

# Looking Ahead: How Storage Zone Found Their Next- Level Solution in Edge



► Success in self-storage requires both vision and the right tools to support it. Storage Zone embodies this principle, having grown from a single facility in Augusta to a sophisticated 32-location operation spanning Florida, Georgia, and South Carolina. Since their major expansion in 2012-2013, they've built their reputation on operational excellence and an unwavering commitment to innovation.

While successfully managing their portfolio with Sitelink, Storage Zone's forward-thinking leadership team saw an opportunity to explore how Storable could continue to support their next chapter of growth. As a long-time customer, they were intrigued by Edge's platform's potential to enhance their multi-state operation.

## A NATURAL EVOLUTION

“We looked at every self-storage software available in North America,” explains Jeremy from Storage Zone. “What made Edge stand out wasn’t just its modern features—it was seeing how it preserved everything we needed while adding powerful new capabilities. The platform is clearly being developed with operators like us in mind.”

Jeremy Upshaw

► OPERATIONAL SUPPORT DIRECTOR FROM STORAGE ZONE

This thorough evaluation process revealed three key factors that made Edge the clear choice for Storage Zone's future.

## 3 KEY FACTORS

### Industry-Leading Platform

- Modern, intuitive interface that accelerates training
- Real-time updates across locations
- Robust reporting that managers actively engage with
- Enhanced customer communication tools
- Clear development roadmap with regular updates

### Trusted Partnership

- Long-standing relationship with Storable
- Deep understanding of Storage Zone's business needs
- Proven track record of innovation
- Responsive support team
- Commitment to customer success

### Seamless Transition

- Zero disruption to customer experience
- Complete preservation of payment processing relationships
- No data loss during migration
- Expert support from teams familiar with both platforms
- Simplified process within the Storable ecosystem

## THE POWER OF STAYING WITHIN THE ECOSYSTEM

For **Storage Zone**, one of the most compelling advantages was the ability to transition within the Storable environment.

“The seamless nature of the transition really stood out,” Daniel explains. “Our customers’ payment information transferred smoothly, there was no data loss, and the whole process was remarkably painless. If we had gone with another provider, recapturing all those credit cards would have been a huge undertaking.”

Daniel Corp

► V.P. OF STORAGE ZONE SELF STORAGE & BUSINESS CENTERS

## EXCEEDING EXPECTATIONS

What started as an exploration of possibilities quickly revealed concrete benefits:

### Accelerated Training

- New employees master basic operations in just two days
- Experienced staff become proficient after a single hour of training
- Built-in help features dramatically reduce support needs

### Enhanced Operations

- Real-time updates across all locations
- Intuitive interface reduces learning curve
- Robust reporting tools drive better decision-making
- Improved customer communication

“After seeing how well this process went,” Jeremy Upshaw notes, “we’re actively exploring other Storable solutions that could help boost our company’s performance.”

## A PARTNERSHIP FOR GROWTH

### Engaged Management Team

The implementation process highlighted the advantages of working with a trusted partner who deeply understands your business. The Edge team’s expertise ensured:

- Carefully planned implementation
- Comprehensive team training
- Preserved historical data
- Maintained payment processing
- Ongoing support and optimization

“What really impressed us was seeing our managers voluntarily pulling reports and sending them to us,” Daniel Corp shares. “They’re discovering useful insights we didn’t even know were available. That kind of proactive engagement speaks volumes about the platform’s usability.”

## LOOKING AHEAD

With Edge as their foundation, Storage Zone is executing on ambitious expansion plans. They’re moving beyond their southeastern roots to pursue opportunities across all 48 contiguous states, with a particular focus on commercial storage opportunities.

The successful transition has also opened their eyes to other possibilities within the Storable ecosystem.

## READY TO EXPLORE WHAT’S NEXT

If you’re a successful operator curious about how Edge can enhance your operation, you’ll find the perfect combination of innovation and reliability, backed by a proven implementation process that ensures zero disruption to your business.

- Contact us today to learn how Edge can help take your operation to the next level while maintaining all the functionality your business depends on.