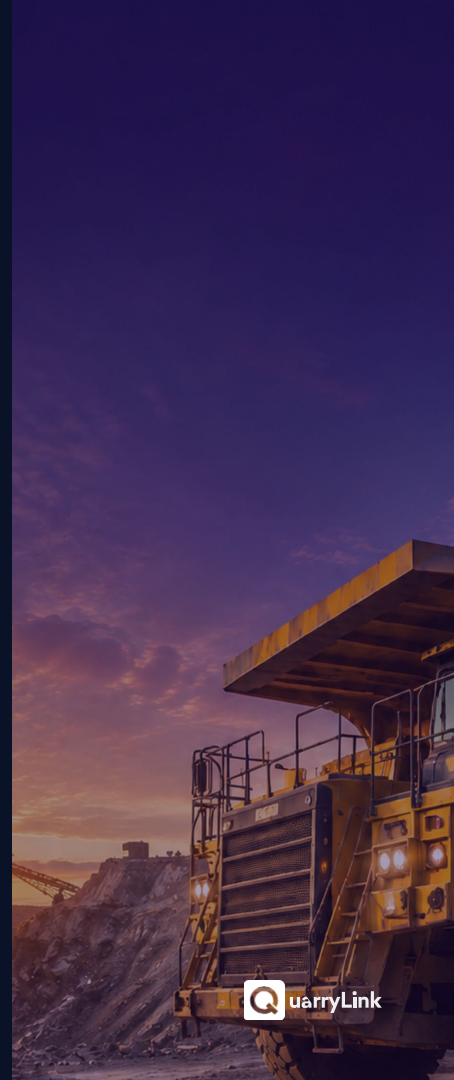
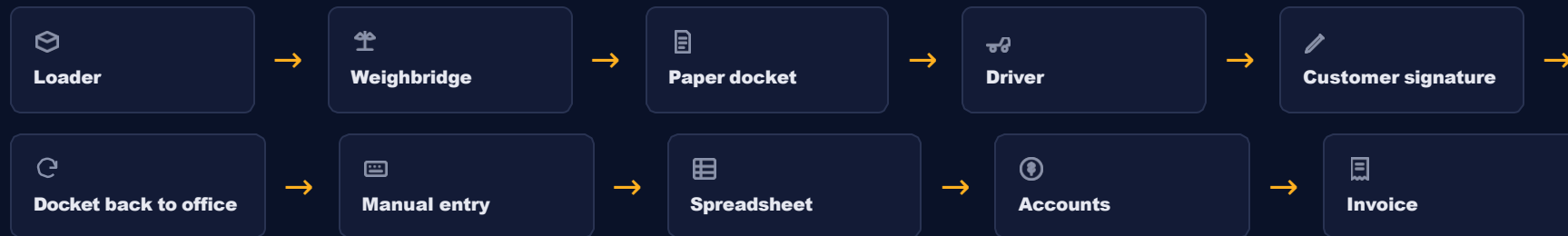

One Load, Seven Handoffs

How integrated digital operating models improve efficiency, compliance confidence and commercial performance across modern quarry operations

Rebecca Kennedy · Head of Product, SOCORO



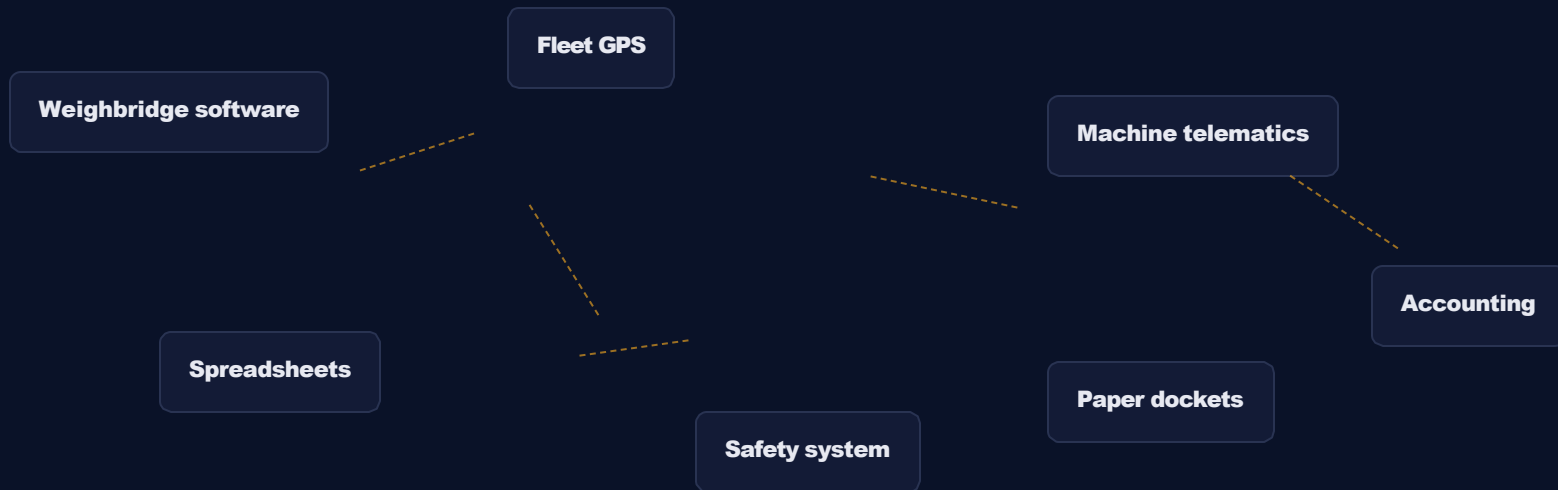
One load. One customer.



