



## With Networkfleet®, Affiliated Transportation Saved More Than \$6K in the First 30 Days

### Summary

When Affiliated Transportation owners decided to test Networkfleet wireless fleet management system on a single vehicle, they expected to gain better control over their operation and save money on fuel costs. What they didn't expect was a \$6,600 savings in repair costs in the first month – which was enough to pay for their entire fleet to be outfitted with the system.

### Problem

Indianapolis-based Affiliated Transportation is a limousine company specializing in airport transportation services as well as weddings and other special events. Owned by Larry Roberson, Managing Partner and Angela Windell, CFO, the company has been in business for more than six years, with most of its business being hourly contract work for corporations and individuals.

In investigating wireless fleet management technology, the company's initial goals were to better serve its clientele while also reducing fuel costs.

"We wanted to give our administrative and dispatch staff more up-to-the-minute information about the location of our vehicles and chauffeurs," said Roberson, who specializes in the customer service, sales and operations side of the business. "Another priority was to control operating costs by reducing idle time and monitoring the speed of our drivers."

### Solution

The partners decided to try out Networkfleet wireless fleet management system, which combines patented remote diagnostic monitoring with GPS-based location technology. The system reads near real-time diagnostic information directly from the vehicle's engine and transmits it wirelessly. Fleet managers log on to a secure Web page to continuously monitor fuel consumption, idle time, exact speed and emissions status for all vehicles in order to make appropriate adjustments.

After a personal onsite demo of the system, Affiliated Transportation implemented Networkfleet on a single vehicle as a "test case." The company knew it would benefit from the GPS-based Automatic Vehicle Location (AVL) capability of Networkfleet. What the owners didn't expect was the immediate cost savings they would reap during the first month of use.

### Results

Roberson said it best. "About a month after installing the Networkfleet unit in the trial vehicle, we received an alert that there was a serious malfunction in the vehicle's transmission. We took the vehicle to our service people and found that if we had waited, the vehicle would have sustained major transmission damage costing some \$6,600 to rebuild. At that point I realized we had made the right decision to install the system."

Shortly thereafter, Affiliated Transportation installed Networkfleet in all of its vehicles. In addition to diagnostic monitoring, the company now has a way to help drivers who can't find an address. If a driver is lost, Networkfleet can produce overlay maps of the driver's current location and destination to pinpoint their exact location and find the fastest way to get back on track. Additionally, customer service staff can tell customers how far away a driver is, and dispatchers can more efficiently determine where to dispatch drivers.

Networkfleet helps Affiliated Transportation increase operating efficiency in a number of ways by reporting on idle time, odd-hour usage, fuel usage, speed and other data. "We do a lot of hourly charters, and drivers were in the habit of waiting for their customers with the engine running," said Roberson. "Networkfleet reports have enabled us to significantly reduce idle time and help our drivers maintain a maximum speed of 60 miles per hour – both of which have reduced our fuel usage and costs."

Roberson continued, "Networkfleet even tells us if there's a recall we should know about. It is a brain inside the brain of the car that communicates with us via the computer. Thanks to Networkfleet we are driving down our costs despite today's difficult economic times."

**For more information on Networkfleet visit [networkfleet.com](http://networkfleet.com) or call 858.410.5778.**

### Results

- *Decreased fuel usage 8% by reducing idle time during stopovers.*
- *Reduced driving speed to save fuel.*
- *Saved enough money in repair costs during the first 30 days to outfit their entire fleet of 9 vehicles with Networkfleet.*
- *Improved dispatch so that time-sensitive requests from customers can be handled more efficiently.*
- *Improved driver scheduling and overall customer service.*