



Fast Payback Convinces VoicePro/The Sater Group to Bring Networkfleet's Benefits to Its Own Customers

Summary

Shortly after implementing Networkfleet's wireless fleet management technology, Mike Stock, President and CEO of VoicePro/The Sater Group, realized he had discovered a product too good not to share with others. Today, his company is reaping the cost-saving benefits of Networkfleet while also reselling the technology to its own customers who have fleet management challenges.

Problem

VoicePro/The Sater Group is a St. Louis leader in telecommunications and IT services. The recently merged companies specialize in business telephone systems, call processing with unified messaging, voice over IP (VoIP), disaster recovery, and other managed technology services.

When Mike Stock decided to try Networkfleet's wireless fleet management technology based on a recommendation at an industry seminar, he had no idea how much he needed the system. "As a growing telecommunications and IT service provider with a fleet of eight Astro Vans, I knew we could benefit from GPS tracking, in general," Stock said. "But I had no idea of the cost savings it would provide."

According to Stock, the "Aha!" moment came when he received the first set of reports from Networkfleet. "Out of a 40-hour work week, each vehicle, on average, was in idle mode eight of those hours. In other words, our vehicles idled 20% of their total operating time!"

Solution

Idle time is just one of more than 20 reports provided by Networkfleet's wireless fleet management system. With Networkfleet, VoicePro/The Sater Group can view real-time vehicle location, identify unproductive time, and analyze routes to maximize job efficiency. Among other benefits, Networkfleet helps monitor cost factors such as fuel use, stops/starts, and miles per gallon. It can also be used to verify labor charges, document the duration of service calls, and provide incentives to drivers who follow prescribed driving guidelines.

Results

"We tackled the idling problem immediately," said Stock. "By designating idle time as one of our Key Performance Indicators (KPIs), we've reduced idling from eight hours per week per vehicle to just one hour."

For example, the average fuel consumption for a Chevy Astro Van operating at normal idle speed of 800 -1,000 rpm is .48 gallons per hour. (Heavier vehicles can use up to 1 gallon per hour during idling.) A reduction of seven hours per week in idling time for all eight vehicles equates to a fuel savings of 26.9 gallons per week. At an average of \$2.50 per gallon, VoicePro/The Sater Group saves almost \$3,500 per year with Networkfleet.

"Networkfleet nearly paid for itself by reducing fuel costs related to idling times," said Stock, "but that wasn't the end of our savings and benefits." When Stock checked with various insurance carriers, he negotiated for a discount that saves, on average, \$300 per year per vehicle – for an additional \$2,400 annual savings.

In addition to GPS tracking, Networkfleet devices connect to the engine's onboard diagnostic system, enabling real-time engine diagnostics, maintenance scheduling and engine alert capabilities. "Networkfleet's diagnostic data keeps our vehicles running and prevents them from ending up in the shop unexpectedly for long periods of time," Stock explained.

Networkfleet also proved invaluable when a company van recently rear-ended another car. The attorney for the motorist claimed when the van driver stopped, it created an impact strong enough to cause severe physical pain and damage to his client. Undaunted, Stock simply sent him data from Networkfleet showing the van had come to a stop before rolling into the car at a speed of 5 or 6 miles per hour. "Once we sent the attorney the Networkfleet report, we never heard from him again," said Stock.

Not long after, Mike Stock and Chris Sater, the former CEO of The Sater Group who is now in charge of operations and fleet management, came to a decision. "A lot of our IT customers have large fleets," said Stock. "We realized we could do them a favor and also increase revenue by becoming a Networkfleet reseller."

With one Networkfleet sale and implementation already under his belt, Stock believes there is a huge market for the benefits that Networkfleet provides. "We're pleased to be able to spread the word because we know the product, and we've seen the results firsthand."

For more information on Networkfleet visit networkfleet.com or call 858.410.5778.

Results

Networkfleet has helped VoicePro/The Sater Group:

- Reduce idle time, saving \$3,500 per year
- Lower insurance costs, saving \$2,400 per year
- Minimize vehicle down time by automating the maintenance schedule and receiving engine alerts before a problem worsens
- Exonerate a driver from a potential lawsuit by proving speed data
- Obtain a new revenue stream by becoming a Networkfleet reseller