



Seeing the ROI with
Field Service
Management Software



Leete Generators, founded in 1908, predominantly services California in terms of new generators, upgrades, repairs and maintenance, and remote monitoring. Leete manages 1,800 unique sites in its portfolio.

We were honored that Leete became an Optsy customer in 2014. We're even more honored that Leete has been able to grow as a result of working with us over the past two years. We also understand the power of referral and real-world examples in selecting a field service management provider, so we wanted to share some of Leete's successes as you navigate your own decisions in your FSO.

Leete was able to grow as a result of some of these Optsy functionalities:

Work order management

Scheduling and dispatch

Account management

Mobile-first mentality

Service agreements

Equipment tracking



That's just part of **how we helped Leete grow.**



You can see the rest of the benefits in the **infographic** we'll provide below -- for free.



Let's quickly discuss specific numbers, as those should obviously be a focus of your business planning efforts. Leete was able to reduce inventory by 25% and retain 1,143 service agreements. That led to 12% growth in the last fiscal year. Their relationships with partners were also significantly improved.

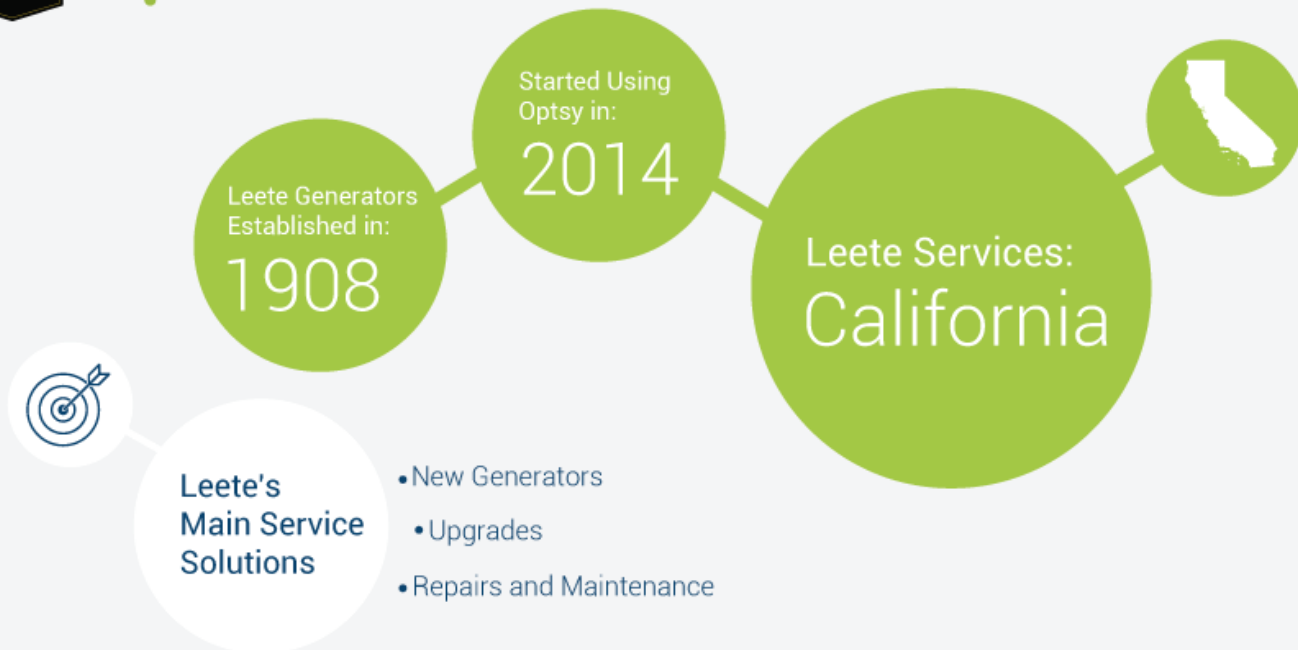
"Compared to other generator companies nationwide, manufacturers have now established us as having a best-in-class reputation for software integration," noted one senior manager at Leete.

That's external. It's also benefited Leete internally.

"Communication is better," said another manager. "We're also sending out estimates and invoices faster."

These key words -- faster, best in class -- make us very proud at Optsy. The reason we're able to help companies like Leete is because our FSM software offers totally integrative capabilities; anyone in your business (within reason, in terms of security protocol and access) can see what's happening in other facets of the business. It reduces silos and improves communication efforts internally, which in turn benefit your external relationships. Leete managed to retain over 1100 service agreements, which was a record for them!

You can take a look at some of Leete's victories in the infographic below. If you have additional questions or want to know how we can benefit your company specifically, don't hesitate to contact us.



Key Opsy Solutions That Helped Leete Generators Grow



"We're celebrating 108 years, and we're proud we've earned the reputation of "Best of Class" for field software integration of nationwide generator service companies."

"Nothing falls through the cracks, NOTHING! We are often amazed how many things we forget to bill/follow-up on and Opsy keeps us on track."

Number of Retained Agreements:

1143

In 2016, Agreements Grew By:

12%

Reduced Inventory By:

25%

