



Meridian Provides Reliable Systems so Buchheit Can Deliver an Incredible and Unique Customer Experience

“ Meridian is the best vendor partner I have ever had a chance to work with in my 22 years at Buchheit. I wouldn't change that relationship one bit. ”

Jared Hotop

Vice President, IT and Retail

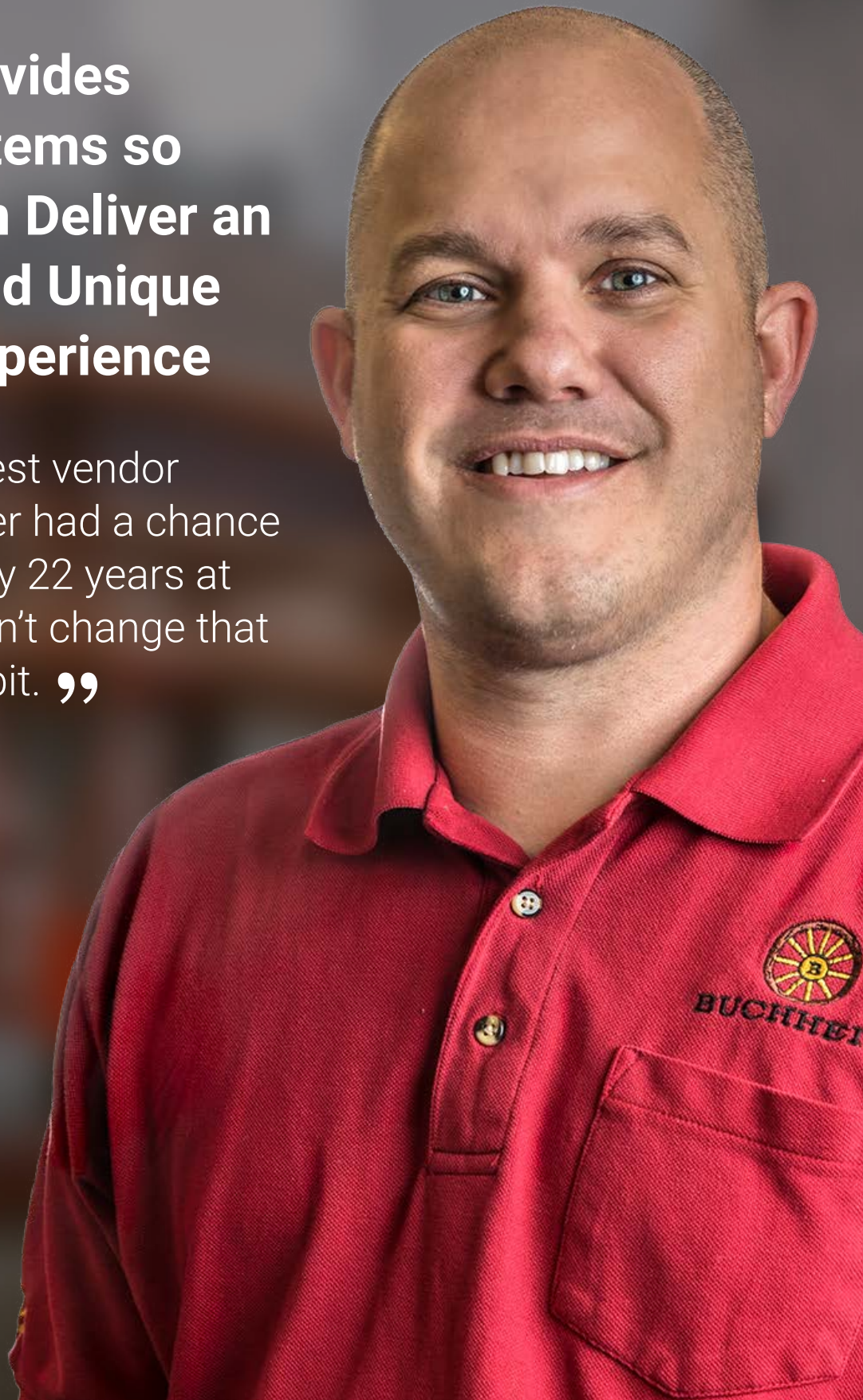


Industry

Manufacturing

Wholesale & Distribution

Retail



“ The trusted partner relationship I have with my Meridian rep is that they know... they know if it's a fit, they know our environment, they know our business. ”

Jared Hotop

Vice President, IT and Retail
Buchheit

About Buchheit

Since 1934, the Buchheit name has been synonymous with customer care, providing produce, tools, and unbeatable service throughout the nation. With three divisions encompassing distribution, retail, and agriculture, Buchheit has grown to employ over 650 people, occupy eight locations, produce their own feed and seed, and cover over one million square feet of warehouse and distribution space. A far cry from the early 1930s, the company now dispatches over 100 trucks a day. The Buchheit Agriculture Division provides quality agricultural products for customers as well as support, advice, and information that help customers become more profitable as producers.

Business Impacts

- Continuing their mission of putting their customers first, Buchheit found a partner in Meridian who does the same
- Meridian provides Buchheit equipment, expertise, and finance solutions to achieve their growth initiatives
- By implementing reliable storage, server, and backup solutions, Buchheit now has the foundation to scale with the needs of both their internal teams and their customers across the nation
- Having a partner that collaborates effortlessly with its vendors has allowed Buchheit to continually provide its customers with world-class customer service and unparalleled access to the products they need
- Buchheit has a partner that takes the weight off their shoulders – allowing them to stay agile and focus on what matters: growing their business and taking care of their customers



3
Divisions



650
Employees



8
Locations

The Challenges

Seeing significant growth within their retail, agriculture, and distribution divisions, Buchheit needed a partner that could support their growing IT needs and simplify their storage, server, and backup implementations. To support their national retail and distribution coverage, they also needed flexible and cost-effective finance solutions to streamline their inventory and data management operations.



I Don't Have Access
to Capital



I Can't Adopt Next-Gen
Technologies

How Meridian Helped

Buchheit knew that in order to meet the needs of its customers locally and across the country, they needed to have efficiencies at every stage. Meridian supplied mobile handheld scanners and implemented a storage solution to provide them with a foundation that could scale as the company grew. To ensure end-to-end reliability and peace of mind for the IT team at Buchheit, Meridian was able to design, implement, and finance a Barracuda backup solution.

TrueFlex Value™



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