



with quarries around the world, places where procuring materials can be so difficult," says Mazzocca. "A connected device can mean the difference between getting the right product and the wrong product."

#### **"There's nothing we can't do"**

Lido's new intelligent system — based on Windows Embedded, the Windows Azure platform, SQL Server software, and the Windows Server and Windows operating systems — allows workers to track materials throughout the warehousing and production lifecycle. Under its previous system, Lido lacked communication between inventory and production and was under continual pressure to reconcile the two systems, a process that used to take four people a week to complete. Now, handheld devices connected to the database have vastly improved the company's inventory process, and one person can complete inventory in a single day.

"With an intelligent system from Breton and Microsoft, we're able to work more effectively with smaller crews for a variety of tasks and keep handwork to a minimum," says Mazzocca. "We've increased productivity by at least 30 percent."

That productivity increase has allowed Lido to leave no stone unturned, taking on more business while adhering to high standards for quality. Mazzocca notes, "Before we implemented the new solution based on Windows Embedded we employed 60 people, but now we have 100."

More people producing at a higher rate also means more revenue. In 2012, before the solution was implemented, Lido brought in \$10 million. This year, in just the first four months, Lido has already secured \$8.5 million in revenue — a 70 percent increase. Thanks to the Internet of Lido's

Things, Mazzocca is no longer just running his business — he's making it thrive.

"In the past, I could only dream of doing what we're able to do with machines today," says Mazzocca. "With the manufacturing solution from Breton and Microsoft, we can create new roadways and be creative and different. It empowers us to celebrate new visions in stone — there's nothing we can't do."

#### **For More Information**

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For more information about Lido Stone Works products and services, visit the website at: [www.lidostone.com](http://www.lidostone.com)

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#### **Create the Internet of Your Things with Intelligent Systems**

The Internet of Things is not a futuristic technology; it's here today. When your enterprise puts together devices, software, cloud services and business intelligence tools from Microsoft, you create the Internet of Your Things. As a trusted technology leader, Microsoft can help you drive business value from new and existing technology assets, devices, and data to create one truly flexible, intelligent system. When you connect your people and your infrastructure, you can change the trajectory of your business in real time.

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