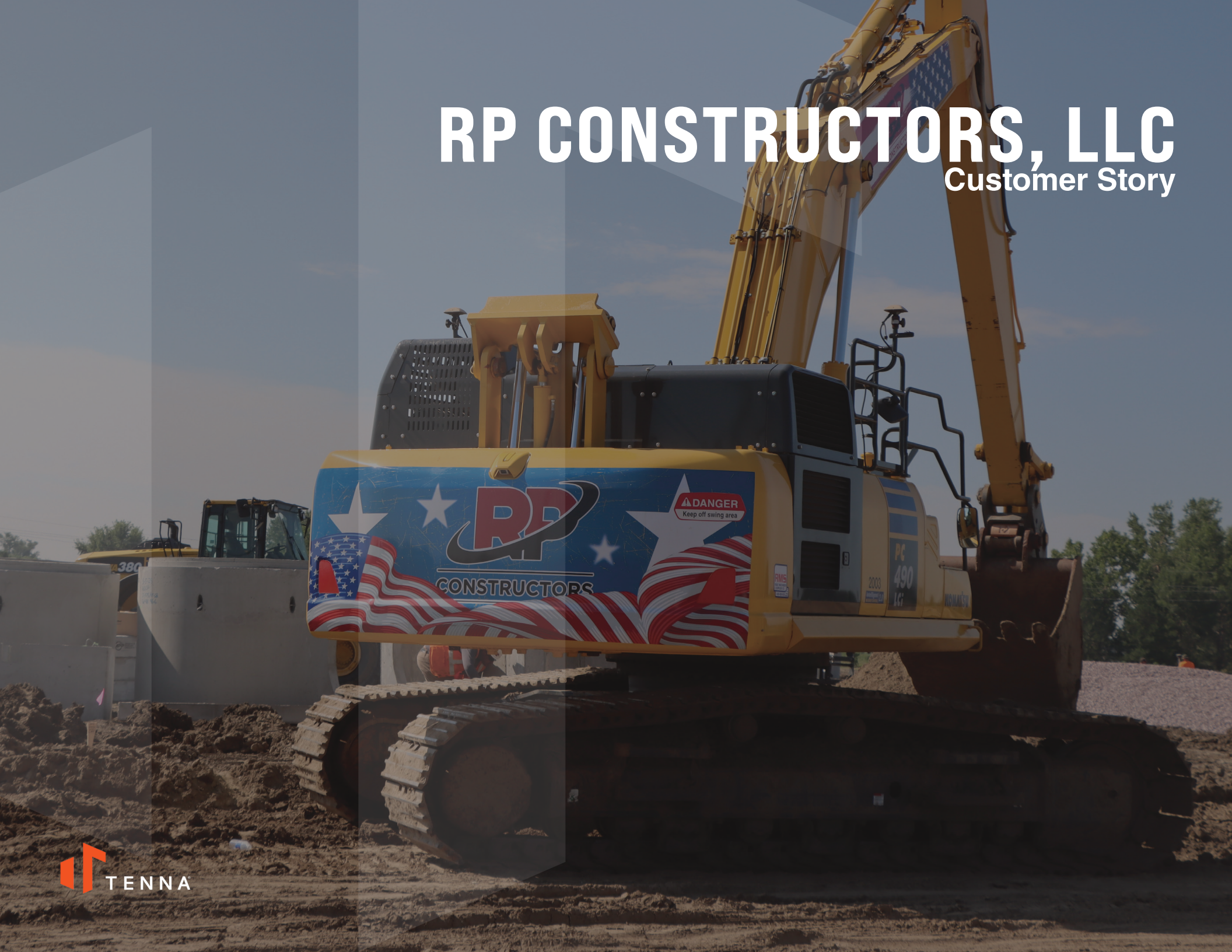


RP CONSTRUCTORS, LLC

Customer Story





ABOUT RP CONSTRUCTORS, LLC

RP Constructors is a full-service construction partner specializing in heavy civil, industrial, and commercial projects across the Midwest. With an integrated design-build model and in-house engineering capabilities through its sister firm Civil Engineers & Constructors, LLC, they bring surveying, design, procurement, and construction under one roof to reduce waste, accelerate timelines and deliver high-quality results. Founded in 2007 and operating in ten states, the company has grown into a trusted industry resource — driven by innovation, safety, and a commitment to solving complex infrastructure challenges.

