

MAY 2019

## CUSTOMER CASE STUDY

“

*Having MiX Telematics be able to give local, easily accessible support for Chip2Chip has been crucial to the success of this project.*”

Jeronimo Franco, Head of R&D and European Projects, SAV



### 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.



AGRICULTORES DE LA VEGA DE VALENCIA

### CUSTOMER

SAV

### COUNTRY / CHANNEL PARTNER

Spain / Chip2Chip

### BUSINESS & INDUSTRY

Waste management / Transport & distribution

### TOTAL FLEET SIZE & CONNECTED VEHICLES

483 / 145

### VEHICLE TYPES

Truck and street sweepers

### CUSTOMER SINCE & SUBSCRIPTION

2011 / MiX Fleet Manager and RIBAS

### AIMS

Fuel savings and a reduced environmental impact

### RESULTS

Increased efficiency

### CUSTOMER WEBSITE

[www.sav.es](http://www.sav.es)



TELEMATICS  
MOBILE INFORMATION EXCHANGE

# SAV sweeps away environmental and fuel cost concerns with solutions from MiX Telematics

## Looking towards the bigger picture

Spain-based company SAV has been involved in waste removal and management for more than a century. Currently, they provide street cleaning, waste collection, landscaping and water treatment plant maintenance services to many municipalities within Spain.

SAV aims to provide effective responses to the environmental and urban needs of Valencia. They are committed to offering excellence in environmental innovation and services that aim to satisfy customers. SAV consistently participates in activities that keep them a responsible, efficient and competitive organisation.

The above commitments are exactly why SAV needed a solution that would, firstly, reduce the environmental impact of their trucks and street sweepers and, secondly, decrease fuel expenditure to generate savings. They approached Chip2Chip, one of MiX Telematics' channel partners in Spain, to offer them a solution.

MiX Telematics was a perfect choice because the company has a global footprint, strong infrastructure, value for money and local support via Chip2Chip. Chip2Chip is a leading technology company that specialises in the management of municipal solid waste and industrial waste fleets. By partnering with MiX Telematics, Chip2Chip has worldwide endorsement and can provide SAV the best technological support

## Comparing and improving

First off, MiX Telematics installed MiX Fleet Manager in SAV's trucks and street sweepers to collect and transmit vehicle and driver data. It also tracks vehicles live and provides intricate reports on the data collected.

RIBAS, an add-on to MiX Fleet Manager, was then installed to track drivers who rev and idle excessively, brake and accelerate too harshly, and speed. These behaviors are essential to monitor as they can put the safety of SAV's fleet at risk and wastes fuel unnecessarily.

During the first phase of the implementation, drivers were not initially made aware of the presence of a telematics solution.

SAV needed to establish baseline behaviour, without interference from drivers. If drivers knew they were being monitored, it would have affected accuracy and made it difficult to know what improvements needed to be made.

Reports were created from the data collected during this no-visibility period. Then drivers were informed of the telematics solution and given appropriate training. This training includes teaching them how the solution works, what behaviours are measured and what techniques they must employ to practise safe driving. After a period of time, results were measured again. These were compared with the no-visibility stage to see what issues need to be addressed and which drivers require additional training.

SAV now also has continuous local support thanks to Chip2Chip so that any challenges that may arise can be dealt with immediately. Support includes all phases including for training, driving models and results analysis. MiX also helps facilitate seminars and meetings with Chip2Chip experts to properly orientate employees and to receive fundamental advice aimed towards project success.

“  
An efficient and fluid driving style saves fuel and is eco-friendly, which is very important for our sector.  
”

Jeronimo Franco, Head of R&D and European Projects, SAV

## RESULTS



## Positive impact and recognition

SAV noticed a return on their investment within 6 months of implementing MiX Fleet Manager and RIBAS. They also met both of the goals they set out to achieve and increased the efficiency of their fleet.

They reduce their fuel expenditure by 12% and thus saved costs. The money that was saved from not spending excessively on fuel can now be used to support other areas of the business. Furthermore, SAV managed to decrease carbon emissions within their lateral loading systems by an astonishing 400 tonnes in the city of Valencia. And this number will continue to grow as time goes by.

SAV's efforts to become more environmentally-friendly was also recognised by the Fundació Fòrum Ambiental (the Environmental Forum Foundation) and the Spanish Ministry for Ecological Transition. They received the "Sustainable City Co-Operation Public Private Sector" award. This furthers their goal of becoming an industry leader.

Reduced carbon dioxide emissions in lateral loading systems:



Reduced fuel expenses:

