

Sweeping Corporation Accelerates Growth with Common Last Mile Process

Facility And Property Services Route Optimization



SCA Standardizes Processes Across Growing Operation

As one of the country's largest power sweeping services providers, Sweeping Corporation of America (SCA) has rapidly grown to operate over 60 branches across the United States, with a fleet of close to 2,000 vehicles. The company also operates dozens of sites that provide parking lot sweeping and portering services for customers ranging from big-box retailers to local mom-and-pop shops.

As SCA quickly expanded, the company found that its newly acquired operations used a variety of different tools and processes for planning drivers' routes, according to Program Manager Matt Rudin. "Some sites used pen and paper, others used different technologies. We realized we needed to standardize to a common technology to unify our operations and simplify support and training across the company," he explains.

SCA launched a project, managed by Rudin, to eliminate manual, fragmented processes. Rudin undertook to roll out a last mile transportation platform from Route4Me across the company's different sites. "Standardizing with Route4Me meant that our sites only needed to learn one system inside out, and we could support every site more effectively," says Rudin.

Routes Meet Service-to-Drive Time Goals

SCA's operations require exceptional flexibility, since frequent changes in staffing and service needs mean that routes can shift daily. Planners and site managers who, in the past, relied on legacy routing methods would often have to spend hours replanning their daily routes to accommodate unexpected changes.

Today, each SCA site can plan routes days in advance, or adapt them on the fly, depending on operational needs. "If a driver calls off or a truck is unavailable, we can quickly re-optimize routes with just a few clicks," says Rudin.

Planners can also use the platform to balance drive and service time, aiming for SCA's ideal 80% service-to-drive time ratio. "Route4Me's visual interface helps us see exactly how efficient our routes are and make necessary adjustments," Rudin explains.

- ✓ Standardized route planning processes across 25+ sites, simplifying support and training company-wide
- ✓ Reduced daily planning time, freeing staff to focus on higher-value tasks and ensuring consistent service quality
- ✓ Enabled dynamic re-optimization of routes to maintain flexibility amid frequent operational changes
- ✓ Unlocked new data insights to improve efficiency, guide growth strategies and support performance scorecards

“

Standardizing with Route4Me meant that our sites only needed to learn one system inside out, and we could support every site more effectively.

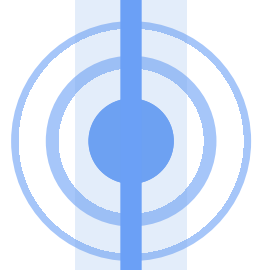
Matt Rudin

Program Manager

Sweeping Corporation of America

SCA
SWEEPING CORP OF AMERICA





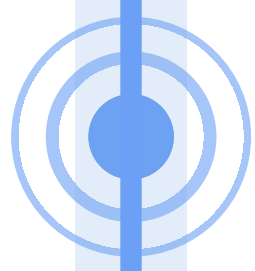
New Insights Accelerate Growth

Beyond operational improvements, SCA has unlocked valuable data-based insights for improving the company's operations. Rudin tracks detailed metrics like drive time, service time, stop counts and route efficiency, all of which were previously inaccessible.

Rudin adds that the company is turning routing into a strategic tool for growing the business, not just an operational necessity. "The ability to overlay route data helps us identify areas where we can add new work without extending drive times," says Rudin. "We can see if there's an underserved area along an existing route and direct our sales team to target that zone."

SCA's centralized last mile data feeds into monthly performance scorecards, enabling leadership to evaluate site profitability and route effectiveness across the organization. The integration of Route4Me's data with internal systems helps the company monitor whether all properties are serviced as planned and informs decisions on resource allocation.

"It's all about visibility," Rudin notes. "With Route4Me, we know exactly what's happening on the ground and can make smarter business decisions."

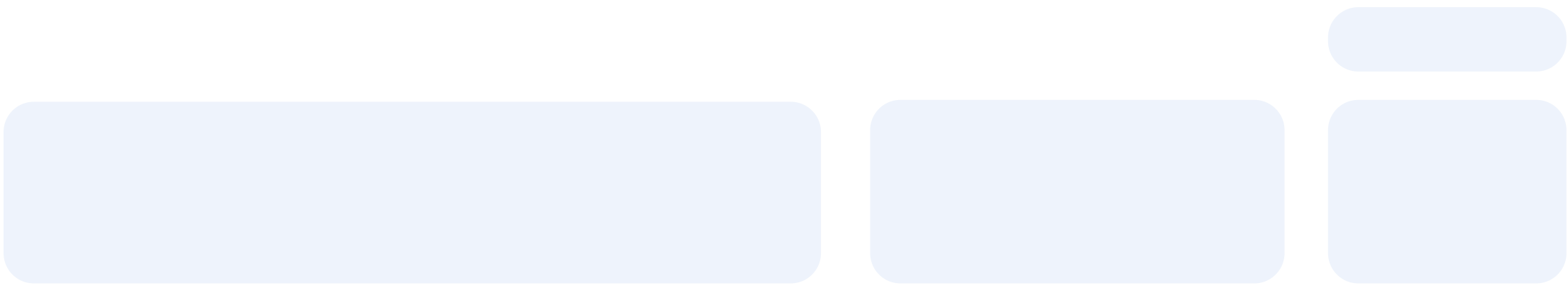


Phased Rollout Ensures Smooth Adoption

SCA opted for a phased implementation of its last mile platform, introducing Route4Me to groups of sites over time. This ensured each team had sufficient support and training, leading to higher adoption rates and smoother transitions.

"During the rollout, I created a detailed SOP and step-by-step guides tailored to our teams," explains Rudin. "A phased approach meant we could focus on a few sites at a time, address questions in real time, and make sure everyone felt confident using the platform."