FEATURED

Travis Thom, Vice President
Phillip Sorenson, Director of Logistics,
Overhead and Maintenance

HEADQUARTERS

North Sioux City, SD

CONSTRUCTION TYPE

Heavy civil, industrial, commercial



JOINED TENNA

2023

ASSETS TRACKED

670+

TENNA USERS

70+

RP CONTRACTORS ADOPTS ONE SOLUTION FOR HEAVY CIVIL EQUIPMENT MANAGEMENT WITH TENNA

For years, RP Constructors and its sister company, Civil Engineers and Constructors (CEC), have been a driving force in South Dakota's heavy civil construction industry. Founded on traditional roots in sewer and paving, the company has since expanded into industrial welding, process piping, and plumbing.

Vice President Travis Thom and Director of Logistics, Overhead and Maintenance Phillip Sorenson knew they needed a platform that could tie everything together — from the field to the office.

Their goal: to integrate their heavy civil equipment management and maintenance data seamlessly with their accounting software and Procore, while improving visibility, safety, and efficiency across the company.



KEY OUTCOMES

- ✓ **Improved visibility** across all job sites
- ✓ **Safer driving** with Driver Scorecards
- ✓ **Faster dispatch** and real-time decision-making
- ✓ **Lower fuel costs** by identifying idle time
- ✓ **Accurate billing** with verified utilization data
- ✓ **Seamless integration** with Procore and Foundation
- ✓ **Reduced insurance losses** through video proof
- ✓ **\$12 higher insurance payout** with B&B data in Tenna

THE CHALLENGE: DISCONNECTED SYSTEMS AND LIMITED VISIBILITY

Managing a fleet of 17 excavators, six loaders, and multiple attachments and pumps across multiple job sites created challenges for the RP team. Without a centralized system built for construction, locating assets or tracking utilization required time-consuming phone calls and manual spreadsheets.

“We were looking for something that integrated with our accounting software and Procore,” said Thom. “Tenna answered those for us.”

RP needed a single source of truth to track assets, understand equipment usage, and support accurate billing — all while cutting down on redundant communication and inefficiency.



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Travis Thom, Vice President

WHY TENNA: A SINGLE SOLUTION BUILT FOR HEAVY CIVIL

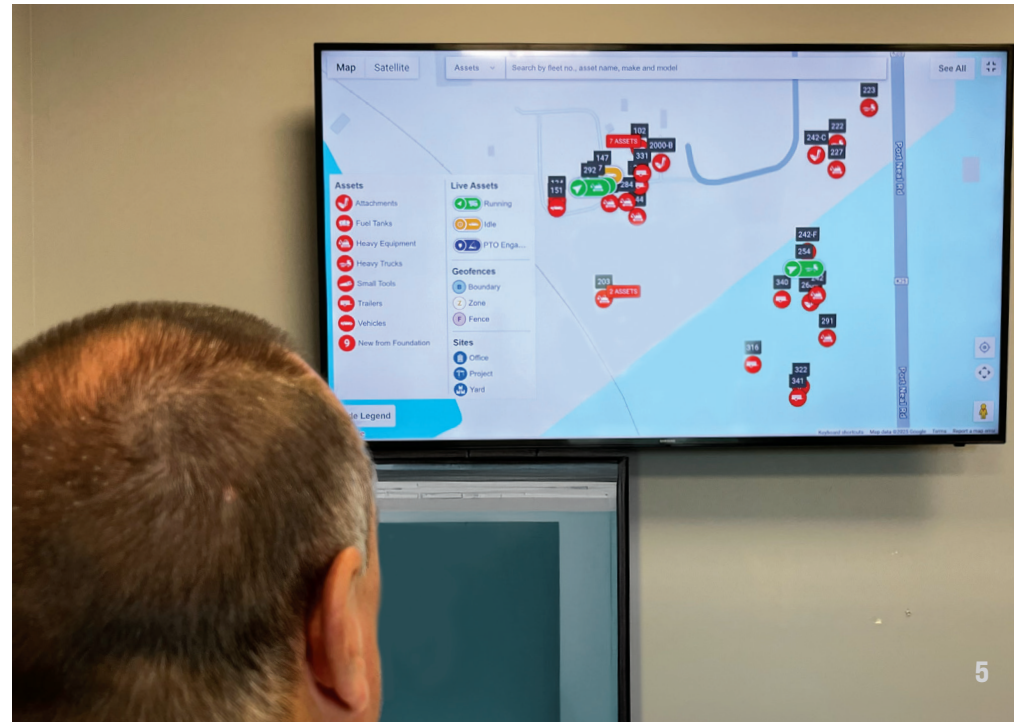
Tenna's deep understanding of the heavy civil world sealed the deal. "Traditional GPS systems for on-road fleets isn't the same for heavy civil constructors," said Thom. With Tenna, RP gained the real-time visibility, control, and integration they were looking for. The platform became an everyday tool across all levels of the company — from the office to the job site.

