

West Michigan Building Supplies Company Partners with Applied Innovation to Enhance Productivity



Industry: Building Supplies (Residential + Commercial)

Services Used: Copiers + Printers
Managed Print Services
Shredding Services

“I feel a certain amount of pride when I’m driving down the road and see an Applied Innovation truck, knowing it’s local. I know they support charities and communities the same way we do. Plus, with Applied, I’m freeing up my IT team and my controller. I get information from them faster, and at the end of the day, that’s my biggest benefit.”

GREG SCHIERBEEK
Eikenhout Building Supplies

Customer Challenge

Eikenhout Building Supplies, established in 1894 as a roofing supply company, has expanded into a multi-location distributor of building products across Michigan. Despite its growth, Eikenhout faced challenges with maintaining and servicing their office equipment. As machines aged, the burden of upkeep fell on staff, prompting management to seek a new solution. They required a local partner who shared their values and could support all ten Michigan locations, ultimately seeking to alleviate the strain on their employees.

Applied Solutions

Applied perfectly aligned with Eikenhout’s needs, offering comprehensive support for all their locations and a strong community-focused philosophy. They introduced new multifunction products and printers, assuming responsibility for all preventive maintenance. This included ensuring each machine was well-supplied with toner and provided swift responses to any service needs, enhancing operational efficiency. Additionally, they integrated their shredding services, offering secure disposal of confidential documents and further streamlining Eikenhout’s workflow.

The Benefits

Freed staff to focus on core competencies

Eliminated IT department burden for maintenance

Faster access to financials and critical information

Streamlined vendor management across all locations

Aligned with local company sharing similar values



At Applied Innovation, we have over 35 years of technology expertise, 500+ team members, world-class brand partners, and a passion you’ll rarely find in a business like ours. Plus, as an independent dealer, we have the autonomy to always do what’s right for you.

Whether your goal is adopting new technologies, making smarter use of the tools you already use, or maybe a mix of both, our people are always available. And always happy to help.