

# Quartix

Real-Time Vehicle Tracking

## A buyer's guide to vehicle tracking

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When a business has many vehicles and drivers to manage across different sites, a popular tool for improving workforce productivity is GPS tracking. But what makes a good tracking system? The right tracking system won't just tell you where your vehicles are, it will provide information that is directly relevant to your business operations.

### A good tracking system will help you to:

- ✓ Manage and allocate your vehicles
- ✓ Improve productivity
- ✓ Drive down fuel, maintenance, and staff costs
- ✓ Keep your employees safe
- ✓ Reduce admin and replace timesheets
- ✓ Improve customer service and brand reputation

The cost of a vehicle tracking system can soon be recouped ten times over if these benefits are seen. So rather than looking for the best deal, choose a system that will provide the return. Look out for demos and free trials to help you really understand the information you can extract from a system and how easy it is to use. Read company case studies and speak to the representatives – you want to buy into a company that will support you.

The following points will help you to choose a robust GPS tracking system with the most valuable and relevant reporting capabilities. Armed with the insights in this guide, you will be able to ask providers the right questions to help you decide which tracking system is right for your business.



"If your GPS tracking system helped you take on more work each week, and if overtime payments could be reduced by several hours - what would your return be per employee?"

Which reports will I need  
to improve productivity and  
operating costs?

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A tracking system that produces accurate timesheets teamed with late site arrival and early departure alerts will reduce undue overtime claims and ensure your customers are billed for the correct hours of work.

This insight not only validates hours worked, it also enables you to bid smartly on new projects. If the tracking system offers APIs, you can feed all these valuable reports into your own business systems, including payroll, freeing employees to focus on the job and not on paperwork.

The data should be accessible by any team, with the ability to drill down into individuals or groups of drivers and to create custom reports. If your managers are often out of the office, it can be useful if reports can also be accessed via email and on a mobile device.

### Checklist for improving productivity and lowering costs:

- ✓ Driver timesheets with arrival & departure times
- ✓ Automated alerts for late arrivals/early departures
- ✓ APIs to your own systems

### Useful tracking system features:

- ✓ Reports accessible to all teams
- ✓ Ability to drill down into your data by groups
- ✓ Custom reports tailored to your business
- ✓ Access to reports via email
- ✓ Mobile app for access to data when away from base

Thu 27 September, 2018 Daily vehicle log for Demo Vehicle: QTX - Volvo Andy							
Trip	Departure time	Arrival time	Trip travel time	Idling time	Distance (miles)	Avg speed (mph)	
1 Q	08:29 Andy Home Office	08:34 Stopped with Ignition ON at Coppice Drive, WIGAN, Lancashire	0:04				
	08:36 Coppice Drive, WIGAN, Lancashire	09:06 Stopped with Ignition ON at Christabel Walk, SALFORD	0:29				
	09:08 Christabel Walk, SALFORD	09:22 Red, Media City UK, SALFORD	0:13	0:05	22.8	25.7	
2 Q	09:33 Red, Media City UK, SALFORD	09:37 Broadway, SALFORD	0:04	0:00	0.3	4.4	
3 Q	11:04 Broadway, SALFORD	11:04 Stopped with Ignition ON at Broadway, SALFORD	0:00				
	11:08 Broadway, SALFORD	12:11 Ferrybridge Motorway Services Area, Great North Road, KNOTTINGLEY, West Yorkshire	1:02	0:04	60.9	54.5	
4 Q	12:29 Ferrybridge Motorway Services Area, Great North Road, KNOTTINGLEY, West Yorkshire	12:57 Stopped with Ignition ON at Thorne Road, DONCASTER, South Yorkshire	0:28				
	13:00 Thorne Road, DONCASTER, South Yorkshire	13:00 Thorne Road, DONCASTER, South Yorkshire	0:00	0:02	25.9	49.2	
5 Q	13:06 Thorne Road, DONCASTER, South Yorkshire	13:13 Wheatley Hall Road, DONCASTER, South Yorkshire	0:07	0:00	1.2	10.0	
6 Q	15:25 Wheatley Hall Road, DONCASTER, South Yorkshire	17:24 Stopped with Ignition ON at Ashton Road, NEWTON-LE-WILLOWS, Merseyside	1:59				
	17:28 Ashton Road, NEWTON-LE-WILLOWS, Merseyside	17:40 Stopped with Ignition ON at Caxton Close, Wheatlea Industrial Estate, WIGAN, Lancashire	0:11				

“It’s great for us, because we’ve done away with timesheets. Our employees don’t need to do the paperwork; we use the daily email reports to log their hours on site and calculate wages from that. The system definitely saves us money”

says Pauline Brett, Office Manager of Ellenby Construction.

# Which reports can identify actions needed to lower fuel costs?

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To help your drivers become more fuel efficient, you must know how your vehicles are being driven.

Mileage and fuel usage reports are important to gauge the fuel-efficiency of your fleet. Geofencing alerts to flag unauthorised journeys and unwarranted use of company fuel will help you to drive those costs down.

