



OZINGA STREAMLINES BILLING PROCESSES

In today's digital world, organisations need to gather and analyse data in real time, present insights faster and command processes with speed and agility using capabilities such as cloud, mobility, visualisation, artificial intelligence, edge and enterprise integration. They must also merge operations with information technologies and seamlessly integrate cutting-edge innovation with legacy systems and data. That's a lot to ask of a single solution. Or is it?

Discover Xalt, which streamlines daily operations and boosts efficiency across key business activities in all vital industries. Xalt technology accelerates digital transformation by enabling the convergence of the physical world with the digital world. It delivers a secure and nimble framework for custom apps that are native iOS and Android-ready with zero client footprint and no coding required. With apps powered by Xalt, you get optimal workflows, unprecedented insight and enhanced productivity.

ABOUT THE CUSTOMER

Based in Chicago, Ozinga provides ready mix concrete, decorative concrete supplies and bulk materials while offering transportation services through an extensive network of truck, rail, barge and ship terminals.

Keith Onchuck is the CIO of Ozinga and is responsible for oversight of its IT department and all technology strategy for the organisation. He originally heard about Xalt's cloud and mobile capabilities through Ozinga's vice president of sales, who encouraged its implementation for mapping their transportation routes to their customers verses their competitors.

"We saw it worked well for sales and we realized it would work for sales in the entire company," said Onchuck.

BUSINESS BEFORE XALT

"We've always had static PDF forms for sales, and we would map out delivery routes for our haul trucks and ready-mix concrete fleet from point A to point B," said Onchuck.

"Once we implemented Xalt, we could improve quoting by understanding the travel times and use it to complete product pricing."

Approximately 70 percent of Ozinga's business is ready-mix concrete, a product that has an expensive transportation cost. *"It's all about understanding the logistics challenges. All of our employees are using iPads, which map out the potential routes. In addition, they have visibility to cross-sell bulk materials and ready-mix concrete," said Onchuck.*

CUSTOMER TRAINING PROCESS

“Our materials team took to it easily; we now use it in all our regions for ready mix concrete sales,” said Onchuck.

He continued, *“We encouraged all of our sales teams to adopt the tool to be more efficient and to streamline functionality. The Hexagon team trained our materials team, and they were then able to train the ready-mix concrete team. We now have close to 80 employees using the app.”*

RESULTS

“Our biggest improvement has come from the billing and job side. We went from using manual processes to set up jobs in the system to apps powered by Xalt, allowing us to import information electronically in to our POS system,” said Onchuck. “We are able to import new jobs in a matter of minutes and they are priced correctly. Xalt has really helped streamline our back-office billing processes.”



Xalt empowers teams to get the information they need at the right time. It helps construction, specialty contracting and manufacturing organisations build a customisable framework specific to the organisation’s unique ecosystem and needs.

Want to learn how Xalt can accelerate your digital transformation? Visit hexagonxalt.com

About Hexagon

Hexagon is a global leader in digital solutions that create Autonomous Connected Ecosystems (ACE), a state where data is connected seamlessly through the convergence of the physical world with the digital, and intelligence is built-in to all processes.

Hexagon’s industry-specific solutions leverage domain expertise in sensor technologies, software, and data orchestration to create Smart Digital Realities™ that improve productivity and quality across manufacturing, infrastructure, safety and mobility applications.

Learn more about Hexagon (Nasdaq Stockholm: HEXA B) at hexagon.com and follow us @HexagonAB.