

## CASE STUDY

# Art Newsome, Inc.

Company:  
Company Size:  
Industry:

Art Newsome  
Small Business  
HVAC

## INTRODUCTION

THIS CASE STUDY OF ART NEWSOME INC IS BASED ON A MAY 2017 SURVEY OF SPIREON FLEETLOCATE CUSTOMERS BY TECHVALIDATE, A 3RD-PARTY RESEARCH SERVICE.

## CHALLENGES

The business challenges that led the profiled company to evaluate and ultimately select Spireon FleetLocate:

- ▶ Signed up for FleetLocate solutions to solve the following challenges:
  - Knowing where their drivers are
  - Using vehicles / assets better
  - Improving fleet safety
  - Improving fleet efficiency
  - Reducing costs

## USE CASE

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

- ▶ Saw the following improvements by implementing FleetLocate:
  - Improved efficiency
  - Reduced speeding
  - Reduced idling

## RESULTS

The surveyed company achieved the following results with Spireon FleetLocate:

- ▶ Found FleetLocate has done the following:
  - Pays for itself in reduced costs and improved efficiency
  - Has made a real dent in reducing costs
  - Helps get more out of drivers and assets
  - Makes the fleet safer
- ▶ FleetLocate reduced the fuel expenses by 10-25%.
- ▶ FleetLocate increased the vehicle/asset utilization by more than 50%.
- ▶ FleetLocate reduced their fleet's idle time by more than 50%.
- ▶ FleetLocate's proactive maintenance monitoring saved more than 50% in vehicle downtime.



Art Newsome, Inc.

**“IT IS A NO-BRAINER.  
THE SERVICE BASICALLY  
PAYS FOR ITSELF IN  
FUEL SAVINGS ALONE.  
THE ABILITY TO BETTER  
SERVICE OUR CLIENT  
BASE BY KNOWING  
WHERE OUR FLEET  
IS AT ALL TIMES IS  
INVALUABLE.”**

*John Kennedy,  
Operations Manager, Art Newsome*