



Solve the Challenge

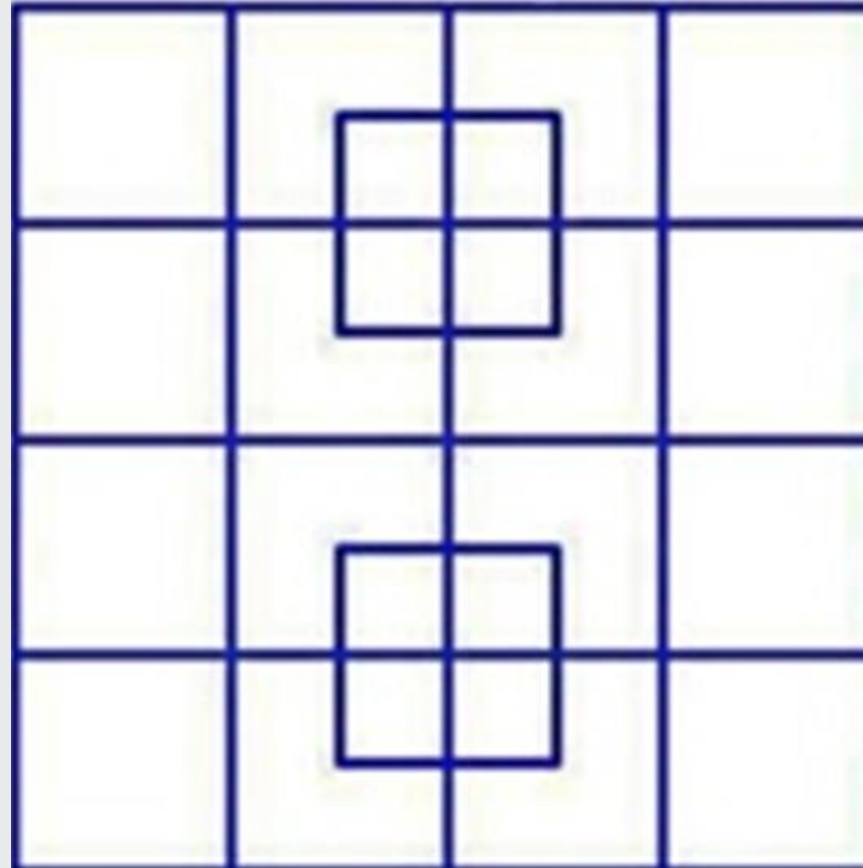
Case studies in productivity

2017

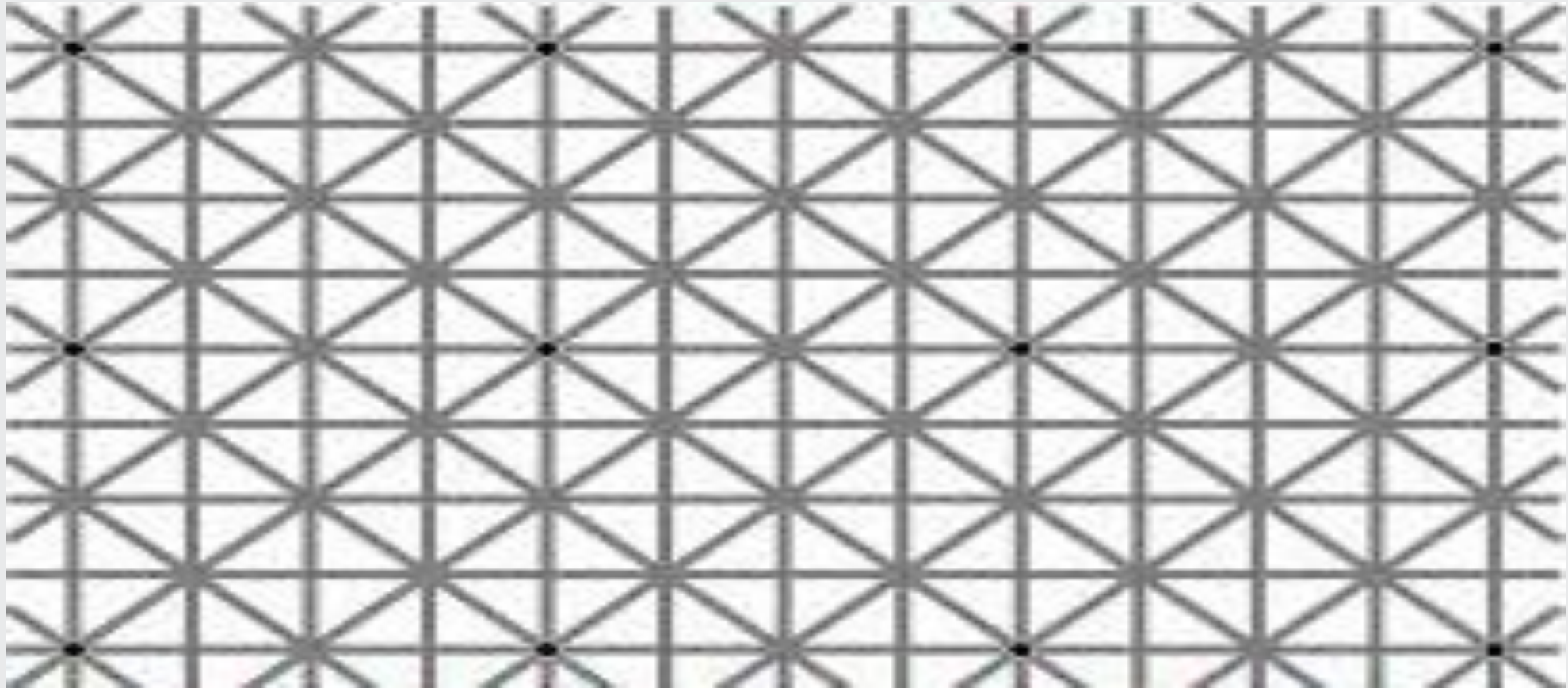
**Total Control
Conference**



Solving the challenge



Solving the challenge



What's in common?



Underutilized

Texas A&M market research

82%

agreed an increase in
equipment utilization would
result in increased ROI

46%

% of companies **do not**
track rental utilization

What we know



1 Month Rental = \$1,800
Daily = \$200 Weekly = \$600

1 Day Past Due = ~ \$200 (11%)

3 Days Past Due = ~ \$600 (33%)

15 Days Past Due = ~ \$1,800 (100%)

return date while rental
costs mount

Rental equipment issues



Agenda – Case Studies Examined

- **Issues**

- Lack of Visibility
- Low Utilization

- **Proposed Solutions and Intervention Plans**

- **Results**

- Cost Savings
- Efficiencies Gained





2 Case study: Consumption management vs. three bids and a buy



Issues – whether they knew it or not

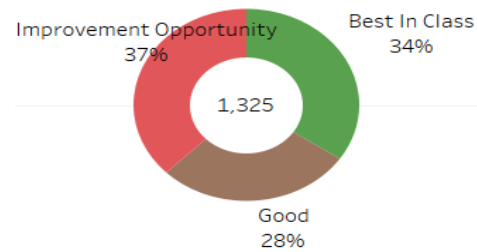
- **Two companies merged**
- **Competing philosophies re: equipment management**
 - **Consumption driven**
 - Central management
 - **Price driven**
 - Field makes their own decisions