"My main TV has Tenna up — typically on the live map," said Sorenson. "When we want to know where someone is or a piece of equipment is, or I get that call, I pull it up and know exactly where it's at."

Today, field foremen use the Tenna app to check on specific units and attachments; logistics and maintenance teams rely on it for preventative maintenance tracking and scheduling; and leadership reviews utilization and cost data for strategic decisions.

Tenna's integration with Procore and accounting software Foundation connected RP's field data directly with its project management and accounting systems, eliminating double-entry and streamlining billing cycles.

"Tenna has helped us bridge the gap with Procore and Foundation," Sorenson said. "It's helped us become more efficient with billings and basically everything that has to do some way, shape or form with running RP and CEC."





“ Knowing where we leave a bucket or knowing where a bucket is is very important to us, so we, as crazy as it sounds, don’t forget where one is. Tenna’s attachment piece is second to none.”

Travis Thom, Vice President



Transforming Daily Operations

Almost immediately, RP began seeing operational improvements. With Tenna’s live GPS mapping, teams can locate and move resources quickly, saving both time and fuel.

“We had parts that we needed to get and we were able to use the GPS mapping and figure out who was close to the facility and had them swing in, which saved us time and effort,” Thom shared.

He continued, “I think some of the things that we never thought were going to be used, we’re able to use in different ways to make our business more efficient.”

Tenna’s asset and attachment tracking has also prevented lost tools and reduced downtime. Thom explained, “Knowing where we leave a bucket or knowing where a bucket is is very important to

us so we, as crazy as it sounds, don’t forget where one is. Tenna’s attachment piece is second to none.”

On the financial side, Tenna’s reporting and utilization data have allowed RP to bill clients with complete accuracy. “On a design-build job, we pulled a report on the hours of each unit being used within the site,” Sorenson shared. “With Tenna, we are able to pull every piece of equipment in there and show its hours ran that month and accurately bill out for the client with documentation.”

Even in rental or client disputes, Tenna’s data provided proof and built trust. “We rent out large diameter pumps quite often to clients,” Thom explained. “One of our clients was using our pumps, and we had sent them an invoice based on the analytics that we got from Tenna. We ran the analytics on the times that the pump was running and were able to pull video cameras and see that our pumps were running at that time.”

A Safer, More Accountable Fleet

Safety has always been a priority at RP Constructors. When the company implemented Tenna’s AI Dash Cams, the benefits were immediate and far-reaching.

“The original push for cameras came from our insurance company, our captive insurance,” Thom said to protect employees — and they’ve done just that.

Thom shared an incident where his team was working as a subcontractor along with other subcontractors on site. He explained, “Our vehicle with our dash cams were pointed towards the work site, and one of the other subcontractors had a catastrophic failure of some of their material that they were using that day that injured one of our employees.” RP was able to recreate the incident with Tenna’s dash cams and put the pieces together for insurance companies, so they could really see what happened.

In another incident, a parked skid steer was totaled by a car. The video evidence helped RP increase the insurance adjustment by \$12,000. In another, a tire blowout on the highway, which could have been difficult to explain without footage, was quickly validated with video evidence from two cameras — one in the driver’s vehicle and another in the vehicle of an RP teammate behind him.

“The video takes the argument out of the equation,” said Thom. “Now that we have them, we feel the cameras are more of an asset towards us, and I think our employees would agree that they’re an asset for their protection.”

Tenna’s Driver Scorecards quickly became part of RP’s culture — sparking some friendly competition amongst drivers debating who got the better grade. When scores drop, RP managers use the data to start conversations instead of assigning blame.

The result? Improved driving habits, fewer risky behaviors, and a culture that values safety and accountability.

“Most drivers have been more conscious of what they’re doing behind the wheel. We have seen improved scorecards. It’s just part of their daily routine now,” Sorenson said.

Streamlined Compliance and Fuel Savings

Digital DVIRs replaced paper logs and simplified daily compliance.

“Drivers like that they don’t have to keep these books and turn them in every morning or week. We can just pull those reports from Tenna,” Sorenson explained.

