



Triple 'S' Services Uses Networkfleet® to Recover Stolen Vehicle, Reduce Insurance Rates, and Eliminate Unauthorized Vehicle Usage

Summary

During the first ten days of using Networkfleet, Triple 'S' Services thwarted a truck thief and received an immediate discount on insurance. This wireless fleet management solution has also reduced labor and fuel costs and eliminated the use of vehicles for non-business purposes.

Problem

Triple 'S' Services, Inc., is an environmentally conscious organization located in Manassas, Virginia. In business for 27 years, Triple 'S' began as a pest control company, but now also offers home improvement and landscaping services. After a recent spike in operating costs, Triple 'S' owner Tony Sfreddo asked the technology consultants at Falcon Communications Solutions, Inc. to identify ways to improve productivity, track vehicle use, and lower fuel and labor costs.

Solution

Falcon Communications recommended the installation of Networkfleet, a wireless fleet management system, on 30 vehicles in the Triple 'S' Services' pest management fleet. In addition to providing continual vehicle location information, Networkfleet monitors and transmits data relating to vehicle operations, including stops, run-time, idle time, mileage, and engine problems. Using wireless technology similar to a cell phone, this information is automatically uploaded every two minutes to a remote database. Designated Triple 'S' Services employees log in to a secure Web page to view vehicle information and are automatically emailed pertinent scheduled reports.

Although Falcon Communications reps were confident that Networkfleet would have a positive impact on Triple 'S' Services' bottom line, no one predicted the added benefit that resulted. Within ten days of implementation, Networkfleet proved it had even more might than expected.

Results

"One of our technicians arrived one morning and found the vehicle he was supposed to be driving was missing," said Sfreddo. "He contacted me, and we immediately logged in to Networkfleet."

Within minutes, they knew the exact time the truck had been stolen and located it parked in a nearby neighborhood. When the thief drove away with the truck, the employees and police were able to track his route using Networkfleet's GPS location.

The recovered truck had been stripped of company logos and specialized equipment, but it was basically in good condition. When Sfreddo notified his insurance company about the incident, they immediately applied a three percent discount, a savings of approximately \$4,000 per year.

Triple 'S' was also able to assist the police. Using Networkfleet's vehicle history reporting capabilities, Sfreddo printed out details of where the vehicle had been from the time it left the lot until it was recovered. The benefits continued beyond that specific instance, however.

"It was great to recover that vehicle, but our biggest savings has been in labor," explained Sfreddo. "Networkfleet records the start and stop times of each vehicle. It has significantly improved the accuracy of timesheets, reduced idle time and entirely eliminated inappropriate use of vehicles. A few of our drivers have gone from an average of 48 hours per week to 40. Eight hours reduction per week multiplied by 52 weeks represents a considerable savings – nearly \$9,000 per driver per year."

Results

- Recovered a stolen vehicle worth more than \$20,000.
- Reduced insurance costs annually by \$4,000.
- Reduced labor costs by being able to verify timesheets.
- Identified drivers who let vehicles idle for an unacceptable amount of time.
- Set up more efficient routes and track locations of drivers.
- Eliminated use of vehicles for non-business purposes.