



How We Help Customers Tackle Challenges When It's Time to "Go Big"

Rolling out and installing equipment can quickly become complicated for companies that operate dozens of sites. Without focused coordination, national projects often face delays, rework, inconsistent suppliers, and unpredictable, unexpected costs, ultimately slowing expansion and increasing internal workload.

Large-scale deployment doesn't need a large-scale number of vendors. Not if you have **one reliable partner** who ensures every location gets the same quality, timing and results.

That's what MINER delivers. One partner. All handled.

MINER's national program means tangible, repeatable benefits through a scalable delivery model that supports corporate growth while reducing operational risk.

Here is how we help national accounts win:



Consistent operations: Standardized processes reduce rework, prevent launch disruptions, and ensure each site receives the same level of quality work.



Faster, predictable rollouts: Reliable forecasting and coordinated scheduling keep projects on track, even across multiple regions.



Better cost control: Stronger OEM relationships, consistent specifications, and streamlined labor models protect margins and stabilize pricing.



Simplified oversight: With one accountable partner, your internal teams spend less time coordinating vendors and trying to solve issues.

THE MINER MODEL: BUILT FOR NATIONAL EXECUTION

We've developed a repeatable national account program designed to solve these challenges for you, one that's worked for some of the biggest multi-location operations. It's a program built around three core pillars:

1 Standardized, flexible procurement pathways

Manage complexity without getting complicated.

MINER creates clear procurement pathways that perform across all markets while remaining flexible for real-world site conditions and changes. This consistency is the foundation for accurate forecasting, comparable bids, and stronger OEM alignment.

2 Centralized national program management

Don't undervalue good oversight.

A dedicated, knowledgeable PMO handles forecasting, logistics, scheduling, staging, and coordination across markets. This central team ensures materials arrive on time and lets local crews focus on installation—not chasing parts or timelines.

3 Single point of accountability

Many hands (vendors) don't necessarily lighten the work.

Instead of managing multiple regional vendors, customers work with a single MINER team that oversees equipment, installation, and delivery nationwide to shorten escalation paths and reduce internal project management overhead.

APPLIED AND PROVEN IN THE REAL WORLD

MINER has put this national rollout model into practice across diverse industries and facility types. We begin with controlled pilot locations to document and refine procurement, forecasting, staging, and installation processes. Once validated, the same disciplined approach is replicated across additional markets to ensure consistent, repeatable results.

As programs scale, MINER uses training, site audits, and QA checks to maintain uniform execution across all facilities. Real-time dashboards track key metrics such as on-time delivery and rework rates, giving stakeholders clear visibility into performance at every site.

By turning early successes into a fully documented, repeatable national account program, MINER delivers complex, multi-market projects with confidence. With a delivery model built on **repeatability**, **accountability**, and **nationwide consistency**, your organization can stay focused on growth, while we manage the execution.

“Customers don't need more vendors. They need one for nationwide execution. A partner that knows what they're doing because they've done it before.”

- MINER Customer



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