**INTRODUCTION**

THIS CASE STUDY OF CITY OF SUN PRAIRIE IS BASED ON A JUNE 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 efficiency

**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:
  - Helps get more out of drivers and assets
  - FleetLocate reduced the fuel expenses by up to 10%.
  - FleetLocate increased the vehicle/asset utilization by 10-25%.
  - FleetLocate reduced their fleet’s idle time by up to 25-50%

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“**FleetLocate helps me identify the drivers who need improvement.**”

JR Brimmer, Fleet Manager, City of Sun Prairie