



Totalmobile

CASE STUDY

Overtec

Established in 2010, Overtec Limited has been dedicated to providing service organisations with innovative solutions to work efficiently and safely, ensuring compliance with relevant regulations. Overtec's mission is to help businesses adopt '**lean management**' principles, generating financial savings and recognising employees for their exceptional performance.



Overtec and Totalmobile Join Forces to Deliver Exceptional Value in Landscaping, Gardening, and TFM Industries

After carefully evaluating the leading players in the mobile data capture market, Overtec selected Totalmobile's **Utilise** as its solution of choice. Utilise stood out for its superior features with end-to-end job management capabilities encompassing work order management, asset management, safety and health compliance, and enterprise mobility.

Overtec found Utilise to be an ideal match for their clients because it:

- ✔ Offers a robust, feature-rich deployment
- ✔ Ensures easy adoption by partner companies and their employees
- ✔ Allows users to tailor the solution to their specific needs
- ✔ Generates user-friendly reports

Compatible with remote asset surveying and GIS system integration, Utilise enables Overtec to drive productivity and efficiency across partner organisations by delivering real-time performance insight through every step of their field operations. This empowers their customers to manage the profitability of **every contract** effectively.



Connecting Field Operations...

Utilise delivers a comprehensive, end-to-end job management platform that enables organisations to **control costs, enhance workforce productivity, and improve performance visibility.**

Utilise's cloud-based work order management system provided Overtec with a fully integrated solution, enhancing work order management, asset management, and enterprise mobility.

Overtec's seamless integration and deployment of Utilise allowed their service users to quickly onboard employees into the system. Valuable, real-time data capture was now possible across their customer base, setting the stage for a continuous improvement approach to service operations.

The Results?

Overtec's clients have experienced significant benefits, including:

- 🎯 Elimination of paper usage, reducing waste by up to **100%**
- 📊 Increased staff productivity by **12%** through a shift away from administration to more productive tasks
- 🌱 The ongoing reduction in their carbon footprint to achieve **net-zero status**
- ✔ Securing new contracts worth over **£1 million** per annum through successful tendering backed by the innovative solution
- 💰 Reduced vehicle costs and travel time by approximately **15%** through electronic job assignment

Gwen Dick, Finance Director at Grass Guzzlers:

“Overtec is an exceptional company to work with – no problem is too big or small. Our customers love the information we can provide through the app, which has become an indispensable tool for managing our sites. It is user-friendly and helps us maintain control over every aspect of our operations. I now feel like Mission Control!”

Ben Shand, Operations Director at Scofell:

“We can now send accurate reports to clients on a daily, weekly, or monthly basis, catering to their specific needs. This has significantly improved our efficiency and professionalism. The ability to track time spent on each site also helps us accurately cost contracts during renewals. Overtec’s ongoing support has made the system an integral part of our business’s future.”

Marcus Glover, Operations Director at CGM:

“We have been working with Overtec since 2020 and our business has really seen time saving benefits, the system is an integral part of our businesses future as we continue to develop it with Overtec’s ongoing support. Since beginning working with Overtec the team have took the time to understand our business in order to help us get the most from the system and have been proactive with finding solutions. They provide daily communication where needed and are always contactable.”

Matt O’Conner, Managing Director at John O’Conner Grounds Maintenance:

“We have been delighted to have been working with Overtec since 2017. At the time we were looking to streamline reporting and collect reliable service data stats. We have achieved both using the InForm solution which has improved operator efficiency, reduced paperwork and provided transparency to our customers. I would have no hesitation in recommending Overtec to any business looking to digitise workflow processes.”



The Relationship

Overtec collaborated closely with Totalmobile to customise Utilise’s features, ensuring the system fully addressed their needs. The working relationship between the two companies has always been excellent, with great trust and transparency. In an ongoing capacity, Overtec is receiving training and support to ensure they get the best out of Utilise- and the **highest return on investment**.

Overtec works independently; sometimes, however, when dealing with new or significant opportunities, the option is in place where the Totalmobile senior team are ready and available to work alongside them.

Totalmobile will partner with Overtec in meetings with their clients to answer detailed technical questions, showing the partnership’s strength and representing a united front for potential customers. Speaking on the partnership, **Dave Armstrong, Managing Director at Overtec, notes:**

“We are delighted to work with Totalmobile to ensure we deliver our customers the best possible solution and outcomes. Together, we are working to ensure that businesses are tapping into the many benefits of the technology to help them streamline operations by improving visibility, increasing sustainability, reducing administration times and costs, eliminating paper waste, and improving compliance.

The team at Totalmobile are always accommodating and easy to work with, supporting us to communicate the breadths and depths of Utilise to new and existing clients. We bring their expertise of the technology and our knowledge of industries including landscaping, gardening and TFM together to create a true partnership to support businesses better nationwide.”



Totalmobile



What's Next?

To learn more about our products & solutions , visit

<https://www.totalmobile.co.uk> or contact us on

+44 28 9033 0111 or at marketing@totalmobile.co.uk