Reports that monitor daily routes and assess driving styles can also impact fuel costs in a positive way, by highlighting unnecessary miles and excessive idling, acceleration or braking. Helping a driver to improve their driving style can lower fuel costs significantly; maintaining a good driving score has been shown to reduce fuel consumption by up to 25% (Frost and Sullivan 2015).

### Checklist for lowering fuel costs:

- ☒ Mileage reports
- ☒ Fuel usage reports
- ☒ Driving style analysis
- ☒ Acceleration and braking metrics
- ☒ Idling times
- ☒ Geofencing alerts
- ☒ Daily route reports

Driving style league table <small>Report period: Sat 01 September, 2018 - Sun 30 September, 2018</small>								
	Vehicle	Driving time	Distance (miles)	Speed score	Acceleration index	Braking Index	Driving style score	
8	QX50 SCO - BMW 535D	22:52	826.0	0.0	76.1	42.4	38.4	
7	QX61 INR - Vauxhall Astravan	23:43	673.8	15.4	44.5	66.8	41.9	
6	QX10 SNW - Fiat Ducato	161:48	5977.5	50.8	28.3	44.6	62.4	
5	QX11 QQE - Citroen C5	50:56	1829.1	73.7	10.5	30.5	80.1	
4	SM01 QTX - Audi	90:48	3807.4	30.2	21.5	19.2	80.3	
3	AE01 QTX - Volvo	51:20	1715.7	70.1	19.0	13.3	84.7	
2	QX11 SIP - Renault Midlum	151:14	5368.7	82.4	3.6	8.2	94.9	
1	QX10 SEB - Mercedes Atego	48:21	1662.4	87.2	1.1	3.1	98.3	

# What other fleet insights can help reduce costly overheads?

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Real-time vehicle utilisation reports ensure fewer vehicles are out of action and reduce unnecessary costs. Keeping your fleet on the road will increase your capacity to complete projects.

Some tracking systems will allow you to set up vehicle MOT, service and maintenance reminders, ensuring any vehicle downtime can be effectively planned.

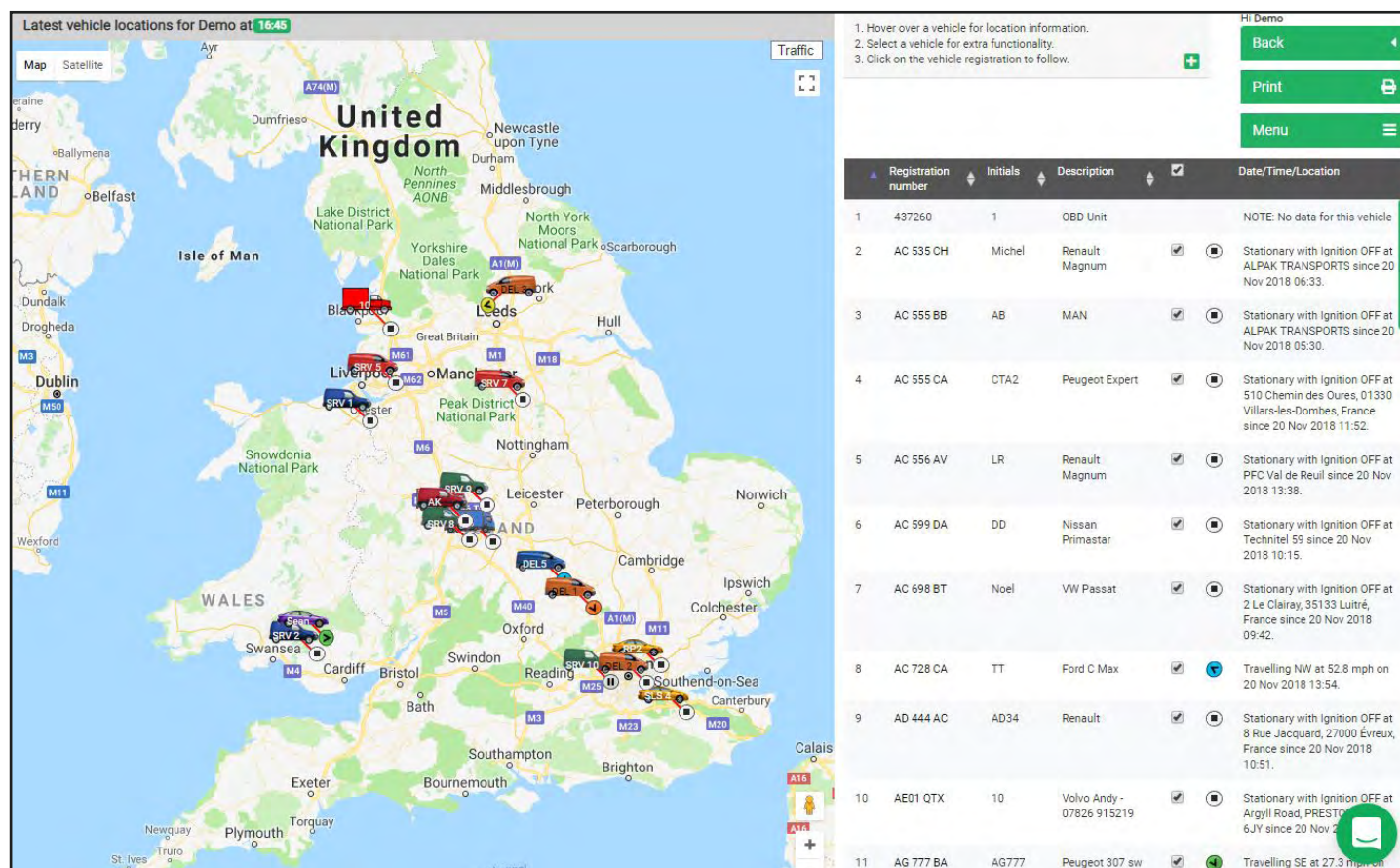
A good tracking system will help you plan, react and validate. As Matt O’Conner, Managing Director of John O’Conner Grounds Maintenance describes,

