



DCT Mobile: Proven Track Record with SMBs and Mid-Markets KC-Area Software/Systems Integration Company Helps Clients Keep Pace In Increasingly Mobile World

There exists at DCT Mobile Solutions a healthy respect for all businesses, and especially so for small and mid-market companies.

“Helping businesses of every size and industry keep pace with an increasingly mobile world,” reads a line from the company’s mission statement.

“Smaller, privately held businesses, these guys care so much,” DCT Founder/President Shane Langston said. “It’s a different breed of person. Often, they’re second- and third-generation family businesses, or the leadership team has grown up in the business, and it’s very personal to them.

“It’s not their job, it’s their lifestyle. It’s the same here at DCT.”

DCT Mobile Solutions, a 15-year software and systems integration company located in the Kansas City, Mo., River Market, is dedicated to helping businesses of all size benefit from its signature offering — Scout Mobility Suite software.

The platform allows customers to easily track assets — inventory, vehicles, off-site properties, and most importantly, people — for more effective communication and workflow.

DCT has a proven record assisting businesses through its signature software and specialized business applications — warehouse management systems, proof of delivery and fleet management, mobile order entry, field service and mobile computer equipment and service.

Two years ago, DCT began working with Rogers Sporting Goods, a family-owned retailer based in Liberty, Mo. Rogers has provided outdoor enthusiasts with high-quality ammunition, apparel and fishing and hunting equipment for more than 30 years.

DCT assisted Rogers transform from a retail company with a basic online presence to an E-commerce company with annual double digit growth.

DCT installed its Scout warehouse management system, which provided Rogers with a foundation to bolster its online operation. DCT’s expertise in distribution, as well as its Scout Mobility Suite, offers warehouse operations end-to-end efficiency and scalability.

Inventory control, mobile computers, turn-key wireless design and installation, rack and location labels, warehouse layout and design, integration into leading ERP systems, mobile device management and project management are all DCT staples and areas of expertise inside the four warehouse walls.

“That’s when the magic happens — merging technology and expertise,” Langston said.

Langston said it’s satisfying to see his company help Rogers in a highly-competitive marketplace against big box stores and national chains.

“At a time when many small retailers are falling off, not only has Rogers Sporting Goods survived, they have thrived,” he said.

Another successful small business DCT serves is Kitchen Cooked, a potato chip manufacturer based in Illinois. The company’s origins date to the 1930s, during The Great Depression.

“The potato chips taste great,” DCT vice president Valère Palhories said. “Their product is what separates them from competitors, and they’ve shown a commitment to remaining true to that product.”

DCT bolstered Kitchen Cooked’s operation in mobile order entry, outfitting the company’s sales force with the best technology and providing training and support services.

Kitchen Cooked received the benefit of DCT’s insight into direct store delivery, vendor managed and consignment inventory, remote order entry and Web-based order management.

The boutique software firm is also an industry leader in rugged mobile computers, smartphone and tablet solutions, wireless service plans and activations, GPS vehicle tracking, vehicle mounts, hands-free voice kits, device staging and configuration, mobile device management software and project management.

Some notable DCT clients benefitting from proof of delivery and fleet management products are American Chemical, a Wichita, Kan., business providing soap to restaurants; Cassling Diagnostic Imaging, a company serving health care organizations throughout the Midwest from its home in Omaha, Neb.; and Dave Meeker Auto, a vehicle transportation company in Purcell, Okla.

A vehicle fleet represents a primary asset for numerous companies, making regular maintenance critical. DCT’s fleet

management solutions ensure accountability and reduced risks and costs.

The Kansas City-based company assists clients optimize fleets by automating dispatch operations, tracking vehicles and providing safe, cost-effective GPS and messaging, among other services.

“We can also help you eliminate costly paperwork by automating your proof of delivery transactions,” Palhories said.

Morgan Miller Plumbing, a small, family business in Grandview, Mo., is one of Kansas City’s premier providers of residential and commercial plumbing services, and another DCT client that’s operation has been enhanced with field service.

Field service management, Palhories said, is a complicated process, though DCT makes it easy and produces “transformative results” in design, development and implementation of field service management systems.

“Whether you need a mobile application that directs a technician’s workflow or integrates scheduling, dispatch and billing, DCT Mobile is the proven way to reduce risk and ensure success,” Mooneyham said.

Langston said his company employs smart and talented personnel who seek out clients that “dream big.”

“It’s easy to see the impact when working with small companies who are nimble, smart and innovative in what they’re hoping to accomplish,” he said.

“At DCT, we don’t care if it’s a small company. We form partnerships with our clients and it doesn’t matter what size they are.”

DCT Mobile Solutions At A Glance

- *Mobility Made Smarter. At DCT Mobile, there’s nothing we enjoy more than helping businesses like yours unleash their full potential.*
- Founded: 1998
- Location: 116 West Third Street, Suite 102, Kansas City, MO 64105
- On the web: www.dctkc.com and www.facebook.com/DCTKC
- Phone: (816) 472-7226

From our founder:

“The one thing that does not change is our commitment to our core values and our desire to form truly meaningful partnerships with our customers, suppliers and our community. DCT Mobile is determined to provide a forward-thinking, nimble group of dedicated service professionals ready to say yes when our clients ask, ‘Can you help me?’” — Shane Langston, DCT Mobile Solutions president

