



Client Since: 2017

Industry: Asphalt and Recycling Materials, Construction Materials, Contracting and Real Estate

Assets with IntelliShift: 700+

Service Area: New Jersey

Case Study

Digital Transformation & Unified Data Creates Operational Efficiency & Savings for Stavola

Stavola is the largest asphalt supplier in New Jersey.

Joe Torrente, Stavola’s director of transportation, manages a complicated operation. With multiple jobsites, an array of construction assets and hundreds of contractors at any given time, when the most basic—and important—data from their telematics vendor wasn’t reliable, it was time to make a change.

The location data from their previous solution wasn’t always accurate. “I can’t have equipment lagging. I need it to be where the GPS says it is instead of actually being 15 miles down the street.”

He knew he needed a reliable solution to manage employees, billing and to protect Stavola from false insurance claims and cost overruns.

Challenges	Goals
Unreliable, disconnected data and paper-based processes that made resource management and billing challenging.	Integrate operational and billing data for optimized asset utilization, accurate billing and speedy payroll.
Accurately monitoring performance and safety for hourly contractors operating massive vehicles and equipment where accidents are inevitable.	Protect their business from unsafe driver behavior patterns and false insurance claims.
Complicated business with a large workforce, specialized equipment and multiple projects and job sites.	Provide visibility for site supervisors, leadership, payroll, insurance and more.

Life with IntelliShift

Joe researched nine different vendors and involved his IT team in the evaluation process. One had “shiny hardware” and several of the solutions would meet his basic needs, but his decision came down to who he would be working with.

IntelliShift stood out as the partner Stavola needed to achieve its goals. “To have an ally in your corner, who does a lot of the work for you and sets you up for success – it only helps,” Joe said. “We have a good relationship. Our CSM (client success manager) is very easy to talk to and goes that extra mile for us.”

Meaningful Time Savings Through Digitization of Daily Tasks

Joe was able to integrate IntelliShift with Stavola's billing and scale house systems (a scale house is used to measure how much product is on a vehicle). This allowed them to move off paper timesheets for fast, easy and accurate payroll – something they couldn't achieve with their old solution.

"I was spending 4 hours a day on billing and timesheets," Joe said. "I would have to chase down the time sheets. It was just a complete hassle and then you've got 15 guys calling you saying you owe them money." Now, everyone is paid on time.

And with the scale house integration, they aren't unknowingly leaving money on the table. They now know exactly what to bill customers for each shipment without manual work.

Optimized Resource Management & Maintenance

Stavola's mechanical shops use IntelliShift every day to plan their maintenance schedule, stay on top of maintenance needs and improve efficiency all around.

With a wide range of assets – from trucks to tri-axes to low-boys and more – Stavola needs to know where everything is, what it's being used for and if there are any maintenance issues. "We need to know where those low beds are in case something breaks," Joe said. "When we have 9 p.m. to 4 a.m. to work on a turnpike, we need to know where the equipment is as we go and plan our jobs each night. We don't have time to waste. We need to be as efficient as possible, including with maintenance and refueling."

When a diagnostic trouble code (DTC) pops up for an asset, IntelliShift's real-time alerts help their maintenance team get ahead of the issue to optimize efficiency and reduce asset downtime.

Joe estimates that IntelliShift helps him save 440 supervisor hours a year per job site because they don't have to stand around for two extra hours while the refueling truck hunts for the assets.

Full Operational Visibility

Stavola now has access to the full operational picture with IntelliShift. "Anyone that pulls any weight here is on IntelliShift, which is not something you normally see," Joe notes. "It helps that it's easy to use, especially the mobile app."

The director of transportation, branch manager, fleet supervisors, maintenance and payroll all have real-time visibility and the data confidence they need to successfully manage their complicated operations.

Next on Cost Savings: Adding AI Video to Reduce Insurance Claims

Accidents are inevitable. According to Transport Topics, 80% of accidents blamed on fleet truck drivers are actually not their fault. "I spend the other half my day dealing with insurance," Joe explains why they are in the process of installing IntelliShift's AI Video solution. "Without video proof of what actually happened, the truth doesn't matter so we usually end up paying. But with video where I can say, 'Look, the lady cut in front of them and cut them off,' would save me time and Stavola money."

Learn more about how IntelliShift will guide you through your digital transformation quickly and efficiently while ensuring an optimal ROI.



To have an ally in your corner who does a lot of the work for you and sets you up for success – it only helps.

Joe Torrente, Director of Transportation

4 hours per day saved

managing manual
timecards / payroll

440 supervisor hours

per jobsite with accurate
location data for efficient
refueling

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