Tenna’s detailed reporting also uncovered opportunities to reduce waste.

He continued, “I think the most valuable things for me is the Tenna reports and being able to pull usable hours or if I’m trying to look at why are we using more fuel in these certain months versus others.”

Fuel and utilization data are now part of RP’s monthly financial meetings, where the team uses Tenna insights to inform fleet allocation, rental decisions, and cost savings initiatives.



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Travis Thom, Vice President

RESULTS: MEASURABLE IMPROVEMENTS ACROSS OPERATIONS

Since implementing Tenna, RP Constructors has achieved measurable results across every part of its operation:

- **Improved Visibility:** Faster resource deployment and fewer phone calls to locate assets.
- **Billing Accuracy:** Verified equipment usage and automated reporting reduced disputes and improved cash flow.
- **Insurance Recovery:** Reduced insurance losses and disputes using AI Dash Cam footage.
- **Fuel Efficiency:** Idle time identified and reduced, saving on fuel costs and emissions.
- **Better Driver Performance:** Safer habits, fewer incidents, and better morale through friendly competition.
- **Integration Gains:** Connected data between field, accounting, and project systems eliminated manual entry and improved reporting speed.



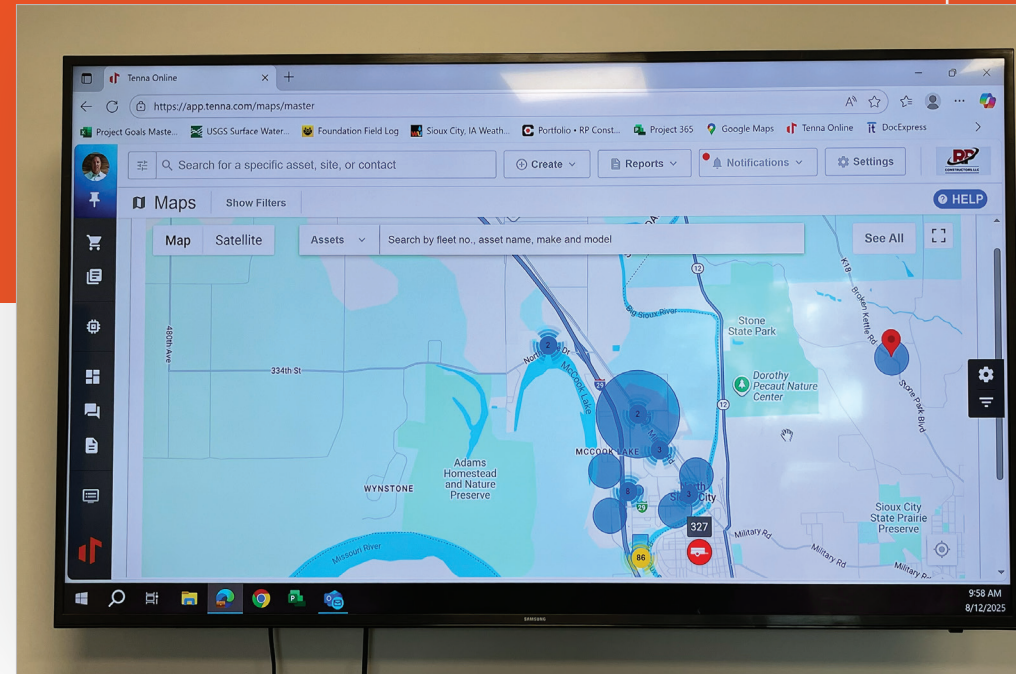
A PARTNERSHIP THAT DRIVES PROGRESS

Beyond the platform itself, RP values Tenna's customer support and ongoing innovation.

"They're constantly improving," Sorenson shared. "I can schedule an appointment and have them come up physically versus just working through emails and phone calls and help chats. But those are all right there and available and that's been really helpful for me."

He continued, "Tenna really helps paint that overall picture literally on a map." RP Constructors doesn't see Tenna as a vendor, but as a partner in business. And as RP continues to grow and plan for the future, it will continue to leverage Tenna to forecast fleet needs, project workloads, and logistics months in advance.

"We believe we're on the leading edge of technology in our world, and we're picking our partners that are also pushing for improvements," said Thom. RP Constructors and Tenna are true partners working together for more efficient construction operations.



"[Tenna is] not our vendor, they're our partner in business."

Travis Thom, Vice President



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