



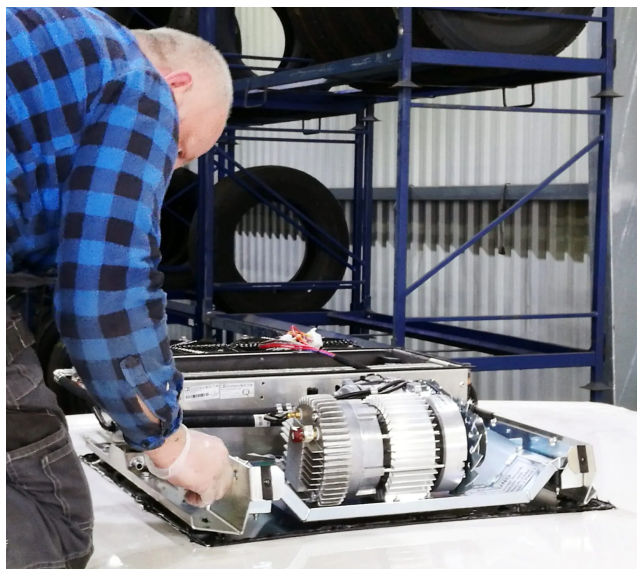
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PARTNER

CASE STUDY

"MiX by Powerfleet ensures customer stickiness across our base. Our NDR with them reflects the sustainability of the partnership and how our customers see its products and services as essential to their day-to-day business."

- Krzysztof Drabczyński, Managing Director, DrabPol SP



01

COMPANY NAME

DrabPol SP

02

INDUSTRY

Automotive, Aeronautics, Military, System Integrations

03

TOTAL FLEET SIZE

+1250

04

REGION

Poland & Ukraine

05

TYPE OF VEHICLES

Heavy Vehicles, Dangerous Goods Transport & Machinery

06

PARTNER SINCE

1998

07

PARTNER WEBSITE

www.drabpol.pl

Company Information

For 40 years, DrabPol SP has been providing devices, information acquisition, and management systems to optimize personnel and equipment costs, as well as improve safety and comfort in land and air traffic.

Their certified design and engineering staff assist customers at every stage of work – from an idea to a fully functional bespoke solution, device, or vehicle ready for mass production.

With over 80 CADREs and 200 service partners, DrabPol boasts a vast portfolio of top-tier products and solutions.

To ensure the highest quality of service and products, DrabPol hosts training sessions, testing, and certification in their purposefully designed centers, as well as having their own repair and maintenance facilities.

Partner's Journey

DrabPol SP has been a Channel Partner of MiX by Powerfleet (formerly MiX Telematics) for over two decades. Since 1998, both companies strived to make roads safer for all, demonstrating a clear synergy between their mission statements.

MiX by Powerfleet has worked closely with DrabPol SP to expand its customer portfolio by providing numerous fleet management solutions powered with AI and other technology to help customers reach their safety, efficiency, and sustainability targets. Over the past 16 years, DrabPol SP and MiX by Powerfleet have become vital partners and leaders for a premium fleet management solution in Poland and Ukraine.

Speaking on the partnership with MiX by Powerfleet, Krzysztof Drabczyński, Managing Director of DrabPol SP, expressed how MiX has become key-critical to his automotive, top-tier solution offering. He is confident that with MiX by Powerfleet, he has a service provider that aligns with their mission statement and customer-first, bespoke approach to business relationships.

“Together with MiX by Powerfleet’s global footprint for international customers that need to standardize IVMS requirements for their operations, we provide the local sales, installations, and aftersales services, tailoring our mutual proposition to regional demands. Partnering with MiX by Powerfleet, we secured our position as the premium IVMS provider by obtaining certifications from major Oil & Gas companies,” he says.

Results

With a net dollar retention (**NDR**) of over **130%**, and a strategy for continued growth (through bespoke integrations, customer training, certifications, and upsell of complimentary products and services), DrabPol SP is a clear example of how MiX by Powerfleet solutions are ideal for a cross-sell and upsell strategy.



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