CASE STUDY

Art Newsome, Inc.

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.

“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

Company:
Art Newsome

Company Size:
Small Business

Industry:
HVAC