

Internationaal Transport Gheeraert-Brugge NV



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Business Impact of the Transics Fleet Management System

Transics[®]

Peter Gheeraert
Internationaal Transport Gheeraert-Brugge NV

Megatrailer | Grootvolume | Uitzonderlijk vervoer | Distributie | Palletladingen | Tractie
Tankcontainers | Warehousing | Garage | Truckcleaning | Kraan en kooiaap

- Company Profile
- Key Challenges
- Return on investment
- Conclusions



- **Activities**

- National and International transport – full and partial loads
- Traction of trailers, containers and tankcontainers (ADR)
- Distribution at pallet level
- Niche markets: exceptional transport, crane and portable forklift, genset.
- 15.000 m2 warehouse – own workshop and truckcleaning

- **100 employees – 75 trucks**

- 15 white collars – 7 planners
- 75 fulltime + 15 parttime drivers
- 5 subcontractors

- **Member of Astre**



- **Business Differentiators**

- Broad range of transport services
- Excellent customer service
- Focus on niche markets
- High quality with “local” drivers

- **Ambitions**

- Annual growth of 10%
- Lean & mean structure
- Full automatisisation



- Operational efficiency
- Operational cost management
- Customer satisfaction
- Regulatory compliance
- Personnel
- Safety



- Operational Efficiency

- Managing driver activities: per day per driver 15 minutes less unbillable time = 100.000 EUR / year
- Geofencing alerts – proactively informing planners to instruct drivers with their next mission
- Accelerated driver salary calculation: saving ½ FTE on HRM
- Proactive alerts for repairs to the technical workshop
- Real-time position info and communication improves loading ratio's of return freight and overall planning efficiency
- Backoffice integration with EDI link to customers saves on overhead costs
- Asset Tracking: correct and up-to-date information of trucks and trailers



- Cost Management
 - ECO driving
 - Transparent consumption statistics per transport type
 - Minimal 5% reduction + extension of truck lifetime
 - Waiting Hours
 - Overall: less unbillable hours by better follow-up
 - Real-time info on waiting hours
 - When loading/unloading time exceeds the foreseen timeslot with 15 minutes, customer is informed of additional invoicing
 - Integrated navigation
 - Planner assisted navigation saves 2 minutes per loading point
 - Lowest possible communication cost
 - Easy verification of allowances (time of day/position)



- Customer Satisfaction
 - Provide fast and to the point information
 - Accurate and automated invoicing
 - Real-time confirmation of delivered order
 - Bring added value to the customer's business processes



- Legislation
 - Assistance in drive, rest and service times
 - Introduction of Digital Tacho leads to zero tolerance
 - Reporting on infractions and real-time proactive alerts increases responsibility of the driver
 - Penalties (28 days history – 135 EUR per infraction)
 - Driving more than 4h30 in one block
 - Driving more than 90h over two weeks
 - Driving more than 3 times 9 h per week
 - Minimum 9h rest over the last 24h



- Personnel
 - Perfect tool to train and support unexperienced drivers
 - Driver satisfaction due to guaranteed payment on fixed date of salaries
 - Drivers accept transparent detection of anomalies: zero discussions on payed hours
 - No need for drivers to buy their own GPS Navigation. Always up-to-date maps mean stress free driving



- Safety
 - Drivers are in direct contact with homebase
 - Low barrier to get in touch with planners and HRM
 - Creation of awareness of driving behaviour and road safety provide evidence for negotiating lower insurance premiums
 - Green image



(per vehicle/per month)

Direct Return

- Fuel [25%]* €175
- Driver salaries [30%] €110
- Truck [15%]
- Direct costs [10%] €20
- Overhead [10%] €25
- Insurance [5%]
- Maintenance [5%]
- **TOTAL €330**

- **+ many other not quantifiable advantages**

- * % of total fleet cost

Investment

- Between €90 and €116 per month, depending on the selected hardware options and GPRS roaming profiles.



A high-end fleet management systems is a must have!

- For “industrial” transport companies
- For excellent customer service
- For building an accurate cost & business model
- For sustainable profitable growth

A business partner like

Transics®

is crucial in realizing our ambitions.



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