

# CASE STUDY

*Cash-Wa Distributing*

- PROCESS EFFICIENCY
- OPTIMIZED INVENTORY MANAGEMENT
- BEST-IN-CLASS ANALYTICS

Cash-Wa Distributing, located in Kearney, NE, was looking to replace their maintenance software, and modernize their process. They were looking for something that was simple for their technicians, and also helped integrate different aspects of the maintenance process including telematics. Lastly, they wanted a best-in-class environment for analytics, which would help them understand cost, quality, optimization, and give 'analytics driven guidance' during the repair process.



Cash-Wa is a family-owned company that has been around since 1934, and has grown into the Midwest's premier independent Food Service, Convenience Store, and Equipment Supplier. Cash-Wa has a modern fleet of trucks and refrigerated trailers with state-of-the-art computer technology. As the 18th largest Broadline Foodservice Distributor in the nation, the Cash-Wa Team is focused on delivering complete customer satisfaction.

## OBJECTIVES

**Reduce overall administration and modernize the maintenance process**

"No longer have to do paper repair orders and additional entry. Huge savings in time, and improved compliance."

**Create more efficient Parts and PO process**

"The system saves us a lot of time. Fleetrock Inventory Management blows the competition away!"

**Create better visibility to spend, repair quality, and life cycle optimizations .**

"Analytics is 100% better! Very dynamic analysis right in the platform."

## OUTCOMES

**↓ 50% ADMIN TIME**

**IMPROVED MANAGEMENT**

**INCREASED VISIBILITY**

Doug Amend

*"I absolutely love the platform! I am sometimes forward speaking with what I want, but the Fleetrock functionality has exceeded our old platform 10-Fold! The interactive ability for techs, our parts process, and analytics is awesome!"*

## HIGHLIGHTS

### REDUCED ADMINISTRATION AND SIGNIFICANT IMPROVEMENT IN SHOP OPERATIONS

Deploying the new software helped drive a more streamlined maintenance process in the shop. Leveraging the Fleetrock App, Technicians are now able to enter repairs quickly and efficiently. They are leveraging 'talk to text' on the app, adding pictures for compliance, and they are getting the data we need into the platform in real-time! The process has eliminated the need for admin staff to enter repairs and they can now focus in other areas. The Samsara integration has been extremely beneficial, and we can better leverage telematics data in the repair and scheduling process. Training was very clear and interactive, and helped Cash-Wa to a successful deployment with all of the Maintenance Stakeholders.

### INVENTORY MANAGEMENT CREATES EFFICIENCIES AND COMPLIANCE

Fleetrock's functionality is a big improvement from the last maintenance software that Cash-Wa had. Specifically, the min/max feature works really well, parts are coming in as expected, and that process saves us a lot of time. The reconciliation tool is super user friendly and makes everything a one-stop shop. The ability to track after-market part warranty is huge for Cash-Wa and will definitely give visibility to cost savings opportunities. The process for inventory management is simple, intuitive, and saves a lot of time overall.

### ANALYTICS HAS TRANSFORMED THE WAY CASH-WA LOOKS AT DATA

'This has been a 180-degree turnaround for our team to use data. You couldn't make changes to the report in the old system, and I would have to do a lot of analysis by hand which took days. Now I can get the information, the way I need it, in minutes!' The platform is very dynamic, and Cash-Wa can quickly look at items to help reduce cost, understand repair quality, identify opportunities for warranty cost savings, and review everything we need to know about life cycle optimization. In addition, they can easily create dashboard pages which is great for maintenance and the Cash-Wa Leadership team.

The future of fleet management is here, and it rocks