India, employing over 400 people. With more than 15 years of experience, they operate two advanced manufacturing facilities in Delhi NCR, along with a design studio in Delhi. Their 30,000 sq. meter facility is equipped with the latest machining technology.

SharkShopfits have collaborated with prominent brands such as Adidas, Puma, Amazon, Armani Exchange, and many more, showcasing their capability to handle diverse and high-profile projects.

## Services :

#Design #Engineering #BulkRollout #Manufacturing  
#Quickprototyping

### Location

New Delhi, India

### Industry

Retail

### Revenue

500Cr+

## SharkShopfits Was Looking for a Project Management Solution That Truly Fits

SharkShopfits struggled with project management inefficiencies because their previous software was general-purpose, lacking essential features needed by the site teams and was not tailored to their specific industry needs. Moreover, the software was only accessible to team leads, limiting visibility and control for the broader project teams. This lack of real-time access and appropriate tools led to delays and miscommunication.

As the software failed to meet their needs, SharkShopfits began searching for a better alternative - one that could address their ongoing challenges. When SharkShopfits learned about RDash, they scheduled a demo to explore its capabilities. During the demo, they outlined their specific operational challenges and were pleased to discover that RDash offered all the necessary tools they needed.

The platform provided comprehensive project visibility, enhanced collaboration, and streamlined execution - exactly what they needed to tackle their persistent operational difficulties. Furthermore, RDash supported the site-specific needs of the teams by offering detailed progress reports, managing material requests, and incorporating subcontractors into the workflow seamlessly.

“

*We needed a project management solution tailored to our industry. Our previous software fell short, causing delays and miscommunication. RDash provided the visibility, collaboration, and site-specific tools we needed, transforming our operations.*

- Siddhartha Sharma, CEO

# Challenges



## Lack of Visibility

On-site teams lacked real-time visibility into project updates, which led to miscommunication and operational delays. Without immediate access to accurate information, decision-making suffered, and the pace of project execution slowed down.



## Fragmented Processes

Teams were using multiple separate tools for project tracking, communication, and approvals, making coordination difficult. Production and site teams were not in sync, leading to inefficiencies in workflow management. Without a centralized system, overseeing in-house production and monitoring construction-site progress became challenging, affecting overall project timelines and quality.



## Project-wise Budget Tracking

Project-level budget tracking was missing, although an ERP system was in place. Orders, expenses, budgets, and profits were not being monitored closely for each project, making it difficult to manage finances effectively and accurately assess project performance. This lack of detailed oversight made budget control challenging and slowed down financial decisions.



## Scope Creep

SharkShopfits dealt with scope creep because some issues were not written down or confirmed by the client. This led to the last bit of work taking 30% more time than planned. These undocumented and unapproved changes extended the workload and increased resource usage.

# RDash Implementation Process

To ensure a smooth transition from the old system to RDash, a structured approach was adopted, aimed at enhancing workflow efficiency and streamlining management practices.

01

## Process Streamlining

One of the key priorities was to optimize production tracking and operational workflows. With RDash, a dedicated system was established to track the entire production journey, ensuring that every stage was monitored. Additionally, operations tracking was improved to ensure smooth coordination across departments.

02

## Enabling Dashboards for Financial Oversight

To bring financial transparency, RDash introduced custom dashboards that allowed teams to track project expenses in real time. With this, SharkShopfits could instantly check how much has been spent, monitor additional expenses, and generate MIS reports to keep finances under control.

03

## Setting Up an Approval Hierarchy

One of the major inefficiencies in the previous system was the lack of structured approval workflows. With RDash, a hierarchical approval system was put in place, ensuring that purchase orders (POs) were not generated until properly authorized. This created a digital record of approvals, making it easy to track the number of POs issued for each project and ensuring compliance with internal processes.

04

## Training and Rollout

A structured training program was conducted to familiarize employees with RDash's features. Teams across production, operations, finance, and procurement were trained to ensure seamless adoption. The rollout was done in phases, starting with key teams before expanding to company-wide implementation.

05

## Performance Tracking and Analytics

With RDash, SharkShopfits gained access to performance analytics, allowing them to track project efficiency, identify bottlenecks, and optimize operations. The system provided real-time data insights, helping managers make informed decisions and improve overall productivity.

