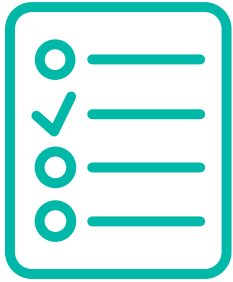




Centralizing equipment tracking & management with Wheels

Learn how the world's largest value-added distributor boosted visibility and efficiency





At a glance

Challenge

The client faced challenges in tracking and managing its extensive material handling units due to limited visibility and outdated, manual processes.

Solution

By leveraging its long-standing partnership with Wheels, the client was able to establish a centralized digital platform to manage its growing inventory of forklifts, warehouse equipment and fleet vehicles.

Results

- Simplified workflows
- Increased equipment visibility
- Flexibility to manage leases more effectively

About the client

As the largest value-added distributor in its market sectors, with operations across the Americas, Europe, Asia Pacific, and UK & Ireland. The client delivers essential products required for businesses to function daily. They specialize in sourcing, consolidating, and providing a diverse range of products. With a comprehensive service covering category expertise, sustainable solutions, and digital capabilities, the client's global reach, strong supply chain, and acquisition strategy enable them to offer competitive prices and reliable delivery.



The challenge

The client faced significant challenges in tracking and managing its extensive material handling units, which included forklifts, batteries, floor scrubbers, and other warehouse equipment. Their processes relied heavily on spreadsheets and an outdated AS/400 database system. These methods were tedious, time-consuming, and prone to errors. As the company grew, so did the complexity of its equipment management, leading to concerns about maintaining the integrity of its data.

The solution

With a long-standing and evolving partnership of over 22 years, the client's US division tapped Wheels for a centralized digital platform to manage its growing inventory of over 4,000 forklifts and fleet of 500 vehicles. This platform consolidated various data points and documentation, bringing much-needed visibility into their equipment and fleet operations. It also enabled them to move away from a piecemeal and manual tracking method to a centralized digital management tool that housed information on all equipment units, regardless of whether they were leased through Wheels, another lender or company-owned. Building on the successful deployment of that centralized solution, Wheels and the client are now tackling the specific challenge of integrating maintenance management for their forklift fleet and other units – an initiative named “Inside Asset Fleet Optimization.”

“The biggest win has been the consolidation of our financial processes through one lender, Wheels. It has simplified our workflows, improved asset visibility, and given us the flexibility to manage leases more effectively.”

Client's Corporate
Transportation Manager



Results, driven by Wheels

The “Inside Asset Fleet Optimization” project uses detailed insights into the client’s equipment performance and costs to facilitate better decision-making on whether to retain, replace, remove, or relocate forklifts based on their utilization and cost per running hour.

RESULTS, DRIVEN BY WHEELS

- **Centralized Management:** The client consolidated the financing and management of over 4,000 forklifts and other equipment units and a fleet of 500 vehicles under Wheels' digital system, eliminating the complexities of multiple spreadsheets and systems.
- **Digital Transformation:** The transition to digital documentation and e-signatures, expedited by the COVID-19 pandemic, allowed their US division to continue operations smoothly without needing physical paperwork, enhancing efficiency and safety.
- **Financial Streamlining:** Wheels enabled the client to centralize its financial processes through one lessor, reducing the complexity and administrative burden previously experienced with multiple banks and leasing arrangements.
- **Operational Visibility:** With all equipment units logged in a single system, they have unprecedented visibility into the status and location of its equipment, facilitating better decision-making and operational control.
- **Maintenance and Lifecycle Management:** The client can now independently analyze equipment performance and manage maintenance schedules more effectively without relying solely on vendor-supplied information.
- **Flexibility and Scalability:** The partnership has provided the flexibility to manage leases effectively, including options for lease buyouts or extensions, which is crucial for their varied and heavy-use equipment.

The ultimate goal is to continuously provide increased visibility and control over the client's light-duty, heavy-duty truck fleets and material handling equipment, enabling better decision-making regarding equipment management, cycling, and total cost of ownership.

Learn how Wheels can give you more visibility over your equipment fleet. [Contact us](#) today.