

Blossman Gas

Introduction

This case study of Blossman Gas is based on a May 2015 survey of Fleetmatics customers by TechValidate, a 3rd-party research service.

“Our business is based on delivery and customer service. With the map location’s quick look, we can see locations of all delivery and service drivers so calls can be routed to the closest driver to the location. This saves time calling drivers and getting our employee to the customers’ location faster with less drive time, resulting in lower fuel cost as well.”

Challenges

The business challenge that led the profiled company to evaluate and ultimately select Fleetmatics:

- The company did not have their current solution as an upgrade.

Use Case

The key features and functionalities of Fleetmatics that the surveyed company uses:

- The company uses the following features from Fleetmatics:
 - Reports and alerts
 - Dashboard
 - Vehicle history report
- Company utilizes Fleetmatics to make their business more profitable by:
 - Maintaining up to the minute visibility of fleet locations for better routing and dispatching
 - Coaching drivers on speeding and harsh driving to improve safety and minimize vehicle wear and tear
 - Using alerts to control excessive idling and reduce fuel costs

Results

The surveyed company achieved the following results with Fleetmatics:

- 75 to 199 vehicles installed with Fleetmatics.
- Fleetmatics has given a competitive edge in:
 - Increasing number of stops per day
 - Reducing fuel and maintenance costs
 - Improving customer service
- Reduced costs in the following areas with Fleetmatics:
 - Operating costs: 20% or more
 - Payroll and overtime costs: 10% or more
 - Vehicle maintenance costs: up to 10%
 - Fuel costs: 10% or more

Company Profile

Company:
Blossman Gas

Company Size:
Medium Enterprise

Industry:
Energy & Utilities

About Fleetmatics

Fleetmatics Group PLC is a leading global provider of mobile workforce solutions for service-based businesses of all sizes delivered as software-as-a-service (SaaS).

Our fleet management solutions enable businesses to meet the challenges associated with managing local fleets, and improve the productivity of their mobile workforces, by extracting actionable business intelligence from real-time and historical vehicle and driver behavioral data.

Learn More:

[Verizon Connect](#)

[Fleetmatics](#)