



CUSTOMERS IDENTIFIES SOLO BENEFITS

Reduce wear and tear caused by bad driving habits

Richards Bay Minerals

James Behrmann

"The difference after installing C-track has been remarkable, with benefits that include cost savings on wear-and-tear and improved standards of driving and safety".

SAPS, Westville

Superintendent Singh

"The drivers are more aware, especially with regard to issues like speed limits – so while we enforce the law we also try and obey it. There are also significant cost-savings on fuel consumption, wear-and-tear and tyre replacement, which were usually a direct result of reckless driving in the past".

Reduce unauthorised vehicle use

Maxiprest

Johann Nothnagel

"The effects are dramatic, seeing reductions in abuse of vehicles and the natural cost savings on fuel and maintenance".

Elimco

Michael Hindle

"Our drivers do not perceive C-track as a Big Brother scenario (after all, we all share in profits), but it is interesting to note that there has been less abuse of privileges, such as private mileage, since the system was installed".

Improve operational productivity and asset utilisation

Sentinel Transport

Wessel Lourens

"Ultimately the productivity of vehicles has increased tenfold and this would not have been so easily achieved without the help of DigiCore and their outstanding product".

Stamford Sales

Mike Hilligan

"In the first month of installation, we saved R20 000 on our fuel bill. Productivity has increased and downtime spent waiting at customers has decreased dramatically".

Ferobrake Epping

Siegfried Morgenrood

"Business for Ferobrake Epping has certainly improved since the C-track installation. Our staff are now 100% productive, which has brought new business into our arena".

Greater vehicle availability

Maxiprest

Johann Nothnagel

"Customers are satisfied with our improved efficiency and because we have better control of our vehicles, our response time is better than average. We are also able to inform customers of the time our vehicles spend on site, so in return they also benefit from C-track".

Reduce accident risk

Maxiprest

Johann Nothnagel

"We can tell how fast our vehicle was travelling and more importantly at what point braking began. This provides us with concrete facts about whether the driver reacted accordingly, without having to measure things like tyre marks on the road or by using witness reports as evidence".

Improves safety by eliminating reckless driving

Alex Carriers

Nicolette Crozier

"Looking after this fleet is a task and a half, but perhaps the best reward is seeing the advantages from cost-saving to lifesaving that satisfy the most".

Richards Bay Minerals

James Behrmann

"Furthermore, the drivers understand that they are being monitored and even a five percent improved awareness contributes to the overall increased safety standards."

Reduce fraudulent overtime claims

Monterama

Charl Opperman

"We are also able to monitor clock time and know when the driver makes unscheduled stops. All of this has resulted in a consistent 25% saving for the company".

Mainka, Germany

Ulrich Hommen

"As a result of C-track our overtime-working hours have been reduced dramatically. Just in our office, we're saving two to three days per month in data-processing alone".

Increases vehicle life span

Alex Carriers

Nicolette Crozier

"Prolonging the life of the vehicle is important. Fuel savings are also evident especially as idling time has been cut down and over-revving minimised".

Identifies drivers who need training, foundation of incentive programme

Tanker Services

Dirk de Groot

"Operationally speaking, C-track works really well for us. It enables us to check on our drivers and encourage them to perform at their peak. We send our drivers to a private company for scoring and at the moment our rating is 97%. We would not have been able to achieve this without the C-track system".

Sentinel Transport

Wessel Lourens

"The drivers know that with C-track we can keep a sharp eye on the activities of the trucks. Not only has their driving improved because of this, but they also feel reassured that if something were to go wrong, for instance a hijacking, we would be able to help them".

Allows for almost unlimited expansion and customisation

Thames Water, London, UK

Carl Leadbeater

“Until now, we have been unable to monitor separate teams rather than our whole workforce – so this new technology will be a big step forward. As well as reducing fuel consumption, it will, in many cases, help us to reach locations faster, with obvious benefits for customer service”.

Mainka, Germany
Ulrich Hommen

“What was exceptionally important to us was the incredible flexibility that the C-track software offers.”

SAPS, Westville
Superintendent Singh

“With C-track, we have been able to measure and implement effective patrol routes in very little time. As one area becomes less active in crime, we intensify our patrol vehicles in another area”.

Improved customer service & time management

Tanker Services
Richard Coetzer

“C-track is an integral part of this process and enables Tanker Services to provide their customers with accurate information and statistics on their deliveries”.

Elimco
Michael Hindle

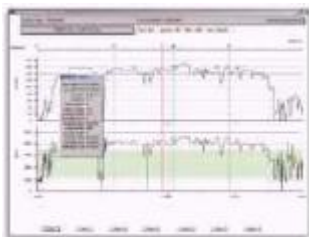
“Best of all, these cost savings can be passed on to existing and potential customers, giving us a more competitive edge”.

Industrial



Reinhardt Transport
Driver's best friend

According to Reinhardt Transport MD Derick Reinhardt, it is virtually impossible to manage a vehicle fleet without some kind of advanced management system. It is thus the company opted for DigiCore's C-track system.



Fleet controller Banie de Lange says a major benefit of the system is that it has allowed routing and scheduling operations to be optimised. “All vehicles in the fleet are now running on the most cost effective routes. Further to this, we can now provide our clients with very accurate ETA's as well as notify them of any unforeseen delays.”

And here is some real heartening news. De Lange says Reinhardt Transport is reaping significant benefits in the area of driver management.

“Our drivers immediately acknowledged the advantages being derived from the system and the company had very few problems in getting them to accept and support the concept,” says De Lange.