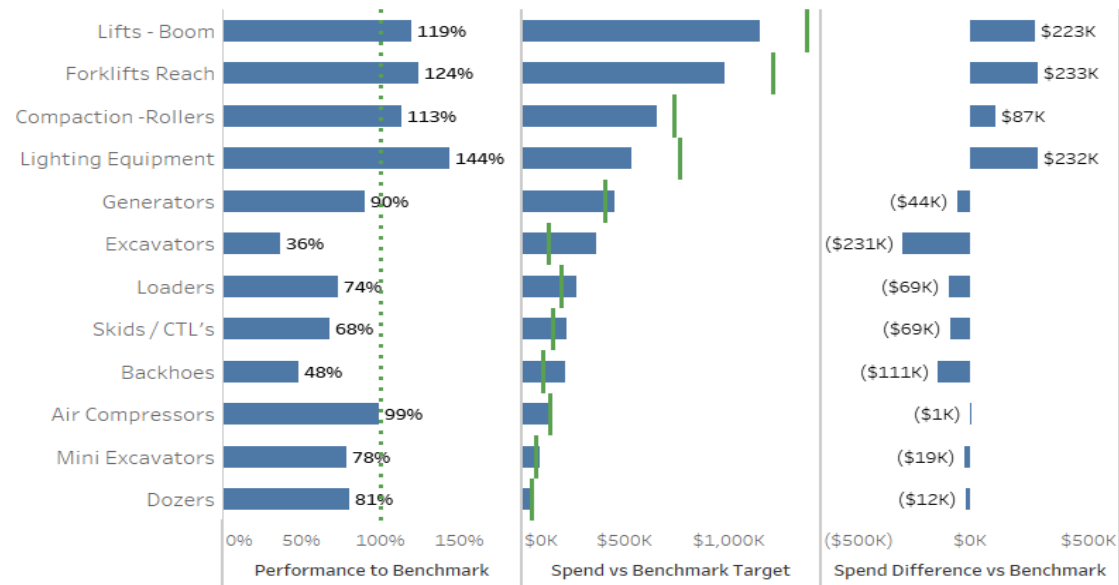
Customer A (TC customer)

Utilization Performance

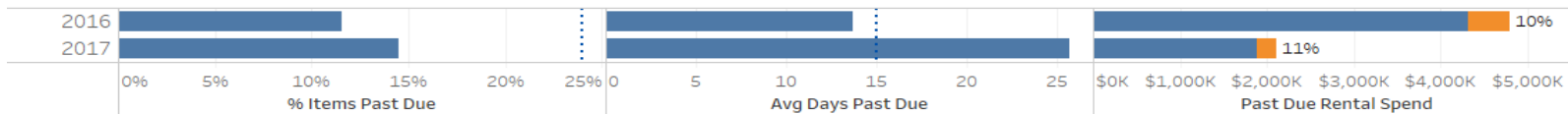
Transaction Summary



Spend and Utilization Performance



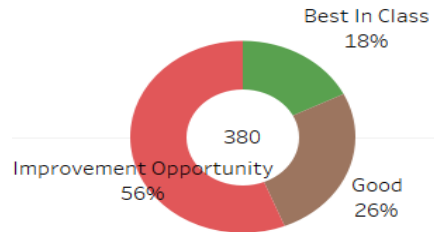
Spending Past Estimated Return Date



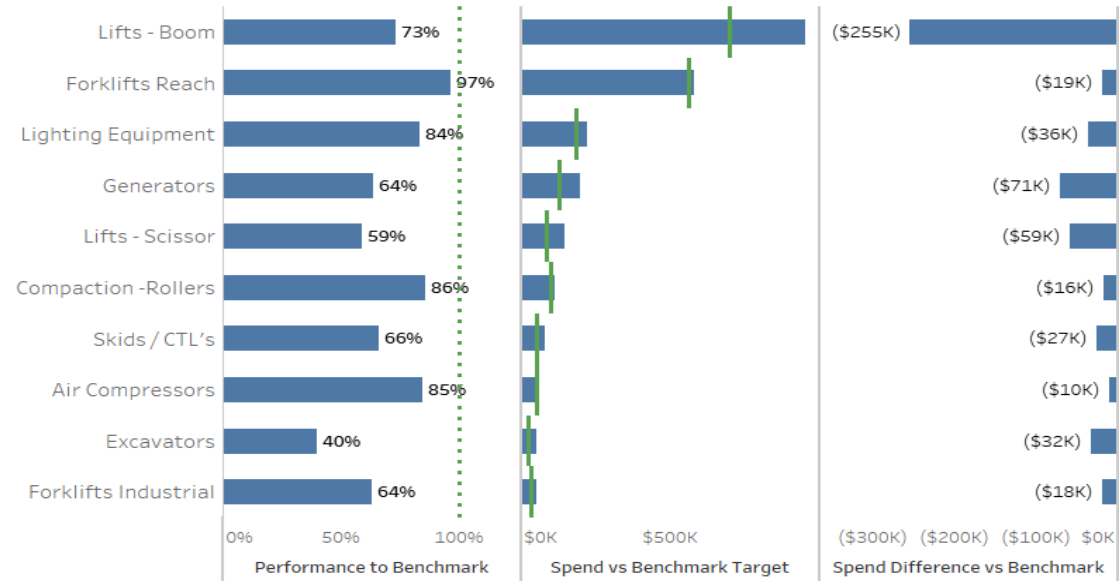
Customer B (non-TC customer)