This thoughtful rollout strategy was critical given the mix of technological comfort levels across sites, especially among teams coming from pen-and-paper processes. SCA also leveraged Route4Me's tutorials and support resources to build local expertise. "The key is patience and providing the right resources," Rudin advises. "When people understand the benefits, adoption becomes much easier."



SCA Positions Itself for the Future

SCA has reduced planning time by adopting a common last mile transportation platform, allowing staff to focus on higher-value tasks and ensuring consistent service quality despite frequent operational changes.

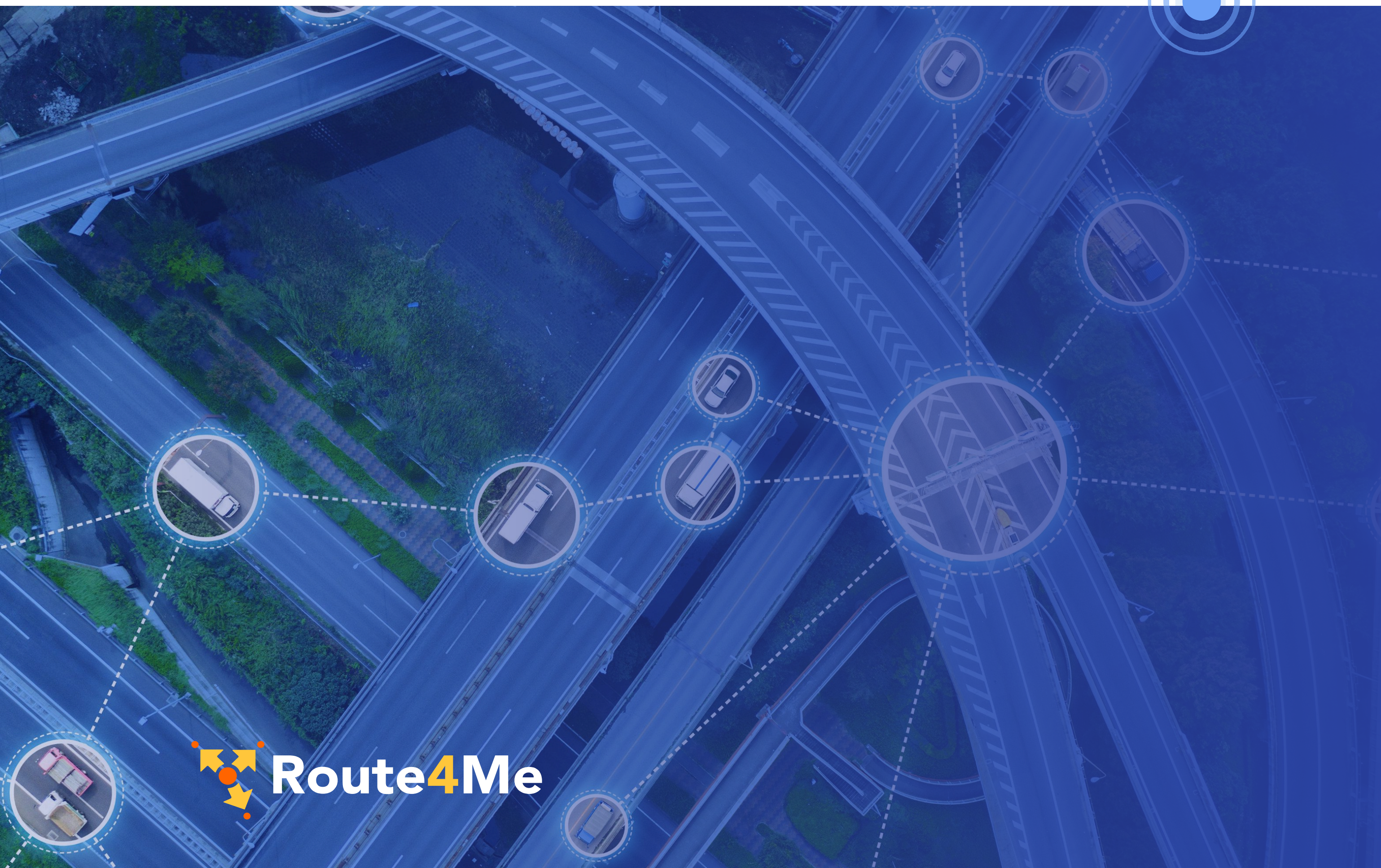
The flexibility to adapt to staffing changes, coupled with powerful data insights, positions SCA for continued growth and operational excellence, ensuring that the company stays ahead of the curve in an industry where reliability and efficiency are critical.

"In our business, routes change daily, and without a dynamic tool like Route4Me, we'd be stuck in outdated, inefficient processes. Now we can plan, adjust and optimize quickly, which directly supports our growth and service goals," Rudin says, adding, "Route4Me has been a great investment for us."

About Sweeping Corporation of America

Sweeping Corporation of America (SCA) is the nation's leading street sweeping company, operating in over 20 states and supporting more than 600 municipalities, counties, and government agencies. With over six million miles serviced annually, SCA is uniquely focused on the delivery of high-performance street sweeping, jet-vac, and environmental services. SCA has built its entire organization, its people, processes, technology, and investments around providing uninterrupted, accountable, and results-driven services tailored to the needs of our clients. Our mission is to provide essential sweeping and environmental services that support cleaner, safer, and more sustainable communities.

www.sweepingcorp.com



In our business, routes change daily, and without a dynamic tool like Route4Me, we'd be stuck in outdated, inefficient processes. Route4Me has been a great investment for us.

Matt Rudin
Program Manager
Sweeping Corporation of America

route4me.com

