

Telematics Return on Investment

The Human Factor

Overview

Telematics solutions provide real-time vehicle information to fleet managers, dispatchers, and senior management. Deploying a telematics solution can provide enormous organizational benefits, including improved productivity, higher customer satisfaction, and management visibility into all aspects of their fleet operations.

Webtech Wireless has created a white paper on Telematics Return on Investment: The Human Factor. In this white paper, we quantify some of the specific cost reductions and productivity improvements of purchasing, training, and deploying a telematics solution. The information in this paper has been gathered from numerous public sources as well as from interviews and case studies of customers of Webtech Wireless' Quadrant solution. We will show how an organization can gain returns for their investment in telematics.

This white paper provides information arranged in the following areas:

Strategic Business Benefit: Some of the biggest return-on-investment benefits come from focusing on how telematics can help you realize your business goals. We will show examples of how businesses can benefit from improving customer service, reducing time to deliver, eliminating delays, and increasing revenue.

“To realize the full benefits, telematics must be seen as a complete fleet solution.” Kevin Bookey, Transportation Manager, National Foods

Idling and Fuel Savings: Many fleet managers start looking here for their initial cost savings. Telematics can help improve overall fleet fuel efficiency, but only by using information from solutions such as Quadrant to create changes in driver behavior. Fuel savings of 10, 20, or even 25% are possible.

“Compared to their pre-course measures, the trained group reduced fuel consumption by an average of 27%.” Effectiveness of an EcoDrive Course for Heavy Vehicle Drivers, Institute of Transport Studies, Monash University, 2008

Fleet Performance: Many of our customers have realized their biggest returns by improving their overall fleet performance, carrying the same loads with fewer trucks and drivers. Getting dispatchers and drivers off the phone can lead to immediate savings. Using Quadrant's mapping and route tracing features gives fleet managers visibility into actual fleet operations, opening up the potential to reduce route time and eliminate unnecessary stopping times.

"Before Quadrant, drivers were waiting up to an hour to be dispatched." Jim Barr, Business Manager, CP Rail

Regulatory Environment: Complying with the regulatory environment is both costly and risky. An automated telematics solution for Hours of Service and fuel tax reporting eliminates many costs and dramatically reduces the risk of compliance. When these functions are fully automated, it is feasible for a company to realize savings of hundreds of thousands of dollars a year.

"In addition to the business benefits, our drivers get to go home and see their spouses and kids." Steve Gaston, Information Services Manager, Sierra Pacific Industries

Telematics Adoption: Our natural human avoidance of change often holds back the benefits of a telematics solution. We describe common methods that companies have implemented to ensure their telematics deployments gain high levels of adoption. We also show how using human competition can compel driver behavior changes, leading up to as much as 29% improved fuel economy.

"Collings Travel in two years has achieved 29% savings on diesel fuel." Collins Travel EcoDriving Case Study

Risk Reduction: Managing a fleet is a challenge. While there are many risks involved, they can be managed with the help of a solution such as Quadrant. This includes lowering your insurance costs, reducing your accident rate, and protecting your brand reputation while providing senior management with peace of mind.

"Quadrant gives us, any of us on the management team, a whole lot of peace of mind." Kevin Bookey, Transportation Manager, National Foods

Repeatedly our research and customers have told us that gaining strategic, revenue, and cost advantage from telematics is a human problem, not a technical one. Each section of our Telematics Return on Investment white paper provides examples of the human factor at work.

For a complete copy of the white paper, please contact sales@webtechwireless.com.