

**LEPPO RENTS**

SALES • RENTAL • PARTS • SERVICE • TRAINING

## Answering important operational questions, with help from ThingTech

**CHALLENGE** Leppo Rents had a need to know: Where's our equipment now? What is available to rent? How's the equipment in the field being utilized? When will it need to be serviced? Are our inspections up to date? How can we optimize cash flow? Manual processes weren't providing answers fast enough.

**SOLUTION** ThingTech's enterprise asset intelligence solution gave Leppo the information they were looking for. Real-time data about every piece of equipment, and the people who operate it, helps the Akron, Ohio-based business respond quickly to customer needs now—and anticipate what the future holds.

**RESULTS** Full visibility into operations lets Leppo Rents manage its mixed fleet easily, efficiently and effectively—across multiple geographies. Integration with other enterprise solutions, multiple OEMs and a variety of devices enables the analysis needed to stay competitive and profitable.

## Adhere to the Leppo Way

In the 70 years the heavy equipment rental company's been in business, Leppo Rents has been committed to what founders Roy and Stella Leppo called the Leppo Way. These are the core principles the company still operates by, and they include meeting commitments, being thorough, making good decisions and forging strong relationships with customers.

"Having equipment at the job when promised; inspecting and fueling before delivery; making business choices that positively impact everyone involved; and asking the questions that help us do right by each of our customers are at the heart of everything we do," said Ed Radel, Leppo's chief information officer. "ThingTech helps us make good on our promises."

## Why open architecture matters

"A 'play nice in the sandbox' approach was a key reason we chose ThingTech," said Michael Pergola, Leppo IT manager, referring to ThingTech's precision asset management solution's open architecture and APIs. "The solution works out of the box, integrating well with our other systems and working effortlessly with our mission-critical apps."

The fact that ThingTech is device agnostic gives Leppo Rents flexibility in its connectivity options, he explained. “Because ThingTech is a provider of OEM connectors, we’re able to compile data from equipment with OEM telematics built in.”

**“Now all of our data is in ThingTech and we can access it 24/7 from anywhere. It’s changed the way we work,” said Pergola.**

### **Getting real-time asset information**

With six full-service locations serving Northeastern Ohio and Western PA, Leppo Rents leases a range of equipment. From backhoes, to air compressors, boom lifts, compactors, loaders, welders and more, Leppo meets the equipment needs of a variety of businesses.

Leppo Rents understands the value of knowing where each piece of equipment is, how often it’s being used and when routine service and preventive maintenance is required. “Having a single view in one business application lets us manage our mixed asset fleet with precision,” said Chad Flory, Leppo’s GPS system installer. “That’s good for customers—and our company.”

Construction companies who rent from Leppo know their equipment will arrive on time and in good working order. “Because the use of our equipment is monitored continuously, we’re able to schedule inspections and maintenance, minimizing downtime and corresponding costs and delays while it’s on the job,” Flory said. In addition, Leppo is able to communicate in real time, notifying customers when equipment’s delivered or picked up, in use after hours, inactive or excessively used, or missing—with the goal to keep projects on-time and in-budget.

### **Optimizing cash flow and profitability**

ThingTech’s abilities to track utilization help Leppo make sure billing is accurate, giving those who rented the equipment confidence they got what they paid for. The solution’s automated capabilities also facilitate faster billing, enabling Leppo to get paid sooner—and make its business more financially viable.



**“Our traditional processes were taxed. To actually find a piece of equipment, without GPS, took a considerable amount of time ... and led to frustration. ThingTech gives us better visibility and makes us more efficient.”**

**ED RADEL, CIO, LEPPA RENTS**

**Command and control your entire asset ecosystem with precision.**

ThingTech.com | info@thingtech.com | (800) 645-1352

