

HJC FARMS

From Reactive IT to a Technology Strategy
That Supports Growth



HJC Farms is a road construction company with a clear vision: to grow the business significantly while maintaining operational control and efficiency.

As that growth accelerated, one issue became clear—technology was not aligned with where the business was going.

The Challenge:

Reactive IT in a Growth-Focused Business

Before partnering with Tolar, HJC Farms worked with a local IT provider who handled day-to-day support but lacked a forward-looking approach.

The result was a pattern of reactive issues:

- Infrastructure limitations surfaced after they became a problem
- Server capacity and system performance lagged behind demand
- Technology decisions were made in response to issues, not in anticipation of growth
- Systems were fragmented, limiting visibility and efficiency

For a company actively working toward aggressive growth, this created risk. Technology was not acting as a foundation for scaling—it was becoming a constraint.



“ We were hearing things like, ‘you’re running out of space’ or ‘your systems can’t keep up.’ It wasn’t planned—it was reactive. ”

– Marco Giron, VP of HR & Safety

The Shift:

Aligning Technology to the Business

HJC Farms made the decision to move to Tolar with a different expectation: **Technology should support where the business is going—not react to where it's been.**

This meant:

- Investing at a higher level to support long-term outcomes
- Moving from basic support to a consulting-led relationship
- Aligning systems, data, and infrastructure with the company's growth plans

The goal was not just better IT — **it was better execution of the business itself.**



What Tolar Did Differently

Tolar approached the relationship as a strategic partner, not just a support provider.

Instead of waiting for issues, Tolar focused on:

- Proactive planning aligned to business growth
- Consolidating systems into a unified environment
- Improving how data is accessed and used across the company
- Supporting workflows between field operations and the office
- Engaging directly in how the business operates—not just the technology behind it

This reflects Tolar's core approach: guiding businesses to success through the implementation of tailored technology.

The Outcomes:

From Delayed Information → Immediate Access

Previously, retrieving historical data or project information often required multiple people and significant time.

Now, information is centralized and accessible across the organization.

This shift has enabled:

- Faster decision-making
- Reduced duplication of work
- Greater confidence in operational data

“ What used to take weeks is now done in moments. We’re not guessing anymore. ”

— Marco Giron



From Field Delays → Real-Time Communication

Before, field teams often had to:

- Return to the office
- Wait to submit paperwork
- Delay communication until the end of the week

Now, workflows are digital and immediate.

- Field teams submit information in real time
- Office teams can respond the same day
- Issues are addressed while work is still in progress

For a construction company, this directly impacts productivity and job continuity.

“ We’re not waiting until the end of the week. We can respond the same day and keep work moving. ”

— Marco Giron

From Reactive Spending → Planned Investment

Under the previous provider, infrastructure needs often surfaced late, creating urgency and unplanned costs.

With Tolar, technology is planned:

- Upgrades are anticipated, not reactive
- Investments are aligned with growth
- Leadership has visibility into what's coming

This shift provides stability and supports long-term decision-making.

“ We knew well in advance what needed to happen. There haven't been surprises. ”

— Marco Giron



From Limited Insight → Better Business Decisions

With centralized systems and improved access to data, HJC Farms is operating with stronger visibility.

They can now:

- Retrieve historical job data quickly
- Use better information when planning work
- Move faster when evaluating opportunities

Technology is no longer just supporting operations—it's contributing to how the business competes.

“ We're able to use better information and move faster. That helps us be more competitive. ”

— Marco Giron

A Different Kind of IT Partner

One of the biggest differences for HJC Farms has been how Tolar engages. The previous experience was transactional—focused on fixing issues.

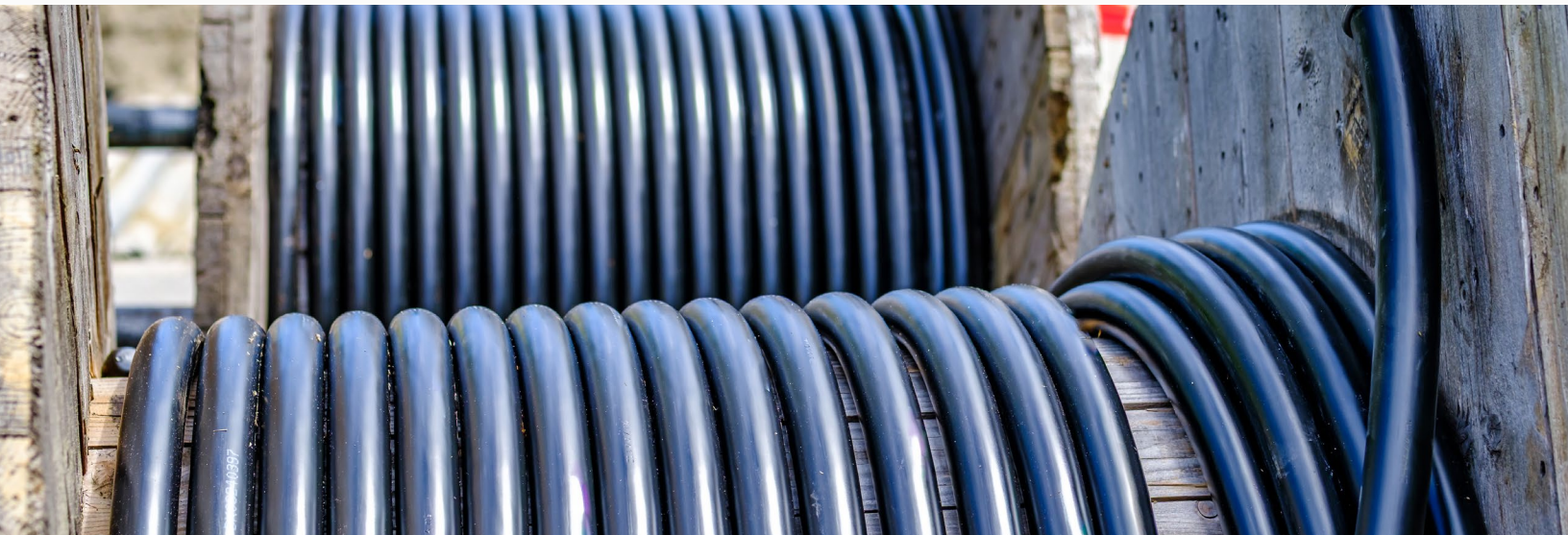
Tolar operates differently:

- Brings recommendations proactively
- Provides education on what's coming next
- Engages in business processes, not just systems

This approach aligns technology with the company's long-term direction, not just its current needs.

“ Tolar brings things to us that we're not even thinking about. ”

— Marco Giron



High-Touch Support Without Feeling Like a Large Provider

Tolar delivers a level of responsiveness and support that feels personal and embedded. Despite supporting many clients, the experience remains high-touch. HJC Farms interacts with a consistent team that understands their business, creating continuity and trust.

“ The speed at which you respond feels like we're one of just a few clients. ”

— Marco Giron



The Result

HJC Farms now operates with a technology strategy aligned to its growth goals.

- Systems support the pace of the business
- Data is accessible and usable
- Communication flows between field and office
- Technology decisions are planned, not reactive

Most importantly, technology now supports execution instead of slowing it down.

Final Thought

When asked what he would say to another construction company:

“ If you’re looking for an IT provider, or need a better one, call Tolar. It’s only going to make you better. ”

– Marco Giron

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