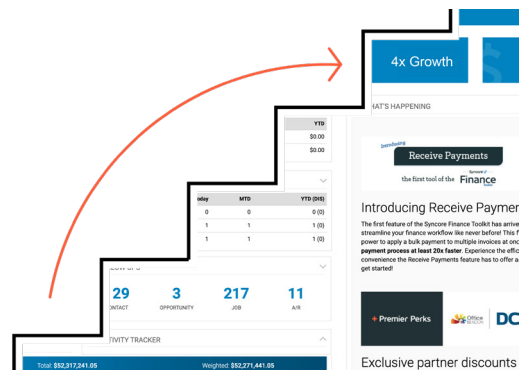


# From Paper Struggles to Industry Triumph: How Team SCG Quadrupled Sales

In 2016, the family-owned, Florida-based distributor Team SCG was struggling with the limitations of its outdated paper-based systems. Desperately needing a solution that would modernize operations and drive the business forward, they found [Facilisgroup](#).

## Drowning in Paper Processes: The Inefficiencies That Held Team SCG Back



Before finding Facilisgroup, Team SCG was plagued by inefficiencies and buried in handwritten processes that could only be described as “a paper nightmare.” It was practically impossible to effectively manage orders, track progress, and make strategic decisions with the outdated approach in place. “We grew as much as we possibly could with handwritten paper,” said CFO David Greenberger. In 2016, Team SCG began looking for a solution. After what one member jokingly referred to as “dating Facilisgroup,” they decided to take the leap and implement Facilisgroup’s innovative software platform, Syncore, in June of that year.

## The Instant Impact of Adopting Syncore

Making the switch to Syncore was a game-changer for Team SCG. “That’s when we really started to realize that we’re onto something here and this could be great,” shared CEO Shayna Cohen. Syncore replaced their cumbersome paper processes with streamlined workflows and automated solutions, integrating their operations smoothly and efficiently.

## How Syncore Continued to Unlock Innovation for Team SCG

Equipped with Syncore, Team SCG was able to face its challenges head-on. Syncore’s advanced order management and real-time reporting capabilities allowed them to work faster and provided the insights they needed to manage the order lifecycle from start to finish and make strategic decisions. “The younger generation has embraced this in such a way that it’s crazy. They’re selling more than we’ve ever sold, ever,” noted Barry Greenberger, President. Efficiencies driven by Syncore freed them to grow and innovate, transforming their operations and driving business success.

## Quadruple Triumph: Team SCG's Extraordinary Growth and Recognition

Since joining Facilisgroup, Team SCG has experienced a dramatic transformation, achieving over 4x growth. Their hard work and dedication were recognized when they were honored as Facilisgroup Partner of the Year in 2022. *"To me, this was the Lombardi trophy, this was the Stanley Cup all rolled into one,"* said Barry Greenberger. This accolade underscored their significant achievements and the power of their partnership with Facilisgroup. *"We're so proud that a group like Facilisgroup would consider us to be partner of the year. It really solidified that we have to keep going, we're doing something good here,"* added Shayna Cohen.



### Strength in Numbers: The Role of Facilisgroup's Community in Team SCG's Success

But more than just the technology, the Facilisgroup community made all the difference for Team SCG. Support from like-minded businesses and working collaboratively offered invaluable insights and a sense of belonging. *"The partners within Facilisgroup that came up and congratulated us... it's just an amazing feeling of community,"* said Barry Greenberger.

## Team SCG's Rise from Paper Chaos to Industry Leader

Team SCG's journey from a paper-based operation to an award-winning distributor is a testament to their determination and the transformative power of Facilisgroup technology, supported by a strong community. Their story highlights the effectiveness of innovative solutions and the enduring value of family-run businesses in the promotional products industry. Their impressive transformation shows what's possible with a willingness to grow and the courage to take the leap.

**Let's talk business growth!**

[Schedule a 1-on-1 with our sales team](#) and discover how partnering with Facilisgroup can scale and grow your business.