



## Enhancing enterprise efficiency with an agile workflow solution

*Sunstate Equipment relies on Zend and IBM to modernize, streamline and automate the rental process*

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### Overview:

#### The need

Sunstate Equipment needed to update a trusted but aging workflow that relied heavily on manual processes and paper forms, and lacked visibility into enterprise-level metrics.

#### The solution

Sunstate Equipment leveraged Zend and IBM to create a material management system (MMS) running on IBM compute platforms and high-performance Zend PHP applications.

#### The benefit

Mechanics at Sunstate Equipment now manage workflow with web-based applications and handheld tablets, driving significant gains in efficiency, speed, flexibility and cost savings.

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IBM Power Systems™ servers provide a robust IT infrastructure that delivers exceptional performance. Zend helps companies develop PHP applications that repurpose existing business logic and drive reliability and efficiency through modern, cutting-edge devices.

### Modernizing a proven process

Sunstate Equipment is one of the top ten rental companies in the US, providing everything from hand tools to heavy machinery for construction, industrial and special event companies. To manage workflow, the company used a reliable but outdated combination of “green screen” applications and manual, paper-based processes.

This situation required mechanics to leave their work bays just to look up inventory, check in returned equipment and manage repairs — and only after waiting in line at a single common workstation. Sunstate Equipment had no enterprise view of the process and no visibility into critical metrics for its 62 locations.

### Making workflow mobile

Sunstate Equipment leveraged Zend and IBM to develop a fully modernized solution without abandoning existing IBM DB2® database software tables or the business logic from the original system. To guide this transition, local trusted development partner Innovative Software Solutions (ISS), which specializes in the construction rental industry, provided additional resources.

On the software side, Zend was an ideal provider because its high-performance PHP application platform is delivered natively on Linux and IBM i environments. On the computing side, Power Systems servers with IBM POWER8® processors improved speed by an estimated factor of ten. The result is a comprehensive MMS that handles workflow for inventory, procurement (including purchasing and distribution), repair, maintenance and sales. Mechanics now use handheld tablets and an intuitive touchscreen GUI to perform tasks that were previously done manually.



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*“The look and feel of what we have developed is incredible. The product has been so well received and accepted throughout the company. The ease of use and the amount of information we were able to provide on the screen has amazed everyone. The fact that we were able to leverage our existing business logic via PHP was huge.”*

— Richard McCarroll, Application Development Manager, Sunstate Equipment

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### Solution Components:

- Zend Server™
  - IBM Power Systems servers with IBM POWER8 processors
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### Driving enterprise efficiency

With the new solution from Zend and IBM, mechanics are significantly more efficient. They are free to create work orders and order parts right from their work bays or anywhere in the facility. Important notes can be entered directly from mobile tablets instead of paper forms that require redundant manual data entry.

At its Phoenix location, Sunstate Equipment can now track labor hours more precisely, automate changes in equipment status as it moves from the wash rack to the repair shop to the ready line, gain visibility into the status of open orders without interrupting ongoing work, create purchase orders automatically, provide parts more quickly with automated ordering, increase the uptime of the fleet and avoid “rush” charges and other costs. Most important, the company can turn the fleet over more quickly, making more of its inventory available to rent. All of these benefits are helping Sunstate Equipment achieve quick ROI for the solution.

### For more information

To learn more about Zend Technologies, please visit [zend.com](http://zend.com).

To learn more about IBM Power Systems servers, please contact your IBM representative or IBM Business Partner, or visit [ibm.com/power](http://ibm.com/power).



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Route 100  
Somers, NY 10589  
U.S.A.

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