



ABOUT LEAF HOME

Founded in 2005, Leaf Home is one of the largest in-home sales companies in the United States. Specifically, Leaf Home caters to homeowners to make sure that they are safe in their homes. Everything from gutter protection to keep people off ladders, stair lifts, walk-in tubs and showers, water purification and home enhancements, their priority is keeping families safe around their homes.

MATT MCKINNEY - DIRECTOR OF LOGISTICS

Matt McKinney is the director of logistics and distribution for Leaf Home. He handles all logistics operations and distribution center functions for the Hudson, Ohio company.

As a growing company, Leaf Home, originally built their logistics operation off of Excel spreadsheets, although Matt admits that wasn't ideal as manual entry was prone to errors and one person working out of a spreadsheet was difficult to manage. Leaf Home was managing over 200,000 data points per year in 2020 and now easily manages over 400,000 data points in the logistics and distribution department alone.

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THE CHALLENGE

Quickly Matt understood that the amount of labor hours that were being put into data management, reporting, and scorecards was becoming too cumbersome for one person to manage. They were reluctant to allow multiple users in the Excel spreadsheet, knowing that with fast growth, it could become too error-prone and more difficult to manage. The challenge was in finding a solution that was user-friendly, that multiple people could access and interact with the data in one place, and the ability to easily transfer information where it needed to go.

An important factor in selecting a potential partner was something that provided workload management, automation. It was also important to Matt to have the ability to customize and have something user-friendly that would give Leaf Home a leg up in business ventures.

THE SOLUTION

With technology advancing rapidly, TrackVia allowed Matt and his team to take a different approach when it came to creating applications and optimizing workflows.

TrackVia's low-code platform enabled employees - regardless of prior coding experience - the ability to customize data with ease. It brought forth a whole new range of possibilities for the Leaf Home team. They no longer needed complex coding knowledge and advanced programming techniques in order to build apps or automate processes.

WITH A FEW CLICKS MATT CAN:



CREATE DYNAMIC DASHBOARDS

All his information can be found in one location and he can create unique dashboards for his teams to share the key information they need.



EASILY GENERATE REPORTS

With TrackVia's data analytics capabilities, Matt can create reports for meetings, managers, and more.



DECREASE MANUAL LABOR & REDUNDANCIES

Most importantly, Matt is able to reduce the need for the manual labor it took to update and maintain the Excel spreadsheets and streamline his existing workflows.

TURNING ANY IDEA INTO A REALITY

Be it a creative way to look at data sets or custom quarterly/monthly/yearly reporting, whatever his vision is for corporate reporting, information comes alive in real-time - with just the click of a button. Matt loves the TrackVia services as well, "Anytime we have a crazy idea that we think can't be done, they say, "Hey, we can handle it, and we can make it work."

RETURN ON INVESTMENT

By implementing TrackVia, Leaf Home has been able to design an app highly tailored towards their operations. This comprehensive logistics system has expedited data sharing and workflow management, which would not have been possible before. In a competitive landscape where speed is key, this platform gives them the edge necessary for success, empowering staff with access to vital information quickly so that trucks are loaded/offloaded promptly and efficiently. With TrackVia, labor costs have decreased significantly - to the tune of approximately \$30K a year. Automated reporting has played an integral role in keeping overhead low and running more efficiently without needing additional staff every year.

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Leaf Home can now provide customized solutions to empower departments in the organization. From logistics to installation and sales teams right through marketing - no task is too small or large for the versatile TrackVia platform. As a result of its customizability, Matt is seeing increased interest from within the company about how it could be applied across various functions. He looks forward to further exploring what possibilities TrackVia holds.

SEE WHAT TRACKVIA CAN DO FOR YOU

TrackVia's powerful low-code application platform can help streamline your business quickly and easily. With a few clicks you can customize your business applications yourself, without waiting on IT. Request a [demo](#) today!