06

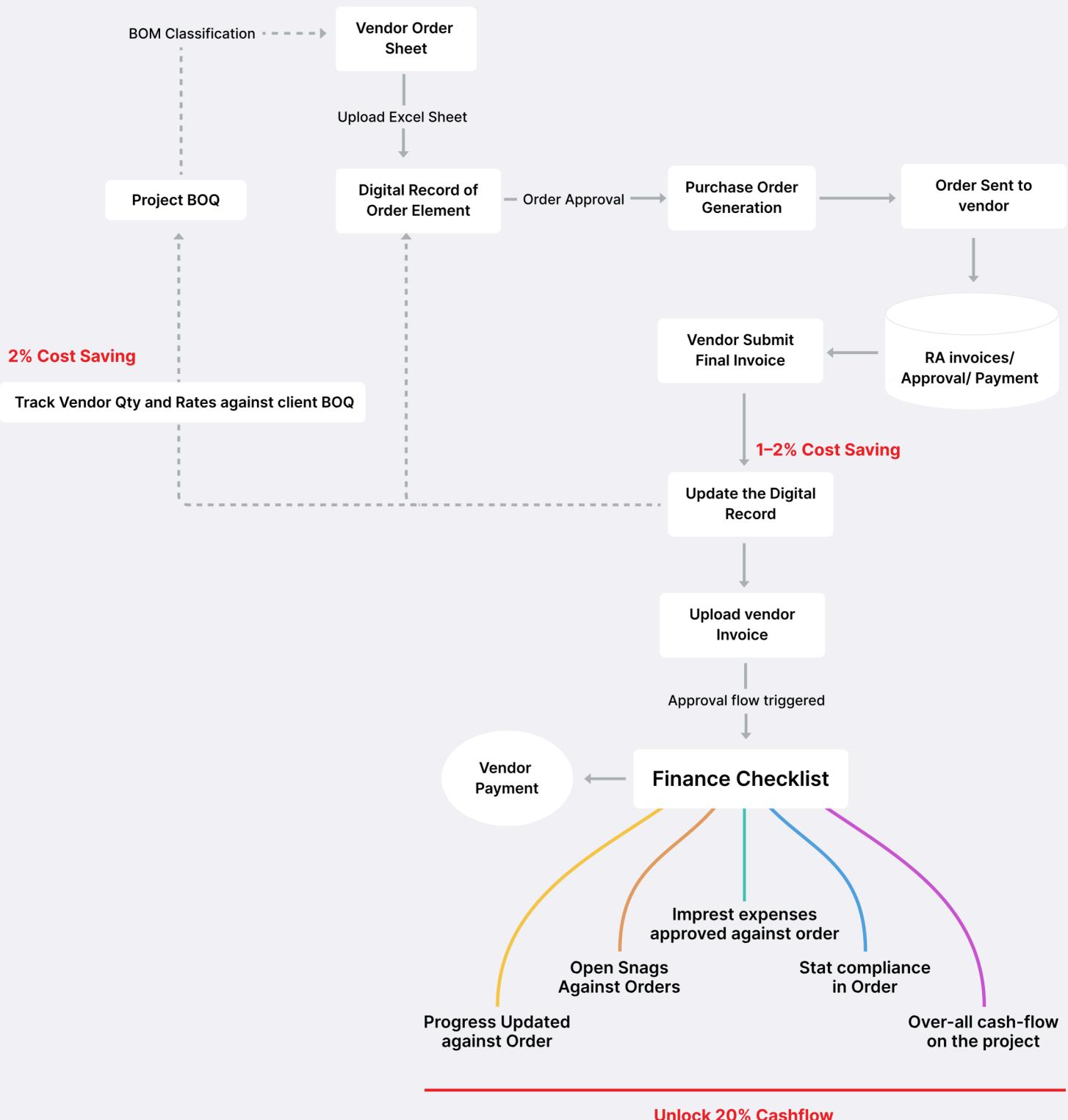
## Establishing Feedback Loops

To ensure continuous improvement, regular feedback loops were created where teams could report challenges, suggest improvements, and refine workflows. This step-by-step approach made the system better and more suited to meet the company's changing needs.

**“****Harshil Khichadia**Project Management  
Consultant

*Before, things were slow and difficult. RDash has really made such a huge difference to our workflow and ability to access information quickly, which has been key to the success of our projects.*

# Unlocking 4-5% of cost saving by fixing reconciliation cracks



# Results

**8%**

Cost  
Reduction

**30%**

Reduction in  
client escalation

**35%**

Accelerated  
project timelines

RDash's advanced progress tracking simplifies how management aligns projects, ensuring timely completion and reducing the likelihood of penalties. The platform's capability to automatically organize all project costs – including staff expenses, planned orders to subcontractors, and costs related to resolving snags – helps management keep a close eye on budgets. This rigorous financial oversight leads to cost savings of up to 8%."

Also, RDash has reduced escalations by 30% by improving the team's ability to monitor quality and progress through systematic reports. This enhanced visibility and control over key project parameters make tracking simpler and ensure adherence to quality standards.

Moreover, RDash's effective scheduling and progress updates have accelerated project timelines by 16%. With the activity schedule clearly outlining tasks, everyone knows exactly what needs to be done. Production and site work are now synchronized, allowing for timely material orders that align with site requirements. Additionally, the remaining snags, which were adding 30% extra time to the project timeline, have now been reduced to just 10%, significantly enhancing efficiency.

# Favourite Features

## 1. Snag Management

RDash's snag management feature quickly became a team favorite, simplifying the process of identifying and resolving issues promptly. This tool not only fixed problems but also streamlined the entire snag management process, making it easier and more transparent for everyone involved.

## 2. Activity Schedule

RDash's snag management feature quickly became a team favorite, simplifying the process of identifying and resolving issues promptly. This tool not only fixed problems but also streamlined the entire snag management process, making it easier and more transparent for everyone involved.

## 3. Progress Report

RDash's progress reports brought a new level of clarity to project management, offering real-time, detailed insights into each project's progress. These reports fostered informed decision-making and built a strong foundation of trust and transparency between the teams and management.



**Siddhartha Sharma**  
CEO, SharkShopfits



*We were searching for a true partner, not just a software provider, who would support our long-term goals. This partnership needed to be more than a short-term solution. We required a partner that was innovative, continually improving, and could provide us with the right amount of service.*

# Supercharge your Construction & Interiors Business

## Employing RDash results in:

### 100% Visibility

Everything around your projects, drawings, progress and timelines and manpower is available in realtime, at one place, whenever.

### Avoid Delays

Squeeze & crash your project timeline by shunting delays due to miscommunication, confusion, pending approvals and rework.

### Reduce Cost

Control your project budgets through rate contracts, approvals, change orders and avoiding rework.

### Control Quality

Detailed site recce, Standard Specs guidelines, Audit & Snaglist management enables you to control quality of materials and services at every step.