

# Equipment Depot Masters Operations with Aptean Equipment ERP



## **Industry**

Equipment

## **Challenges**

- » Difficulty managing complexity of operations
- » Need for an affordable, fully integrated, long-term solution

## **Benefits**

- » Effective management of more than 5,000 pieces of rental equipment
- » Company-wide adoption of new platform
- » Technicians fulfilling service requests quickly and efficiently

Equipment Depot has been a trusted brand in material handling equipment since 1951 with over 50 service locations spanning 23 states. The business offers a diverse product mix, including forklifts, scissor lifts, boom lifts, telehandlers, skid steers and backhoes, and its own unique approach to its market.

Not long ago, Equipment Depot looked to upgrade their systems and started to work towards standardization of the business tools and processes used at each of them. Central to that effort was their plan to adopt a new ERP platform.

## **Expansive Organization, One Solution**

Equipment Depot has more than 1,750 employees that sell, service, rent and provide parts and training for more than 50 of the top equipment brands. With that level of complexity, they needed a software system that could handle the complexity of their operations.



Replacing the software that runs an entire business is not an insignificant challenge. This is made more difficult when a company is replacing multiple vendor offerings and homegrown tools in one shot. Equipment Depot wanted to make sure whatever system they adopted was going to be future-proofed and based on a trusted brand in software.

## Partnership for the Future

Equipment Depot selected Aptean Equipment ERP over 15 other solutions from different ERP vendors. The company had assembled a very large selection committee, with 80 different people taking part in the evaluation process. They felt that the Aptean partnership with Microsoft would ensure that they were consolidating their financial and business systems on a platform that had a future. They believed in the long-term product roadmaps of both companies.

The other consideration was the experience of the Aptean project team and vendor with their industry. There is a small list of companies that specifically build software to meet the needs of serialized equipment dealers.

Equipment Depot was able to roll out Aptean Equipment ERP for each of their locations. Today, they have more than 5,000 pieces of rental equipment in their system and have almost everyone in the company using Aptean Equipment ERP in some capacity, including over 900 technicians that can receive and fulfill dispatched service requests.

Now in the post-implementation phase, Equipment Depot is poised for growth and confident that their future-proof system can help them remain efficient and agile in a competitive marketplace. That's what an industry-specific, fully integrated ERP solution can do for equipment businesses looking to take their next big step forward.

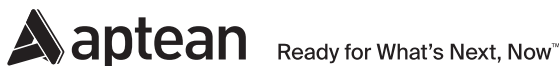
For more information on Aptean Equipment ERP, **reach out now.**



## Are You Ready to Learn More?

Interested to see how Aptean Equipment ERP can help you better manage your company?

Contact us at [info@aptean.com](mailto:info@aptean.com) or visit [www.aptean.com](http://www.aptean.com).



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