



Ascent Solutions extends Salesforce to allow Compliance Safety Supply to efficiently manage the nationwide sale and rental of Industrial Hygiene and Safety Equipment



CHALLENGE

Compliance Safety Supply (CSS) envisioned providing a simplified, user-friendly experience for clients seeking industrial hygiene and safety equipment. Their mission is to partner exclusively with trusted brands, offering high-quality products for both rental and purchase.

As a startup, their primary challenge was identifying the right platform to implement a comprehensive, end-to-end solution that could efficiently manage sourcing for orders and rentals with complete equipment traceability—all while adhering to OSHA regulations.

Managing maintenance schedules, tracking unit replacement and service needs, monitoring equipment delivery and return dates for invoicing, were also critical requirements.

Industry:
Retail & CG

Salesforce:
Platform

Applications:
Ascent ERP, Ascent Rental

SUCCESS

CSS selected Salesforce as their platform of choice and entrusted Ascent Solutions to bring their vision to life. By implementing Ascent ERP and Ascent Rental, CSS transformed their vision into a seamless, digital reality.

CSS opted for the Ascent Guided Start Implementation, designed to help startups and SMBs go live quickly using standard functionality before enhancing to more customized or automated solutions.

The Ascent Engagement Team successfully implemented Ascent ERP and Ascent Rental, enabling CSS to efficiently manage both the rental and sale of their equipment. Benefits also included handling complex requirements such as bill of materials and managing multiple serialized units within a single package.

Plus, the entire implementation was completed in under two months!



Chloe Climenhaga
Operations Manager

“Implementing Ascent ERP and Rental in under two months was a game changer for us. We’ve been able to deploy an enterprise-grade ERP system on Salesforce that makes it so much easier to manage our rentals, orders, procurement process, and maintenance/repairs.”