



## Case Study

# Jans Corporation Lowers Fuel Cost, Increases Routing Efficiency, and Recovers Stolen Equipment with IntelliShift

Sioux Falls, South Dakota’s Jans Corporation, has managed design-build, construction management, and general contracting projects for over 40 years. The family-owned business has an average of 25 projects underway at any given time and is among the largest commercial construction companies in the state.

Before adopting IntelliShift, Jans Corporation President Brian Jans faced a variety of challenges, including a lack of visibility into unauthorized vehicle use, inability to optimize routing and driver behavior to reduce fuel consumption, and vulnerability of its remote job sites to equipment theft.

While Jans Corporation had implemented a hard-wired legacy GPS system a decade earlier, they had removed it because it was unresponsive and ineffective when it came to providing the insight needed to drive efficiency. “We have projects in the downtown historical district to new developments on the edge of town to projects in the middle of nowhere,” said Jans. “South Dakota is pretty big geographically, so our people can be as far as seven hours away.”

Jans Corporation partnered with IntelliShift to implement telematics on its vehicles and non-powered asset tracking to deter theft and enable asset recovery.



**Client Since:** 2017

**Industry:** General contracting, design build and construction management

**Assets with IntelliShift:** 32

**Service Area:** South Dakota

Challenges	Goals
Limited visibility and control over unauthorized company vehicle use and improving route efficiency in travel to job sites.	Implement real-time GPS to better manage vehicle use and optimize routing to improve productivity and reduce fuel spend.
Equipment on job sites was vulnerable to theft when work crews weren't present.	Install non-powered asset tracking devices to deter theft and support law enforcement recovery efforts with exact location information.
Lack of accountability made it difficult to identify and correct driving behaviors like excessive idling.	Reduce costs by configuring automated alerts to proactively identify and coach workers when policies are not followed.

## Life with IntelliShift

Before IntelliShift, Jans Corporation had no way to be sure that vehicles were being used efficiently, assets were safe at job sites or that fuel and equipment maintenance costs were under control.

Those problems were resolved with IntelliShift. “With IntelliShift, we can look live and see where our vehicles are at, where they’re going and who’s driving them,” said Jans. “So that’s also been very beneficial to efficiency.”

## Lower Fuel Consumption and Increase Driver Accountability

After partnering with IntelliShift, Jans Corp. cut fuel consumption in half from the prior quarter, for a savings of \$4,500. This was a direct result of gaining the visibility needed to prevent unauthorized vehicle use, ensure the right workers with the right skills have the shortest routes to the job site and by correcting costly behaviors like excessive idle time. “We have an alert set that when a vehicle idles for over ten minutes, we can start making phone calls or sending emails out to say, ‘Hey, why is your vehicle running this long,’” said Jans.

## Improve Vehicle and Project Routing Efficiency

Jans explained how improved visibility with IntelliShift increased routing efficiency for field supervisors via real-time vehicle location accuracy and visibility – and provided much-needed accountability.

“We told people our expectations, such as wanting them to conserve fuel, be smarter with their vehicle, don’t idle, and let them know we have GPS for accountability to verify you’re doing what we’re asking you to do,” said Jans. “That’s a big issue because we can tell them and teach them, but if we can’t track them and say, ‘Hey, did you do this or not?’ we can’t change behaviors.”

## Deter Theft from Job sites and Enable Asset Recovery

With equipment and assets stored at remote job sites, theft was a growing problem – including one incident that resulted in a loss of more than \$10,000 in tools and equipment.

Brian Jans decided it was time to take action. He installed one of IntelliShift’s tracking devices for non-powered assets and installed in on a generator at one of the company’s job sites. Within two weeks, the generator went missing, but thanks to IntelliShift tracking, Jans was able to provide its exact location to law enforcement and the generator was immediately recovered.

“Cameras are good to prove some things, but it’s not good in finding evidence of who did it and where they are,” said Jans. “IntelliShift asset tracking did exactly what we wanted it to do.”

In addition to recovering the equipment, media coverage of the generator theft and recovery put thieves on notice, letting them know the equipment is fully monitored even when crews aren’t on site.

“Our maintenance projects bill by the hour, so IntelliShift works as a verification piece if somebody calls about hours worked versus hours billed. We can prove that we’re doing what we say we’re doing.”

-Brian Jans – President, Jans Corporation



**50%**

reduction in fuel cost  
(\$4,500 savings) in the first  
quarter with IntelliShift



**Successful  
Recovery**

of stolen equipment



**25-30%**

reduction in miles driven  
per month