Utilization Performance

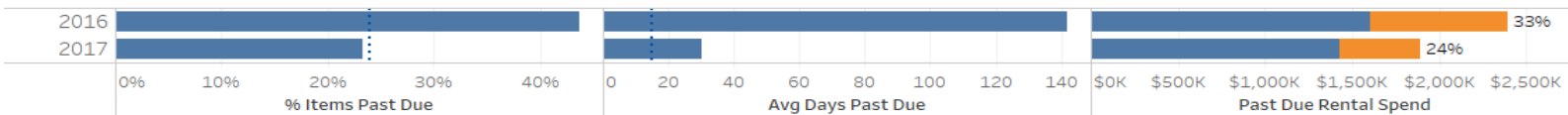
Transaction Summary



Spend and Utilization Performance



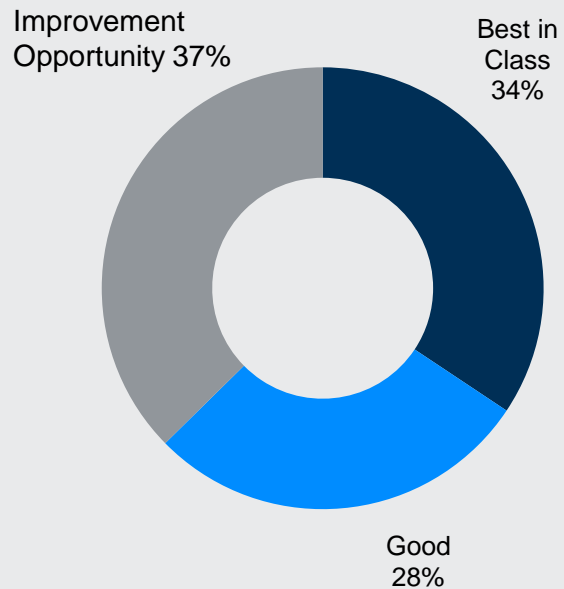
Spending Past Estimated Return Date



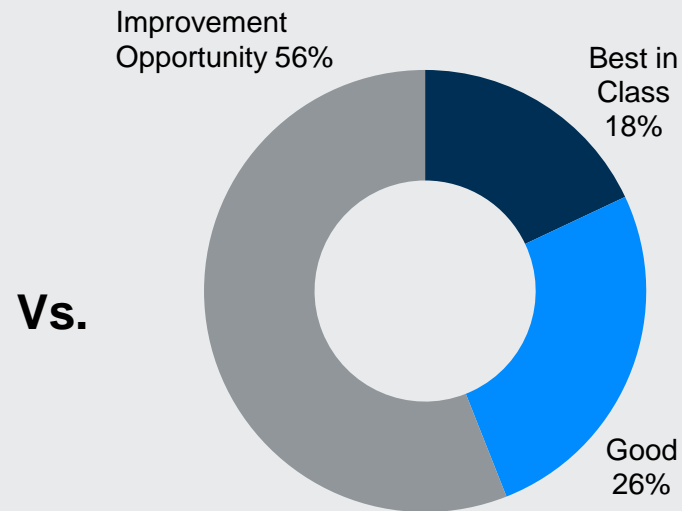
Customer A vs. Customer B utilization comparison

June '16 – May '17

Customer A (TC)



\$588K Savings



Customer B (Non-TC)

Category	Performance Difference
Boom Lifts	(\$284K)
Forklifts Reach	(\$35K)
Lighting Equipment	(\$87K)
Generators	(\$88K)
Scissor Lifts	(\$71K)
Compaction Rollers	(\$13K)
Excavators	(\$1K)
Skid Steer Loaders	\$7K
Air Compressors	(\$4K)
Mini Excavators	(\$11K)
Total Savings Potential:	(\$588K)

Results

How'd They Do It?

