



## DRIVING PERFORMANCE & ACCOUNTABILITY THROUGH QUOTING INSIGHTS

**MEMBER:** RAMPART SUPPLY, A DIVISION OF CREGGER, CO, DENVER, CO

### FEATURED LEADER:

Riley Bell, Purchasing Agent

### CHALLENGE:

Rampart Supply's purchasing team lacked clear visibility into the performance of its commercial quotes department. Without consistent reporting or real-time data, sales teams and managers had limited ability to track activity, follow up on opportunities, or make informed decisions to drive revenue.

### SOLUTION:

Through his MDM Capstone Project, Riley Bell led the implementation of a new software platform to transform how the commercial quotes department operates. The initiative introduced structured, accessible reporting and created a centralized system for tracking quoting activity.

Leveraging MDM concepts in leading change, **Riley not only selected and implemented the system but also guided the organization through adoption**—navigating early resistance and building alignment across teams. The result was a shift from reactive quoting to proactive performance management.

### LOOKING AHEAD:

Riley plans to continue expanding his impact through additional cross-functional projects and increased responsibility, positioning himself for future leadership opportunities within the organization.

### WHAT MEMBERS ARE SAYING ABOUT THE MDM PROGRAM:

"Come in with an open mind and listen to the things your other peers have to say...many of the things that I remembered or took away from the program came from the conversations with peers and not necessarily readings straight from the textbook."

*Riley Bell*

*Purchasing Agent*

### RESULTS:

**Launched a new** quoting and reporting system to drive operational efficiency

**Established real-time visibility** into department performance and quote activity

**Enabled sales teams to increase follow-up** and better pursue open opportunities

**Equipped managers with actionable data** to guide decision-making and improve outcomes

**Successfully led system adoption**, with strong utilization and positive feedback across teams