



Networkfleet® Empowers Washington County Emergency Medical Services to Cut Costs by \$5K Annually without Sacrificing Fast Response

Summary

In the field of emergency medical services (EMS), efficiency and performance directly impact the safety and well-being of residents. Networkfleet empowers Washington County EMS professionals to deliver the very best service while also reducing fuel and repair costs.

Problem

Serving approximately 21,000 residents spread across 391,000 acres, Washington County EMS is a high performance organization that operates in a region of Florida that has a disproportionate share of natural disasters.

Response time isn't an issue for this group of 47 professional emergency medical technicians (EMT) and paramedics who drive a fleet of five emergency response trucks and ambulances. But in late 2009, Randy Truette, Director of Ambulance Services for Washington County EMS, grew concerned about rising fuel and repair costs of the heavily-used EMS vehicles.

"These vehicles take a lot of abuse because of the urgent nature of our business. We were replacing brakes every five months," said Truette. "We needed to lessen the wear-and-tear on our vehicles and gain more control over maintenance."

Solution

Truette researched fleet management solutions for about six months and ultimately narrowed his list of solutions to eight companies. After talking to a sales representative from each GPS fleet tracking provider, he chose Networkfleet.

"Service and support after sales was a top priority," Truette explained. "Networkfleet was one of the only vendors with a local presence, and their monthly costs after the sale were very competitive for the services they offered. Other vendors with similar costs didn't have diagnostic monitoring or roadside service. It was an easy decision."

Networkfleet combines reliable GPS fleet tracking with an easy-to-use, intuitive online fleet management system. The Networkfleet devices installed in each vehicle are rugged, automotive-grade devices with a simple, one-plug installation. Backed by Networkfleet's full service and support, the wireless system provides vehicle telematics, GPS tracking, engine diagnostics, and complimentary 24x7x365 roadside assistance.

Results

First Communications Inc., a Networkfleet reseller with offices in Florida and Georgia, installed the devices on each of the five EMS vehicles and helped Truette set up reports and alerts to monitor idle time, speed, and mpg.

"Legal protection is very important to a public agency such as ours," Truette said. "If one of our vehicles gets in an accident, we can now verify the exact speed and position of the vehicle. If someone complains that it took too long for a vehicle to arrive at the scene of an emergency, I can provide details about the route."

Since installing Networkfleet, Truette reports an average savings of \$300 per month (or \$3,600 per year) in fuel costs alone – despite higher gas prices. Networkfleet's maintenance reminders have also cut costs. "Because vehicles are operating at lower speeds and not idling as long, we now replace brakes every eight months instead of every five. At \$300 per job, that's an annual savings of \$1,350."

But it's Networkfleet's engine diagnostics that have attracted the most attention. In three separate instances, Networkfleet transmitted a code for an engine problem that was serious enough to cause the vehicle to break down. "If we hadn't been made aware of these malfunctions and fixed them right away, the vehicles would have required towing and costly repairs."

Overall costs dropped nearly \$5,000 in one year (not including savings from proactive repairs), and Truette estimates a six-month total return on investment.

These outstanding results have made Truette a strong advocate for Networkfleet. Based on his experience, other agencies of Washington County are now getting ready to install Networkfleet on more than 60 vehicles.

For more information on Networkfleet visit networkfleet.com or call 866.869.1353.

Results

- *Saved \$3,600 per year in fuel costs.*
- *Reduced replacement costs of brakes by \$1,350 annually.*
- *Fixed engine problems before malfunction caused more costly repairs.*
- *Extended vehicle life span.*
- *Recouped initial investment in six months.*