

2018 WINTER CUSTOMER SUCCESS REPORT

FLEET MANAGEMENT SOFTWARE
CATEGORY



featured
customers

FLEET MANAGEMENT SOFTWARE OVERVIEW

Fleet management is at the core of many companies as the fleet manager needs to keep the vehicles working and on the road as much as possible. Fleet services are wide-ranging and it can be costly if the fleet manager misses a crucial delivery or fails to keep the fleet maintained, including a car tracker in case of theft and to keep insurance claims down.

Fleet management software is most commonly implemented by the construction, lawn services, and plumbing industries. The software includes functions such as vehicle tracking and diagnostics, maintenance and financing, and driver management.





CUSTOMER SUCCESS SCORING METHODOLOGY

The FeaturedCustomers.com Customer Success score is based on data from our customer success content platform, social presence, as well as additional data aggregated from online sources and social media properties. Our ranking engine applies an algorithm to all of the data collected to calculate the overall Customer Success score. The overall Customer Success score is a weighted average based on 3 parts:

Content Score is affected by the following:

1. # of vendor generated customer success content pieces (case studies, success stories, testimonials, and customer videos)
2. Content quality score generated from all customer success content
3. % Change in Content over past 6 months
4. Number of employees (based on social media and public resources)

Social Score is affected by the following:

1. # of LinkedIn followers
2. # of Twitter followers
3. # of Facebook likes
4. Number of employees (based on social media and public sources)
5. Engagement across all platforms

Company Score is affected by the following:

1. Number of employees (based on social media and public resources)
2. Vendor momentum based on web traffic and search trends
3. Employee satisfaction and engagement (based on social network ratings)
4. % traffic increase to your Customer References
5. Lower Funnel SEO Key Term Rankings

CUSTOMER SUCCESS AWARDS



Market Leader (86 - 95)

Vendor on FeaturedCustomers.com with substantial customer base & market share. Leaders have the highest ratio of customer success content, content quality score, and social media presence relative to company size.



Top Performer (81 - 85)

Vendor on FeaturedCustomers.com with significant market presence and resources and enough customer reference content to validate their vision. Top Performer's products are highly rated by its customers but have not achieved the customer base and scale of a Leader.



Rising Star (70 - 80)

Vendor on FeaturedCustomers.com that does not have the market presence of Market Leaders or Top Performers, but understands where the market is going and has disruptive technology. Rising Stars have been around long enough to establish momentum and a minimum amount of customer reference content along with a growing social presence.

ALL VENDORS





ABOUT BLUJAY SOLUTIONS

BluJay Solutions delivers supply chain software and services to the world's most progressive retailers, distributors, freight forwarders, manufacturers, and logistics service providers. Transforming supply chain logistics with the BluJay Global Trade Network, they enable customers to unlock the power of more than 40,000 universally connected partners. With BluJay, companies can achieve greater trade velocity, transform their supply chain economics for disruptive advantage, and see beyond the horizon to optimize their future in the global economy.

TRUSTED BY:



"Working with BluJay to elevate our supply chain and logistics processes has not only allowed us to meet our objectives in remaining compliant with international customs, but it has enhanced visibility into our supply chain, allowing us to better serve our partners and customers. We are proud that our work with BluJay has gained us recognition as a Supply & Demand Chain Executive 100 honoree."

Walter Isselhard
Director Implementation Management IT, Lufthansa Cargo

"We've got full visibility to the P&L; associated with every freight move that we do. From an ROI perspective, it's really helped us move the needle."

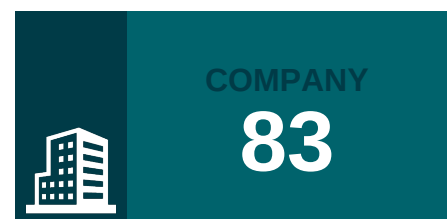
Jon Kuerschner
VP of Supply Chain Systems, Ashley Furniture

"Visibility into our supply chain is vital, both to facilitate on-time delivery to our customers and for planning backhauls to increase utilization of our containers. BluJay's Transportation Management provides this information pro-actively to our internal and external customers."

VP of Global Supply Chain Strategy
Chiquita

"We evaluated multiple TMS providers, but the BluJay Solutions product was by far the most outstanding in terms of functionality. It provided the best overall value proposition and the visibility we needed."

Rick Gaynor
VP of Customer Solutions, Contech Engineered Solutions



TOTAL WEIGHTED
SCORE:

92

[READ ALL 41 CUSTOMER SUCCESS REVIEWS FROM BLUJAY SOLUTIONS USERS](#)



ABOUT GEOTAB

Geotab is a leading global provider of premium quality, end-to-end telematics technology. Geotab's intuitive, full-featured solutions help businesses of all sizes better manage their drivers and vehicles by extracting accurate and actionable intelligence from real-time and historical trips data. With more than 600 million data points collected by Geotab devices and delivered to the platform per day, Geotab is a global leader in making actionable business intelligence and benchmarking data accessible to improve productivity, optimize fleets through the reduction of fuel consumption, enhance driver safety, and achieve stronger compliance to regulatory changes. The company's products are represented and sold worldwide through its Authorized Partner network.

