



EMPOWERING SUMMIT MATERIALS' SALES OPERATIONS

In today's digital world, organisations need to gather and analyse data in realtime, 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 Xalt, you get optimal workflows, unprecedented insight and enhanced productivity.

ABOUT THE CUSTOMER

Denver-based Summit Materials is a construction materials company that supplies aggregates, ready-mix concrete, cement and asphalt-paving materials for construction sites.

The company partners with established businesses in communities across North America to work on varying construction projects. Summit Materials is dedicated to creating value, providing access to growth capital, implementing best practices and emphasising workplace safety.

Cameron Garrett is the director of sales and pricing for Summit Materials in Atlanta. In his role, Garrett implements best practices for Summit's sales and management teams across the country. He is responsible for implementing processes that provide the necessary information that his team needs for maximising aggregate sales.

APPS USED

Xalt provided Garrett and his team with access to right-time information on their mobile devices. The major result from using Xalt's cloud and mobile capabilities at Summit Materials has been the increased efficiency of calculating sales quotes from anywhere, at any time. With apps powered by Xalt, the sales teams have the ability to quickly deliver quotes and gain geographic marketing intelligence.

Xalt has enabled Garrett and his team with the right information about specific quarry and sales territories at any time, allowing them to surpass their competition in the market. With Xalt, the sales and management teams can maximise their prices because they have an accurate idea of their competitors' haul advantages or disadvantages.

HOW XALT HELPED SUMMIT MATERIALS:

\$ Sales quoting

Freight rates

Geographic marketing intelligence

Competitor locations & haul rates

Competitive data

Purchase orders

Map system and GPS

Pending jobs



Apps powered by Xalt empower teams to get the information they need at the right time. Xalt 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.