

## CASE STUDY

# City of Sun Prairie

Company: City of Sun Prairie  
Industry: State & Local Government

## 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%



**“FLEETLOCATE  
HELPS ME IDENTIFY  
THE DRIVERS WHO  
NEED IMPROVEMENT.”**

*JR Brimmer,  
Fleet Manager, City of Sun Prairie*