

# HOW A MULTI-LOCATION RETAILER SCALED ITS BUSINESS EFFECTIVELY WITH AMTDIRECT'S CLOUD-BASED SOLUTION



**NORTHERN**<sup>®</sup>  
TOOL + EQUIPMENT

"As we grow, we plan to continue to expand and acquire more real estate, which would be a daunting challenge without AMTdirect. With its dynamic system, we're confident we can grow our portfolio successfully, saving time and money."

Scott Stokke, Director of Real Estate and Facilities

17 states  
118 leases  
400 employees  
\$1.5 million in annual revenue

## MOVING TO THE CLOUD

Northern Tool + Equipment supplies high-quality tools and equipment. For years, the real estate team managed its growing portfolio with **manual processes**, mostly leaning on spreadsheets.

But the constraints of the in-house systems severely limited the company's ability to scale quickly.

As its portfolio grew, Northern Tool + Equipment decided it needed to manage its real estate more strategically with a **cloud-based platform** that could scale with its business.



**\$1,600**

APX. DOLLARS SAVED PER YEAR



APX. HOURS SAVED PER YEAR

## WHY AMTDIRECT?

The **fast implementation** with AMTdirect led to immediate return on Northern Tool + Equipment's investment. Integrations between systems have **resolved daily issues** at different store locations. And real estate managers can now analyze the operation and find **cost-effective solutions** that support both store-level and corporate strategies.

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