



CORNERSTONE MANAGEMENT USES EQUIPMENT MANAGER SOFTWARE TO PROVIDE BETTER SERVICE TO ITS CUSTOMERS

CUSTOMER BACKGROUND

Cornerstone is a company with a unique blend of human touch and state of the art technology. The company's objective is to provide retailers with value solutions for complex challenges in the management of surplus equipment and shopping cart fleets. Cornerstone has been on the forefront of developing and implementing customer-specific equipment service solutions that meet the short and long term needs of our customer.

Their Surplus Equipment Management Program, which has been in developed over many years, is a perfect example of their understanding of customers' challenges and needs. The results has produced a comprehensive and innovative way to meet those important customer needs. The Program integrates all of the services required to effectively, efficiently and economically manage surplus equipment. From transportation to storage; store auctions to equipment reconditioning; equipment sourcing to equipment consulting; store decommissioning to equipment retrofits; to our green equipment recycling program and custom inventory management software, we cover every aspect of managing equipment surplus so that our customers can manage their core business.

BUSINESS ISSUES

Cornerstone Equipment Management operates six distribution centers across the country. Each center processes hundreds of different equipment items on a daily basis. This equipment can range from large refrigeration units to something as simple as a shopping cart. This process requires a small army of technicians, planners, drivers, and warehouse personnel to coordinate, plan, and execute, with precision, the logistics to pick up the equipment, assess its value or determine the most cost-effective corrective action, and store or deploy the assets where best needed. Everything from an oven tray to a shopping cart, to a truck size refrigeration unit needs to be staged, checked out and tracked. In addition, these items must also go through a rigorous inspection process that sometimes requires the tracking and documenting of the product configuration, condition, and features. Managing all of these tasks with an inventory of over 20,000 assets has proven quite a challenge.

XCELIWARE SOLUTION

The only solution that made sense for Cornerstone Entertainment Management was to track every single item movement from receipt through to the job and back again. The system they selected combines the flexibility of a Microsoft SQL based Equipment Tracking Software package with the power and mobility of bar code scanning technology. Xceliware's Equipment Manager Software tracks the movement of over 20,000 assets on a daily basis. The software uses mobile handheld wireless computers to scan and capture critical data points throughout the life of each asset.



“This system has significantly improved our ability to track our customer's equipment from the receiving process, to the repair and refurbishment process, and clear through to delivery and installation at the grocery store. It truly helps us to stay competitive in our market.”

Gerald J. Evans
Chief Executive Officer
Cornerstone Equipment Management

