



YellowStone + UtilizeCore = Scalability

YellowStone is the largest landscape provider in the Southern United States. Scaling their Service Business was not an easy task until they found the right technological partner. The injection of UtilizeCore into their subcontractor management division allowed for sales & revenue growth.

Clients

YellowStone Landscape services commercial, corporate, municipal, hospitality, and multi-family markets--offering green and sustainable services to maintain and grow property value. Their headquarters are in Bunnell, Florida and have a major footprint in the South. The revenue each year is north of \$250 million.



Challenges

YellowStone's subcontracting division was tied down from growth due to their technology. They used a Landscaping software to manage their invoicing but did not have the tools to succeed in the field. There was no oversight into their service provider network and there was no transparency to their clients for on-site work performed. YellowStone was also having trouble scaling their provider network and providing the correct management - frequently calling the current dispatch and service verification process a "nightmare." They were outgrowing their current system and needed a digital revitalization.

- Inability to find and procure new subcontractors
- Poor experience for YellowStone's clients
- Management of work orders was a complicated process
- Unorganized digital log (emails, sms, and follow up calls)
- Manual Dispatch process
- Lack of organizational process
- Nonexistent service verification
- Manual report generation

Goals

YellowStone's goal was to achieve client satisfaction, provider management, and automated dispatch and report generation process on a single platform. They wanted to keep a organized ledger, streamline work order generation/management, provide a better service to their clients and be a better partner to their providers.

Solution

UtilizeCore's web and mobile applications gave YellowStone's subcontracting department the tools for further success. Equipped with the right technology solution, YellowStone is now able to expand their subcontractor network, give client's the desired transparency, and manage their landscape services in an organizational manner. Joining the UtilizeCore network automatically gave YellowStone access to thousands of service providers across the country.

UtilizeCore's Vendor Web Portal and Crew focused mobile application allowed their team members to effectively manage and verify the services provided. Using the Vendor Portal, service providers can save time and eliminate paperwork through easy to use invoicing and GPS Check In/Out on the mobile app. This allows for providers to focus on doing the best work instead of filing paperwork. UtilizeCore's client web portal gave YellowStone's clients direct insight into the work being performed and access to pictures as well as check in/out data for service verification. The clients also have the ability to pay invoices through ACH/Wire Transfer by using the payment module.

UtilizeCore's internal web portal and mobile application provides team members a singular system to manage seasonal maintenance contracts, daily work orders, digital report generation, consolidated ledger to never lose track of important data, and an online payment module to seamlessly pay their providers. The internal mobile application gives account managers a better way to generate on-site proposals during site visits. This fundamentally shifted the roles within the company to focus more on sales and strategy by eliminating previously manual tasks. This has and will continue to enable YellowStone's long term scalability and higher efficacy.

- Maintenance Contract automation
- Expansion of Provider Network
- Real Time Service Verification
- Greater Client Experience
- Transparency
- Online Client Payments
- Online Vendor Invoicing
- Elimination of manual task and double entry
- Consistent SOPs
- Digital Notifications
- Automated Reporting

