

JUNE 2016

## CUSTOMER CASE STUDY

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*Our expectation was to improve fleet management, maximize the information obtained and make our work more efficient. Today, for example, we know how many times tolls are used, when truck maintenance should be done, when tires should be changed and so forth. This helps to keep our fleet within high-quality standards. The MiX Hours of Service solution enables constant evaluations of our drivers so that they can improve and contribute positively to the fleet.*

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Ezequiel Oliveira, Project Manager, Transportes Della Volpe



### About MiX Telematics

MiX Telematics is a leading global provider of fleet and mobile asset management solutions delivered as Software-as-a-Service, or SaaS, to customers in over 120 countries. The company's products and services provide enterprise fleets, small fleets and consumers with solutions for efficiency, safety, compliance and security.



### CUSTOMER

Transportes Della Volpe

### COUNTRY

Brazil

### INDUSTRY

Road Freight Transport

### TOTAL FLEET SIZE

400

### CONNECTED VEHICLES

400

### CUSTOMER SINCE

July 2014

### SUBSCRIPTION

MiX Fleet Manager and Workday

### AIMS

Control of working hours, reduction of fuel consumption

### RESULTS

20% reduction in fuel consumption,  
70% reduction in labor liabilities

### CUSTOMER WEBSITE

[www.dellavolpe.com.br](http://www.dellavolpe.com.br)



**TELEMATICS**  
MOBILE INFORMATION EXCHANGE

# Telematics solution brings **economy and efficiency** to Transportes Della Volpe's fleet

## Working overtime towards efficiency

Transportes Della Volpe decided on a partnership with MiX Telematics back in 2014 due to the company's labor liabilities reaching a high of R\$ 6 million a year. According to Ezequiel Oliveira, project manager at Transportes Della Volpe, control of working hours was done using a paper logbook and then matched up with tachograph data. However, despite taking these measures, the working hours data was not entirely accurate and led to the company losing several labor lawsuits. Transportes Della Volpe and MiX Telematics put their heads together to implement the MiX Hours of Service solution (alongside MiX Fleet Manager) to address the issue with inaccurate overtime capturing. The results that occurred because of this solution being implemented happened quite quickly, dropping the cost of labor liabilities from R\$ 180,000 overtime per month on average to R\$ 60,000 currently. After improving the accuracy and quality of their working hours record keeping, the company placed their focus on the issue of fleet safety. Ezequiel explains, "We began to examine all current fleet operations and highlighted important safety-related points. For example, contracts that required short deadlines for deliveries, posed a serious risks of accidents along the way due to drivers rushing. This practice could thus be revised to allow drivers to travel more cautiously." Today Transportes Della Volpe has one of the most well-monitored fleets in Brazil, with 400 vehicles currently equipped with MiX Telematics technology.

## Switching over to automation

As part of the MiX Hours of Service solution, drivers are required to identify themselves with a driver identification key. A trip's hours is measured from the moment the driver plugs the driver key in and starts their activities for the day. When the key is plugged out, the system registers this as the moment the driver is no longer at the company's disposal and hours are no longer counted.

With traditional paper logbooks, human error and manipulation is more likely to creep in. Especially because logging is often done after the fact and from memory. However, an identification key (such as the abovementioned) eliminates the potential for error through electronically tracking a driver's hours and records that data online.

The MiX Hours of Service solution offers presets. Standby time is counted based on preset locations where a driver might park or stop and meals are logged when a continuous stop of one hour is made within a predefined time period. Another benefit is that the trade union agreements are automatically uploaded to the solution to ensure that the company remains compliant.

One of the big advantages of the MiX Telematics solution is the free app that it comes with. Drivers can manage their hours online, no matter whether they have a signal. This is used extensively by Transportes Della Volpe drivers and has been a big time-saver.

## RESULTS

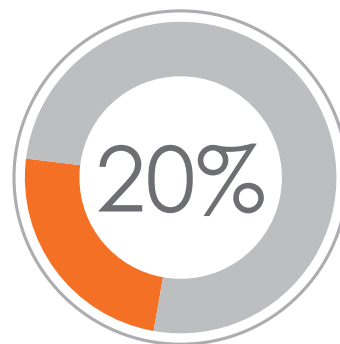
### Magnifying driver journey

The solution generates regular, complete reports for both the fleet manager and the human resources department. This eliminates the need for old ballots, which did not always accurately reflect the journeys of drivers, and speeds up the process of logging hours.

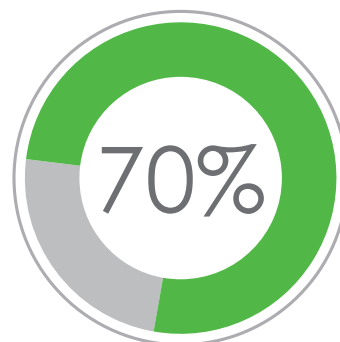
The MiX Hours of Service solution allows the fleet manager to follow the driver's journey online, allowing them to make strategic decisions regarding overtime pay, excessive driving time, remaining time at the end of a journey and so on.

Telematics solutions are aimed at the industries and carriers that want greater control of their fleets, increased driver safety and more efficient vehicle tracking. In addition, this technology contributes towards the reduction of negative environmental impact by improving fuel economy and tire rotation, and better defining routes, which leads to less time spent in transit and the consequent reduction of harmful emissions.

Bruno Santos, Sales and Service Director of MiX Telematics Brazil, points out that companies can use MiX Fleet Manager to create a ranking of the best and worst drivers and, thus reward those who performed well and encourage those who need to improve.



in fuel consumption



in labor liabilities