

Motion Industries Gears Up for Seamless Network Solutions

Motion Industries improved efficiency and reduced installation timelines across 900+ locations by partnering with QuantumShift to consolidate vendor engagements and simplify network lifecycle management.



BACKGROUND

Motion Industries is a leading industrial solutions provider, specializing in the distribution of maintenance, repair, and operation replacement parts. With a vast network of over 900 locations, they serve a wide range of industries across North America.

“We love the aggregation and consolidation values and the ability to gain access to any vendor and technology through one partner and one invoice that QuantumShift provides.”

MICHAEL PERRY
MOTION INDUSTRIES,
DIRECTOR OF IT

CHALLENGES

Before working with QuantumShift, Motion Industries faced significant challenges in managing its internet services across its extensive network. With over 900 locations, the company struggled with sourcing multiple carriers, overseeing circuit installations, and resolving service outages efficiently. Each site had different requirements and preferred carriers, creating a chaotic and time-consuming process for the IT team.

The complexity was compounded by the need to manage numerous invoices from different vendors. This not only involved time-consuming invoice audits but also required significant resources to manage the constant flow of communications with carriers. As a result, Motion Industries' IT team was bogged down by administrative tasks, which hindered their ability to focus on more strategic initiatives to improve the company's network infrastructure.



IT Under Management

- 421 circuits

Challenges

- Managing internet services for 900+ locations
- Limited internal resources
- Time-consuming invoice audits and multi-vendor payment management

Impact

- Consolidated 900+ locations under one platform
- Reduced installation timelines and improved operational efficiency
- Combined multiple vendor invoices into one streamlining payments and freeing IT for strategic initiatives

SOLUTION

QuantumShift stepped in as Motion Industries' preferred procurement partner, consolidating all of their vendor engagements under one umbrella. This partnership streamlined the entire procure-to-pay process, offering Motion Industries a single point of contact for sourcing, managing installations, and resolving outages. QuantumShift aggregated the buying power of its customers, enabling Motion Industries to find cost-effective solutions that fit within their strict budgetary constraints.

One of the most impactful aspects of the solution was QuantumShift's ability to bring multiple technology and carrier options into one platform. By using the seamless integration in vManager's Marketplace, Motion Industries could review all available options and make quick decisions, significantly reducing installation timelines across sites. Additionally, the normalization of invoices into a single streamlined bill gave Motion Industries clarity and control over payments, eliminating the need for tedious manual invoice audits.

RESULTS

By partnering with QuantumShift, Motion Industries transformed its network lifecycle management. The consolidation of vendor engagements reduced administrative overhead and enabled the company to manage all 900+ locations through a single platform. This approach not only saved time but also ensured that Motion Industries was able to secure the best solutions at competitive prices.

- ✔ Consolidated 900+ locations under one platform for sourcing and installations
- ✔ Multiple vendor invoices reduced to one

As a result of these solutions, the company saw a noticeable decrease in installation timelines and improved operational efficiency across the board.