9 handoffs

**“Who’s got a paper docket
book on site right now?”**

We didn't fail to digitise. We digitised in pieces.



Multiple versions of the truth.

**“None of this feels like a
problem. That’s the problem.”**

Every workaround in your business was built by someone good at their job.

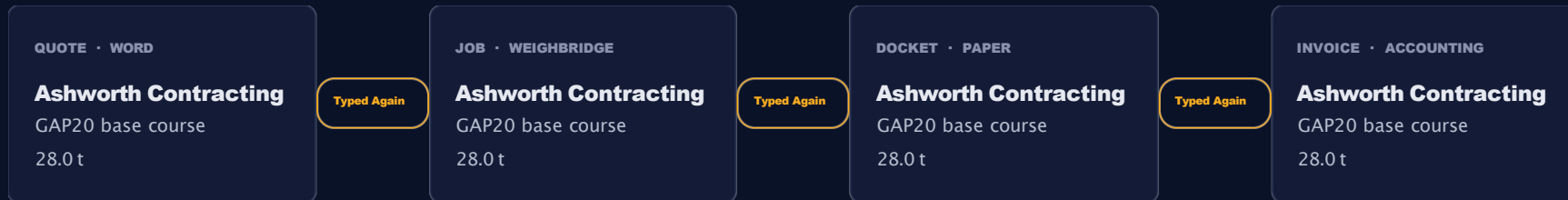
The fix that works

Built by someone who knows.

The fix that transfers

Works when they're not there.

One order. Typed out four times.

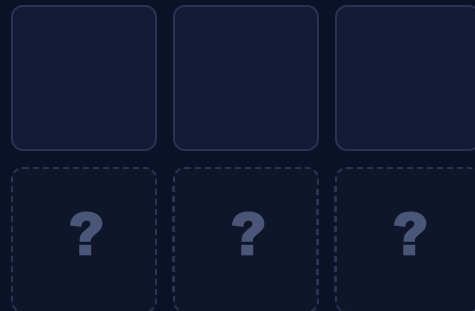


*entering information that
already existed*

20 hrs/wk

“I’ll find out and call you back.”

1-3%



Overcharging gets you a phone call. Undercharging gets you nothing.

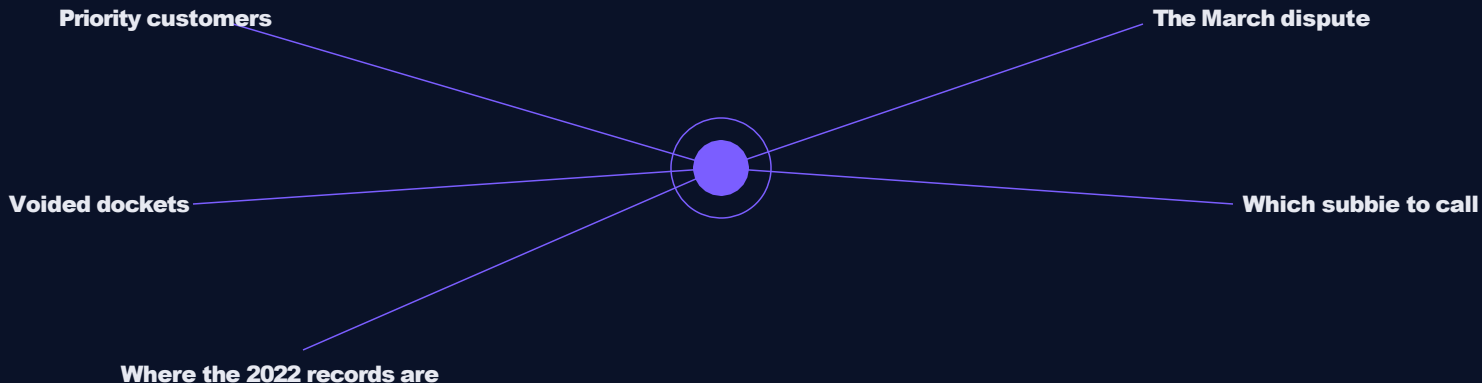


the ones you find out about



the ones you don't

“What happens when Dave’s on leave?”



One thread. Load to invoice.



Your customer is comparing you to someone.

“I know where my truck is.”

“The proof came with the invoice.”

“I didn’t have to ring anyone.”

Efficiency isn't only cost. It's being easier to buy from than the next quarry.

You don't need a transformation programme. You need an hour.

- 1 Follow one load, end to end. Write down every handoff.
- 2 Count how many times the same information gets typed in.
- 3 Write down one process that only exists in someone's head.

**The modern quarry isn't simply
more digital. It's better run.**



