

How a Pressure Pumping Company Consolidated Fleet Management Vendors and Saved Money



Industry

Oil & Gas / Heavy Equipment

Executive Summary

Cody Peacock has an overwhelming number of responsibilities for one person. Different fleet management tasks shouldn't require different vendors. To make his job easier, he set out to find a one-stop shop for all his fleet management needs. With FleetLocate by Spireon, Cody can reprioritize his time towards more important things, all while saving his company money.

Challenges

As the Motor Vehicle Safety Manager, Cody Peacock is expected to manage 2500-2700 assets and 300 heavy duty drivers every day. He's seen a lot of issues over the years including lost equipment, driver speeding, and reckless driving. His company's key challenge was that they were managing multiple vendors for different needs. They used three different vendors to manage GPS tracking, ELD compliance, driver dashcam, and trailer management. Two of the three systems they were using didn't even work properly. They needed a one stop shop that would help them get a better handle of things in order to minimize risk and keep costs down.

The Solution

After speaking to over 30 different vendors including all the major players, Cody landed on FleetLocate by Spireon. According to Cody, pricing from a lot of the other vendors just didn't make sense. To support his company's multitude of needs, Spireon offered a combination of its FL360, FL Flex, ELD/HOS compliance, and FL Dashcam. With these combined solutions, Cody can easily track his equipment including trailers and heavy-duty trucks, minimize idle time, monitor his drivers, and maintain compliance with electronic logging. His asset management team can also track equipment mileage in order to proactively maintain the company's equipment and avoid downtime during pivotal projects.

"Spireon allows me to consolidate my vendors. Now my drivers can bring their own device and I don't have to order as much hardware. Spireon is also offering customizing options to help with some of my additional needs" said Cody.

Results

By implementing FleetLocate, Cody's company was able to consolidate its fleet management vendors and track everything in one cloud-based app. Cody says, "With FleetLocate, I'm cutting costs by 20-25% on the system alone. I estimate saving another 25% on fuel and maintenance costs due to idle time reduction."

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— Cody Peacock,
Motor Vehicle Safety Manager