- High Level Stakeholders
- Telematics/GPS
- Alerts
 - Low Utilization
 - Pending Due
- **104** (utilization to peers)



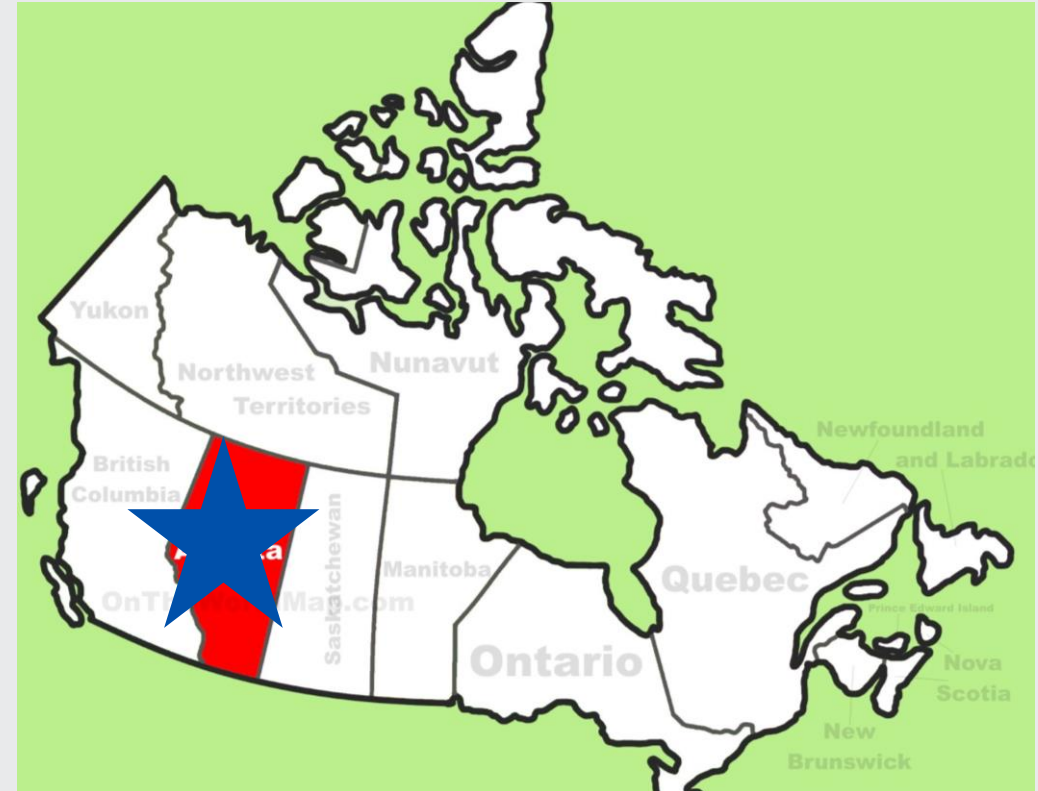
3

Case study: Visibility leads to improved utilization



Issues – whether they knew it or not

- Barrel of Oil dropped
- Cost savings initiative
- Busted PO's
- Project over budget
- Equipment utilization
- No control over rental fleet



