



# VoicePro Inc. REVS UP FLEET PERFORMANCE WITH NETWORKFLEET

*“My ‘Aha!’ moment came when I received the first set of reports from Networkfleet. I looked at the Idle Time report and saw that each vehicle was averaging eight hours of idle time per 40-hour week. That’s 20% of their total operating time.”*

Mike Stock  
VoicePro President and CEO

## WITH NETWORKFLEET VOICEPRO:

- Reduced fleet idle time
- Lowered insurance costs
- Decreased vehicle down time
- Automated maintenance scheduling

From serving new customers to marketing unique products and meeting shareholder expectations, growing businesses face a number of challenges. For telecommunications provider VoicePro, the high cost of fleet management was hindering cash flow and impeding further growth. By using Verizon Networkfleet to monitor fleet performance, the company discovered ways to reduce wasteful driving practices while increasing cost savings.

### HIGH COSTS PUT THE BRAKES ON CASH FLOW

VoicePro provides telecommunications and IT services to the greater St. Louis area. A budding enterprise with eight service vans, the company struggled to control high operational costs that were choking its cash flow and limiting growth opportunities. To break through this bottleneck, Mike Stock, company president and CEO, installed Networkfleet on his fleet of vehicles to help rein in soaring fuel, maintenance, and repair costs.

### “AHA!” MOMENT LEADS TO BIG SAVINGS

With a background in technology, Stock knew that GPS tracking would deliver many fleet management benefits, including real-time vehicle location, engine diagnostic codes, and route analysis to maximize job efficiency. But after testing Networkfleet, Stock realized he had greatly underestimated the cost savings it would provide.

### GOOD FOR THE BUSINESS, GOOD FOR ITS CLIENTS

The fuel cost savings alone nearly recouped VoicePro’s investment in Networkfleet, but that was just the beginning.

Using Networkfleet data, Stock also negotiated a discount in fleet insurance premiums that will generate additional annual savings.

Meanwhile, the company regularly uses Networkfleet data to verify labor charges, document the duration of service calls, and provide incentives to drivers who follow prescribed driving guidelines. The system’s onboard engine diagnostics have reduced vehicle downtime by facilitating more efficient maintenance scheduling. And, by documenting the speed of its vehicle at the time of an accident, Networkfleet even resulted in a dropped personal injury claim against VoicePro.

“Networkfleet has generated across-the-board savings for our fleet,” says company president and CEO Mike Stock, “and we’re confident it can do the same for our clients as well.”

### READY TO GET STARTED?

To find out how you can benefit from Networkfleet, contact your account manager or visit [networkfleet.com](http://networkfleet.com).

## CONTACT US

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