“Vehicle tracking lets you take control of your fleet, improve operational efficiency and manage costs, safety and time.”

One feature to look out for in a tracking system is the ability to identify your nearest vehicle to a postcode, so that you can best deal with urgent requests in real-time.

### Checklist for creating efficiencies and reducing costs:

- ✓ Utilisation dashboards
- ✓ Maintenance reminders
- ✓ Insurance reminders
- ✓ Ability to show nearest vehicles to a location



# How will a GPS tracking system support my drivers and improve their safety?

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Business is competitive, and it's critical to keep operational costs low and ensure quotes are competitive to help your company grow. The conduct and safety of your organisation's drivers on the roads are also a vital aspect of your brand's reputation. Share these motivations with your workforce and encourage them to embrace GPS tracking.

A system that produces league tables and driving style scores can provide a basis for incentive schemes, e.g. for exemplary driving behaviour, most improved driving style or most work completed on time. Drivers can sometimes be given access to their own tracking data and driving scores via a system's mobile app. This can provide useful feedback on their daily trips, letting them take control of their own progress.

If your employees travel long distances to work sites, a system that details journey lengths and times will help to ensure that staff are getting adequate rest. With the safeguarding of a good tracking system, your teams will also be well covered when subject to false claims about their driving or punctuality on site.

### Checklist for supporting my drivers:

- ✓ League tables for incentive schemes
- ✓ Driving style scores
- ✓ Drivers able to view personal progress
- ✓ Journey times and working hours log



# Can I take the system for a test drive?

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Once you've identified a tracking system that meets your needs, don't forget to consider the company that you're investing in. Many providers offer a trial of their system, whether it's through a free trial or an online walk-through.

At best, you can try the system out for long enough to become familiar with the interface and see how it will benefit your teams and improve operations, helping you to decide.

There are opportunities to connect with the staff before you sign up, understand their approach to customer service and explore the support package they will offer you as a customer.

Give attention to the following areas rather than comparing prices to find the option that's best for your business.



### Try the system out

- ☒ Is the system easy to use?
- ☒ Is it simple to find the data that you need?
- ☒ Do your staff find the insights useful?

### Do some research

- ☒ Does the provider have customer success stories?
- ☒ Are any of its customers similar to your business?
- ☒ Has the provider been recognised for any achievements?

### Interact with the company

- ☒ How quickly do they respond?
- ☒ Do you feel supported by the staff?
- ☒ Can they answer any technical questions you have?

### Compare the whole package

- ☒ How does the provider handle installation?
- ☒ What support is included in the package?
- ☒ Do the payment and contract options meet your needs?

# Justifying your investment in GPS tracking

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With Quartix vehicle tracking, short-term and rolling contracts offer you optimum flexibility - should your number of vehicles change, you aren't tied in for several years. If you have a fleet of 40+ vehicles, special rates and longer-term contracts are also an option. Be mindful of the terms and conditions around vehicle tracking contracts and be sure to understand these before you commit.

As long as you are confident the system you have chosen will save your company money in the long run and improve operational efficiency, committing to a short-term 12-month contract is no risky decision to make.

It's not hard to see how a small monthly payment can lead to a large return per driver. If you then focused on driving styles and eliminated private usage to reduce fuel consumption by, say 10%... We'll leave you to do the maths.

To put the potential savings into perspective, ask yourself this: "If a GPS system helped my company to take on more work each week, and if overtime payments could be reduced by several hours, what would the return be per employee?"

25%

Reduction  
in fuel consumption

15%

Increase  
in overall productivity

10%

Decrease  
in miles driven

20%

Increase  
in vehicle utilisation

15%

Reduction  
in employee overtime

\*Frost & Sullivan 2015

To learn how Quartix can help your business visit [www.quartix.com/en-gb/](http://www.quartix.com/en-gb/) email [enquiries@quartix.net](mailto:enquiries@quartix.net) or call 01686 806 663.

If you found this guide useful, why not take a look at some of our other guides and articles?

- Building the Business Case for a Vehicle Tracking System
- Vehicle tracking devices: What are my options?
- The SafeSpeed Feature: Unique from Quartix
- A Telematics Glossary