

Use Case – how to make a \$4M price increase disappear

Service companies with a fleet of 200 cars and an average fuel consumption of 6 litre/100km in 2007 could have expected an annual fuel bill of \$9.1 million Canadian Dollars (CAD). Today, based on fuel prices in early 2011, that bill would come to \$13.6 million, a rise of well over \$4 million or nearly 50% in only four years.

As a hypothetical example: a fleet service business performs five jobs per day at an average invoice value of \$250 per job. Based on a conservative productivity increase of 10% from a new mobility solution (TaskMaster customers typically experience an average of a 25% increase) each service technician could increase their earnings by an average of \$125 per day. Over a 12-month period, this would equate to incremental earnings of \$4 million, offsetting incremental fuel costs and achieving extra profit.

Additional profit from improved service dispatch and management can be supplemented by fuel savings achieved through route optimization. By applying a conservative 10% savings in fuel – gained by reducing the number of customer re-visits, journeys to and from depots, improved allocation of work, and GPS Navigation-aided route optimization – a further \$1.36 million in fuel costs can be saved.

TaskMaster drives savings

With the intelligent application of an effective, customer-specific mobile strategy, any organization operating a fleet of vehicles can minimize the impact of rising fuel prices. TBS Enterprise Mobility offers TaskMaster: a robust and flexible platform with a range of features to facilitate the monitoring of vehicles and drivers.

TaskMaster contains integrated GPS and route optimization features, in addition to Personnel Safety Locator to protect remote workers, and RFID technologies for asset management tracking. A fully configurable design means implementations are tailored to cater for the needs of individual businesses.

To find out how your business can benefit, please get in touch.

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