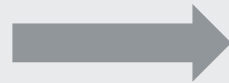
Rental lifecycle

1. Purchasing



Request

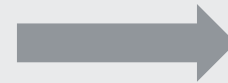
Who What Where How Long Price/PO



2. Site



On-Rent



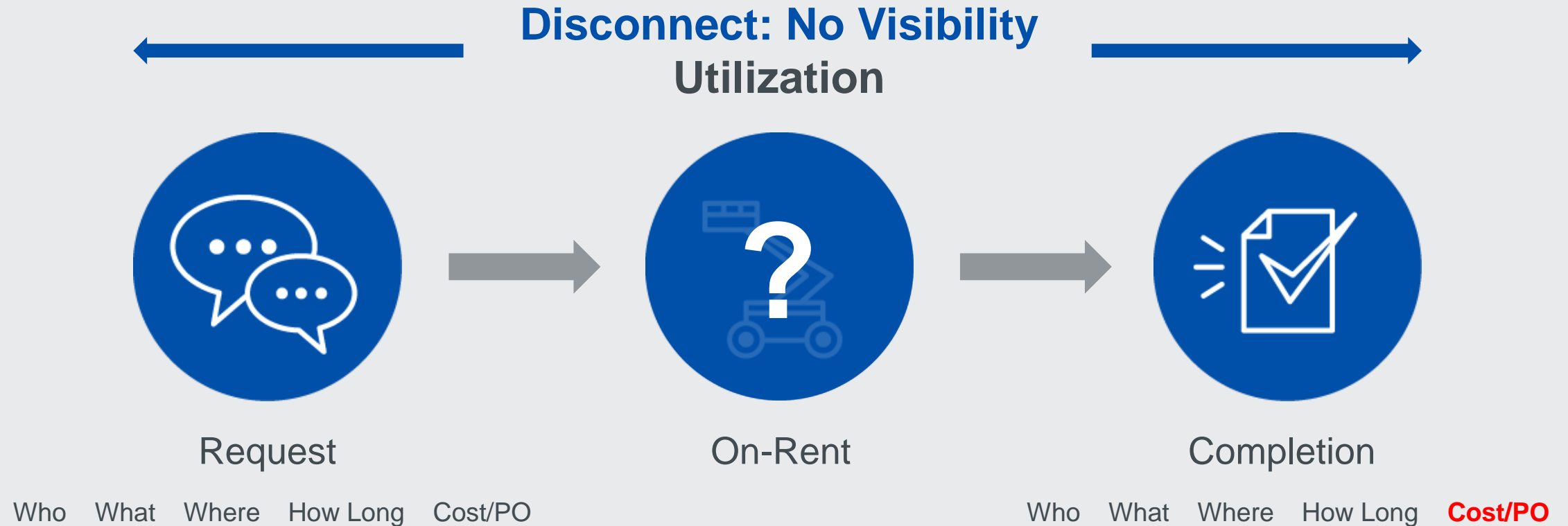
3. Accounts Payable



Completion

Who What Where How Long Cost/PO

Rental lifecycle – on-rent



Utilization

Site has 3 booms on rent for a month rental at \$2,700 each



Utilization
63%



Utilization
59%



Utilization
