

Hi-Way Equipment

Heavy equipment & support services

“The managers love our new Heavy Equipment & Support Services mobile inventory process. They were able to complete the task in half the time, saving about five hours. I now have an accurate inventory in one, searchable database.”

- Jason Olenik,
Director of IT and Operations

Profile

Hi-Way Equipment has supplied customers with a wide range of new, used, and rental equipment, plus parts and service, from its headquarters in Houston. From 11 facilities throughout Texas, approximately 150 employees help customers with their heavy-equipment needs.

Challenges

Manual processes along with “pen and paper” were predominantly used at Hi-Way Equipment. The company wanted to automate and standardize its business processes across all locations. They needed to better manage their inventory and growing number of smartphones. Inventory is a large part of Hi-Way’s process. To help salespeople respond to customers’ equipment requests, the company needed a better visibility of inventory.

“One of my main responsibilities is to locate and price equipment for our sales reps,” said Jason Olenik, director of IT and operations for Hi-Way Equipment. “I knew if we could streamline our inventory management process our customers and business would both benefit.”

Solution

With Encore, Hi-Way automated its inventory-management process with Wireless Forms for greater accuracy and speed. With Wireless Forms, there is no need for hard copies to manage inventory.



Benefits

Annual inventory processes are now done in half the time as they were previously, inventory management improved, and all company information is protected and secure.

With Encore, this year’s inventory process and results for Hi-Way were dramatically different. Each manager received a smartphone with the software; they completed a form for each piece of equipment, and now can replace a long process by taking a photo. The electronic forms are downloaded to complete the process.