



MobiWork Modernizes U.S. Oil Solutions Logistics & Invoicing Process

U.S. Oil Solutions is in the industry of oil management for restaurants and casinos and has been recognized as Nevada’s “Premium Oil Management Company” for restaurants and eating establishments. U.S. Oil Solutions started in 2012, and is headquartered in Las Vegas, Nevada. U.S. Oil Solutions is a “Green” company and offer long-term and sustainable Oil Management Solutions to the greater Las Vegas area. They offer bulk oil and jugged oil services (new oil delivery and used oil pickup) for clients. Some of their large clients are Caesar’s Entertainment, Westgate Resorts, Aliante Casino, BOYD Gaming, and hundreds of independent restaurants. With promising records of growth, U.S. Oil Solutions strives to become the leading oil management company in the Nevada area and to ultimately go nationwide.

“MobiWork was the right choice for managing our operations. No other provider offers such a robust and value added solution.”

– Maria Beltran, Accounting Manager of U.S. Oil Solutions

Industry:

Restaurant Services

Regions:

Southwest, United States

Key facts:

- Major oil provider for major Nevada casinos and restaurants
- 130 delivery and pickup work orders per week

Headquarters:

Las Vegas, Nevada

Website:

USOilSolutions.com

Key Challenges: Inefficient Work Orders & Invoicing

Since day one, there has been no shortage of work for U.S. Oil Solutions. From conception, the CEO of U.S. Oil Solutions, Richard Cronk, wanted an all-in-one solution to manage all operations and streamline their workflow. In their workflow, they complete approximately 130 work orders per week, and some of these work orders are reoccurring. For example, their customer might require oil deliveries on a daily, weekly, or monthly basis. The administration was

struggling with scheduling and routing all of the drivers on a daily basis. Often, there were miscommunications of drivers and the office with location, appointment times, etc., and there was no easy way to provide accurate delivery times to customers. U.S. Oil Solutions really wanted a solution that would organize, track, and translate this information in real-time, which was critical for their large casino clients who are in heavy traffic areas.

Before MobiWork, the drivers would deliver oil to major clients and had no way of invoicing in the field and everything was done by hand on paper. Consequently, paper records were lost and entered incorrectly. If only there was a solution that could integrate with QuickBooks Online and allow them to invoice right in the field, as well as record all details of delivery, signatures, pictures, and customer history.

Results: Optimized Planning & Process, Faster Payments

Upon deploying MobiWork, US Oil Solutions gained 66% overall efficiency. With MobiWork's recurrent routes features, there was an immediate relief of planning and optimization of U.S. Oil Solutions complex and recurrent delivery and pick up routes. U.S. Oil Solutions successfully trained all 35 employees and found the app to have much more functionality than they ever expected. Since they were using QuickBooks Online they were amazed at the simple integration. Now U.S. Oil Solutions drivers can effectively deliver the products to clients, with timely delivery estimates, as well as invoice and print receipts right in the field. Maria Beltran, the Accounting Manager at U.S. Oil Solutions exclaimed, **"Thanks to MobiWork, we've been able to invoice immediately on site, and consequently have been paid 3X's faster than before."**

MobiWork allowed for U.S. Oil Solutions to have an intelligent mobile ordering system in place, which led to reduced administrative costs and higher client satisfaction rates. Management loves that that they can create custom forms with advanced fields to capture all of the customer data. Their customers love the email record with the attached PDF receipt and invoice. Maria Beltran mentioned, **"Our customers are thrilled with the driver delivery estimates, PDFs, and email reports."**

U.S. Oil Solutions looks forward to utilizing the inventory features in the coming months, as well as other MobiWork rich-features. Seeing the potential to grow and scale, they chose MobiWork for the customization and additional capabilities they could utilize, such as the customer portal. U.S. Oil Solutions has already opened a new location and is preparing to expand statewide and beyond.