6%

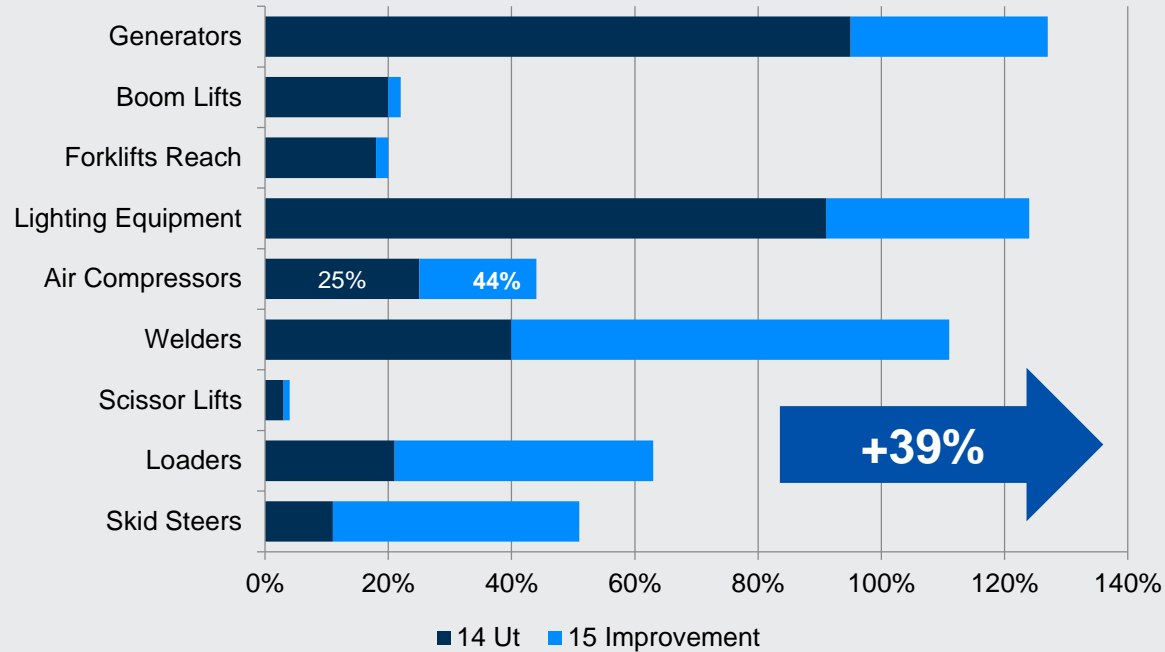
Cost Savings

Industrial case study

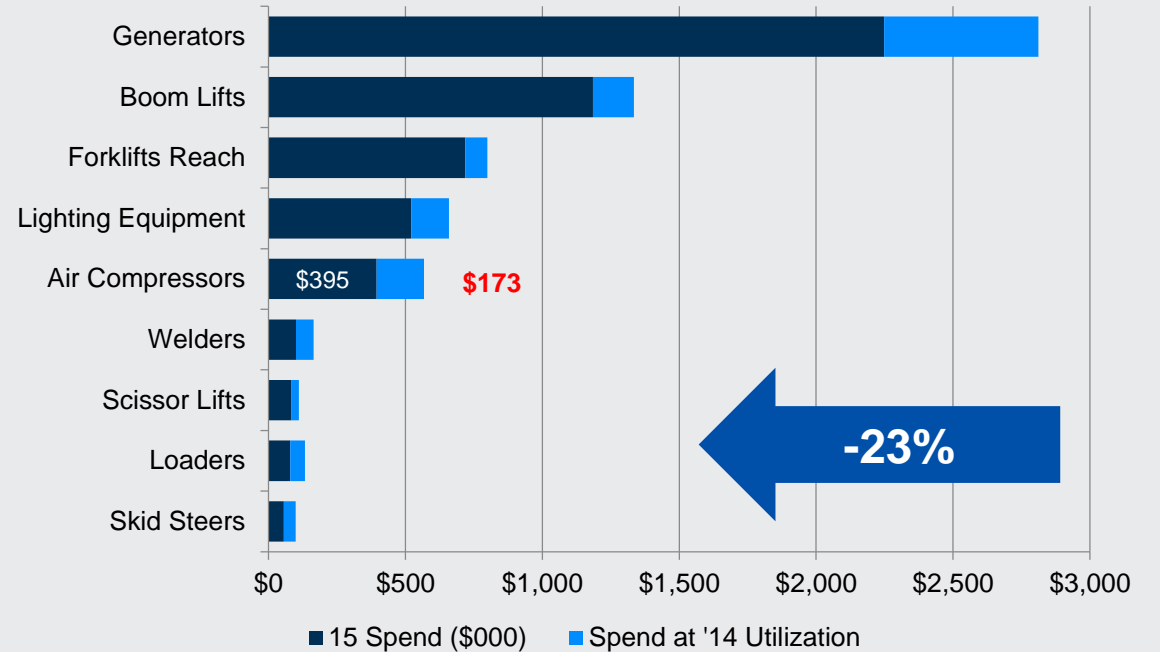


Boom 1 Utilization 63%
 Boom 1 Utilization 59%
 Boom 1 Utilization 6%

Utilization



Spend



Improving utilization

How did they do it?

- Total Control
 - Equipment Managers
 - Total Control alert:
 - Low utilized equipment
 - Pending due (recommend three days prior)
 - Past due
- Designed 'Email Details' button



