

CASE STUDY

How Garner Minerals Scales Smarter with MineralWare

For more than four decades, James Garner has been a fixture in the U.S. mineral and land management space. Starting as a field landman, Garner transitioned to managing client mineral portfolios and ultimately built Garner Minerals, a small, family-owned firm that now owns over 500 mineral properties in eight states.

With deep expertise but limited back-office resources, Garner faced a growing challenge: how to run a lean operation, manage increasing acquisition activity, and bring modern efficiency to a traditionally manual and fragmented business.

As a solo operator, Garner was juggling spreadsheets, PDFs, mineral data sites, and an array of point solutions that lacked integration. Although he had attempted to build a proprietary system, he quickly found that the level of customization required was beyond what off-the-shelf software or third-party developers could handle.

“We went through an extensive review process,” Garner said. “Most platforms either didn’t last, couldn’t scale beyond one state, or couldn’t understand the complexity of our needs. We even considered building our own, but no one could keep up with what we were trying to do.”

Adding to the complexity, Garner also supports other mineral owners with best practices and resources. With increased demand for his time and more data to process, it became clear that a more efficient system was needed. Garner discovered SS&C MineralWare three years ago after exhaustively testing competing tools and quickly found the solution that fit his needs, both functionally and financially. From automating revenue processing to digitizing hardcopy check stubs, MineralWare helped streamline and centralize every part of Garner Minerals’ operations.

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— James Garner, Founder

Profile

Client: Garner Minerals

Location: Multi-state

Description: Single-family office that actively buys new properties.

Assets Managed: 500 properties; 400+ wells

Implementation Date: 2021

Background

- Family-owned mineral and land management firm that manages over 500 properties in eight states.
- Needed adaptable back-office support that could understand their operations and transition manual workflows into automated processes.
- Required a mineral management platform to simplify and unify daily tasks, allowing their team to focus more on serving additional mineral owners.

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The responsiveness of the MineralWare team has also been a standout for Garner, who noted a major project that was turned around in just two days – a process that he estimates would have taken other vendors 30–45 days and would have incurred significant upfront fees.

By adopting MineralWare, Garner Minerals now operates with the confidence and efficiency of a much larger shop without the overhead. The platform has enabled

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Garner to compete more aggressively in acquisitions by managing backend costs and having data at his fingertips, as well as operating digitally for both day-to-day tasks and long-term records, shifting from paper-based to scalable, searchable systems.

"MineralWare costs less than the big players and delivers more value. The transition of PDFs into actionable data, without charging per item, has been a valuable benefit and key to our ability to operate efficiently," said Garner. As MineralWare continues to evolve its offerings, including improvements to mapping, visualization, and integration, Garner sees the platform becoming even more essential, particularly for smaller mineral owners who can't afford expensive enterprise systems.

"Once you learn the system, it changes how you think about managing your properties. MineralWare's new iteration is a major leap forward," he added. "I'm typically pretty critical of vendors. However, MineralWare passes the test."

Benefits

- + Automates document ingestion and digital management for improved efficiency and scalability.
- + Delivers visual clarity and insight with color-coded mapping and drill-down reporting to understand asset performance across the portfolio.
- + Achieves speed and reliability with fast turnaround times on large, complex projects.

To learn more about Garner Minerals, please visit their website at garner-minerals.com.

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