Potelco sees worker productivity increase by at least 50 hours per employee.

Employees using the RECON system saved an estimated 15 minutes or more each day

POTELCO INC

"Implementing RECON's Asset Management System for our tools, equipment, and trailers was one of the best decisions we've made"

- *Gary Tucci, CEO, Potelco*

Executive Summary

Potelco's employees take advantage of RECON's IoT technology to easily see where tools, materials, trailers, and equipment are located. The investment helps their teams avoid wasting time looking or calling around for equipment, plus they've become more proactive in their daily job preparation.

- Minimized time wasted calling or looking around job sites and yards for needed tools, materials, and equipment

- Crews are able to make sure they have what they need on their trucks before leaving the yard - minimizing the "forgot that back at the shop, need to go back" moments

- 15 mins wasted per day equals 50 hours per year - if employees are $50/hour, that's $2,500 per employee in productivity gains

Challenges

Potelco is an electric utility contractor that does business across the Pacific NW. They're an operating unit of Quanta Services, a company with $8B in annual sales. The contracting business is extremely competitive; therefore Potelco is always on the lookout for ideas that can make them more competitive.

One way - find ways to get the job done faster, with the same or better quality. This remains a constant challenge for the contracting industry. New ideas to help them increase productivity are always welcomed.

How RECON Helped

Potelco decided to go with RECON's wireless Asset Management System for their tools and equipment because it had better range, a more industrial (robust) design, and a hands-off automatic approach that really appealed to them. Today, it's used to keep tabs on over 1,700 pieces of tools, equipment, and trailers.

After installation, the system was configured to Potelco's requirements - providing location information they'd never had before. Since the system is designed to be hands-off and automatic in nature, the Potelco team took to using it quickly. There's no scanning or manual entry required, allowing guys to do what they do best - build electric grids.

In addition, being able to see where assets are located has improved and streamlined operations. There's less looking around for things, less items go missing (including materials), and employees love the easy to use web interface. One example they love - photos of equipment or tools in the system to eliminate any confusion around descriptions. Potelco employees like the system and interface so much so, they have over 100 people using it today.

Results, Return on Investment and Future Plans

Potelco has been incredibly happy with the results thus far. They estimate that their guys save over 15 min each day because they're able to quickly locate the tools, equipment, trailers, and materials needed to get the job done.

Potelco has also enjoyed the ease of use to double check that necessary tools are on trucks before they leave the yard for the job. This has dramatically cut down on the need for guys to drive back to the shop because someone forgot something, or heading to an out-of-state job and then needing to buy/rent while there.

They estimate the RECON system increases their crew productivity by at least 50 hours per year. Resulting in annual savings of $2,500 or more per employee.

"It's been amazing how quickly the team has taken to RECON's system. Our people love it."

- Tony Blas, Potelco, Operations Manager