Expanding on this, he says the drivers report that they feel a lot safer since the installation of the tracking system as they are aware that should the vehicle be stolen or hijacked, it can be tracked and recovered - hopefully without them coming to any harm.

In addition to this," De Lange says, "should the vehicle be involved in an accident, it is possible to determine whether or not the driver was at fault – either through dangerous driving or speeding. They like this as they are generally the first to be blamed if anything untoward occurs." Needless to say, De Lange reports that accidents and traffic violations have decreased dramatically since C-track was installed.

"Another benefit which helps the drivers is that we can check where hold ups and delays occur. If the driver has to wait in a queue for any length of time, this is highlighted and we can then negotiate with clients to find ways of avoiding this in future."

One of the early day problems of fitting fleet management systems to vehicles was that drivers saw such systems more as policemen than driver aids. Given the response of these drivers, it seems that just as such systems have come of age in the minds of the fleet operator, so too have they come of age in the eyes of the drivers. That's got to be a significant and vital breakthrough.

Heavy Transport



Better Service, Better Products

Security was one of the main items on the agenda when Cape Town-based Xinerjistix MD Johan Le Roux made the decision to fit the DigiCore C-track system to the company's fleet.

"Due to the high risk factors involved in the road transport industry we decided that a high-tech fleet management system is of the essence for our company," Le Roux reflects. "We need up to the minute information as to where our vehicles are and what they are up to."

He adds that the choice of DigiCore as the supplier was a matter of course: "DigiCore is considered to be a well-established company with years of experience in the fleet management industry. We also expect DigiCore to remain at the forefront of technological innovation."



Le Roux comments that as with most information systems, one often scratches the surface of what is available: "Our biggest challenge is to use the system to its full potential. We are, however, satisfied that vehicles can now be monitored on specific routes and that the control of speed limitations can be enforced. We can also monitor vehicle and driver movement for security and performance measurement purposes.

” Le Roux says control and management of speed limitations has brought a definite improvement in the fuel consumption as well as the efficiency of the drivers.

“Monitoring the drivers’ movement and progress has definitely seen productivity and turnover improved. Drivers are aware of the fact that they are monitored on a 24 hourly basis, but have also realised it has been to their advantage. Le Roux says drivers were initially suspicious about the system’s ability to monitor and trace locality. Certain drivers even tried to dispute the accuracy of the system.

“Both personnel and drivers have come to recognise and welcome the benefits of this system due to the fact that it can instantaneously track any vehicle’s position and the drivers feel more relaxed and secure because they feel that they are kept under surveillance and subject to a close guarded eye with the 24 hourly monitoring of the vehicles.” Le Roux says while fleet size has not been directly affected, the company has been able to avoid expansion of the fleet due to better utilisation of existing vehicles. As far as improving customer service is concerned we have better information available to advise clients on progress and ETA’s. Service to our clients has improved considerably because personnel are continuously monitoring the vehicles’ position on a 24-hour basis and thus our clients can be given informed and well calculated information at all times.



Like the other fleet operators approached in this report Le Roux says the service to our clients has improved considerably because personnel are continuously monitoring the vehicles’ position on a 24 hour basis - thus our clients are given informed, well calculated information at all times. The company’s relationship with DigiCore has been cemented through regular contact and support with dedicated sales and support staff. “These relationships,” he says, “have proven to be critical for our success.

“Our usage of DigiCore’s product was never intended to be a comprehensive fleet management system. Our requirement was one of monitoring while out-of-depot and added security.

“However because DigiCore supply training to our personnel on a regular and continuous basis it has been found that the system cannot operate by itself, but that it should be used to its maximum potential to enable it to be of real effect. It is thus not an anti-hijack or a recovery system but rather a comprehensive fleet management tool.

Commenting on the overall performance of the C-track system Le Roux says: “C-track is a fleet management system that should be utilised by the clients to its fullest potential and to the best benefit of the clients. “Faulty operations can only be recognised if the system is utilised to its fullest potential. If and when this system is utilised to its maximum potential it will ensure great cost saving for any company. “We have been encouraged by DigiCore’s response to our suggestions and recommendations for improvements to the system. This joint-venture approach benefits both parties.

“Of course these systems are not foolproof or tamper-proof. Hi-jacking syndicates are becoming increasingly sophisticated and the ability of this system to continue providing management information is constantly under threat. “It is therefore important that DigiCore continuously develops its products in line with its clients’ exposure, experience and requirements.”

Distribution



Value Logistics Bottom line is up

Once again improved control and management of vehicles and drivers as a result of DigiCore’s Co-Driver and C-track management systems have realised significant increments to a major trucking company’s bottom line.

This time the company is none other than logistics luminary Value Logistics. Deputy CEO Danie Marais reports that as a direct result of fitting Co-Driver or C-track systems into the company's truck fleet driver efficiency has improved dramatically: "Accidents are down, fuel consumption is down, maintenance costs are down and all round productivity is up," he says matter-of-factly. "It is as simple and direct as that."

Marais says a further added benefit is that Value Logistics has improved trip times and the quality of service they are able to offer their customers: "Through the C-track system we are now able to instantly advise our clients of any delays or changes that may effect their expected delivery or dispatch schedules. This ability to communicate on a real time basis is a boon for all sides."

A boon it must be. Value Logistics have fitted either the C-track or Co-Driver system to around 2000 of the company's trucks. If this is not a real sign of faith and commitment in a single company's products then there is no such thing.

"We like DigiCore," Marais maintains. "They are good bunch of guys to work with. They listen to your needs and then deliver what you want. We have been dealing with them for between eight and nine years and we certainly cannot complain."