Improving Efficiencies

Real-time alerts

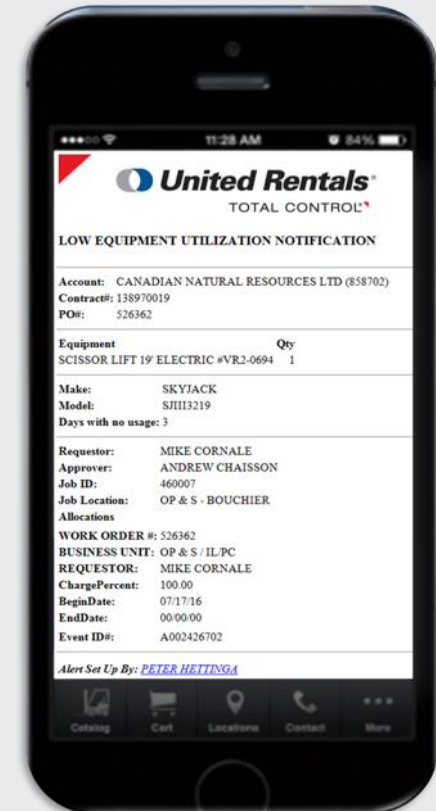
- Notification types
 - Low utilization

- **PO/Account Code Validation**

- Worst to First - #1



123 (utilization to peers)



4 Case study: — Test the waters



Issues – whether they knew it or not

- Saw value in UR system but not fully on board
- No accountability
- Didn't know what they didn't know
 - Utilization
 - Busted PO process



Total Control solutions

- Set up one child account on Total Control as a test
- Alerts/notifications set up for all requestors:
 - Alert – Pending Due “3 Days”
 - Alert – Past Due
 - Alert – Low Utilization
 - Alert – TBD “Invalid PO”
- GPS equipment
 - Equipment monitored in the TC Dashboard

Results – utilization

- 42% Utilization (TC Account)
- 22% Utilization (Non-TC Accounts)

- 41% Utilization Improvement

Super Cat	TC		Non - TC		Improvement	Total \$ Spend
	Ute	\$	Ute	\$		
Boom Lifts	24.2%	\$373,612.00	16.0%	\$2,389,157.18	51%	\$2,762,769.18
Forklifts Reach	19.2%	\$388,457.18	15.9%	\$1,770,983.00	21%	\$2,159,440.18
Skid Steer Loaders	17.8%	\$149,289.00	10.8%	\$522,101.64	65%	\$671,390.64
Generators	81.0%	\$123,911.19	70.2%	\$431,734.51	15%	\$555,645.70
Welders	87.2%	\$171,513.00	40.6%	\$370,907.70	115%	\$542,420.70
Lighting Equipment	93.5%	\$184,330.92	74.0%	\$269,010.26	26%	\$453,341.18
Air Compressors	51.6%	\$101,569.13	17.3%	\$230,954.57	198%	\$332,523.70
Backhoes	15.8%	\$27,375.00	9.7%	\$253,248.83	63%	\$280,623.83
Mini Excavators	10.1%	\$5,745.01	10.7%	\$181,972.26	-6%	\$187,717.27
Forklifts Industrial	17.6%	\$12,191.00	14.6%	\$120,765.86	21%	\$132,956.86
Compaction, Rollers	6.1%	\$40,749.00	7.1%	\$85,904.76	-14%	\$126,653.76
Loaders	23.8%	\$50,670.00	21.9%	\$51,003.10	9%	\$101,673.10
Scissor Lifts	1.1%	\$11,560.00	1.6%	\$67,993.00	-30%	\$79,553.00
Totals	42%	\$1,640,972.43	22%	\$6,745,736.67	41%	\$8,386,709.10

Key takeaways

- Central Management
- Stakeholder Buy-in
- Accountability at all levels
- Alerts – setup & adoption
 - Low Utilization
 - Pending Due
 - Past Due
- Custom Solution
- Setup KPI process



Questions?

Consumption solutions

What if you could:

Total Control[®] Solutions

Manage and control the utilization of equipment, rented, owned and 3rd Party

82%
added ROI

Utilization Tracking
Monitors the number of items and the utilization of equipment on rent (*GPS)

Assign ownership and provide visibility at all approval levels

46%
do not track

Accountability
Ensures transparency of equipment rental status new orders, extensions and approvals

See all equipment (owned, rented and 3rd Party) to enable usage optimization

24%
past due

Visibility
View all owned, rented, 3rd party equipment. Enable sharing, optimization and productivity

Notified when an action is required.

15 Days avg.
past due

Exception Management
Proactive past due and low utilization notifications via email or text to your mobile.

Benefits of Total Control[®]



Lower your overall
equipment costs by

18-33%



Increased labor
Productivity and focus



Reduced admin costs



Maximize material
time on site



Increase profits