TRUSTED BY:

1-800-GOT-JUNK?



Here to make
you happy.



BOYS & GIRLS CLUBS
OF AMERICA

CROWN
UNIFORM & LINEN SERVICE

Telefonica

"We would not have been able to accomplish these improvements without the help of Geotab technology and support staff. They did a great job in furthering our safe driving goals."

Jeff Hill
Fleet Manager, Black & Veatch

"Not everyone's willing to have a flexible product. They have a commercial, off-the-shelf product and that's the way it is. But with Geotab, making suggestions and having that exchange with a partner more so than with a company has made for a long-lasting relationship."

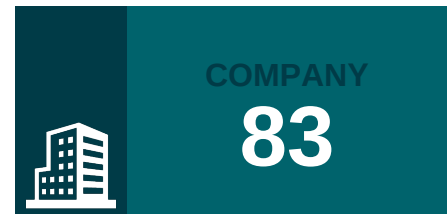
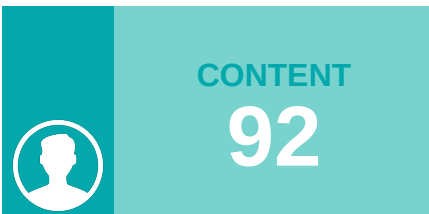
Thomas L. Kuczynski
Chief Information Officer, DC Water

"This program allows you to 'be in the know' of your fleet and what is really going on. We have been able to reduce costs and correct driving behavior more efficiently."

Brittany Peter
Fleet and Asset Manager, JP Services

"Not only are we able to track drivers at all times, but with improved stop-time information, we also are able to increase our amount of deliveries."

Benoit Chenier
Fleet Manager, Richelieu Hardware



TOTAL WEIGHTED
SCORE:

89

READ ALL 31 CUSTOMER SUCCESS REVIEWS FROM GEOTAB USERS





ABOUT TMW SYSTEMS

TMW Systems, Inc. is the largest developer and integrator of enterprise management software designed specifically for the trucking industry. Leveraging the organization's hands-on expertise in trucking and technology, TMW's products including TMWSuiteTM for Windows® and TL2000 AS/400 platform enable carriers to easily integrate vital real-time data from every facet of their operations into a single system to maximize dispatch efficiency, improve productivity and customer service and enhance profitability.

TRUSTED BY:



"TMW offered us a straight-out-of-the-box solution that requires very little customization and which has helped us identify many opportunities to improve our operation."

Jason Jones
Information Technology Manager, Solar Transport

"Providing this time back to the operations associates has given our Driver Managers the opportunity to proactively provide safe service, look for ways to lower our costs and truly manage driver performance and relationships as never before."

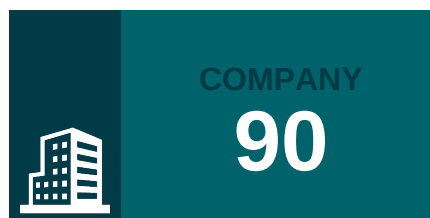
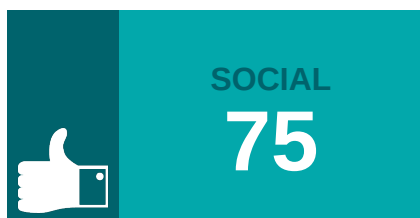
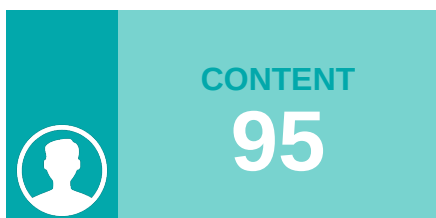
George Grosshardt
Vice President & General Manager, Schneider National

"TMW continues to strengthen our organization in many different areas. It allows us to be more efficient and effective, and to meet our customers' needs in a profitable manner."

Dorothy VanKoughnet
Controller and I.T. Manager, Berry & Smith Trucking

"There's no question that TMW has made our company more profitable because we're able to be proactive in managing our business. As an essential partner, TMW has repeatedly delivered and keeps getting better."

Kent Parkinson
Chief Information Officer, Royal Trucking Company



**TOTAL WEIGHTED
SCORE:**

93

READ ALL 58 CUSTOMER SUCCESS REVIEWS FROM TMW SYSTEMS USERS





ABOUT PARAGON SOFTWARE SYSTEMS

Paragon Software Systems is a market leader in routing, scheduling and transport logistics optimisation software with over 3,400 systems at over 1,100 client sites in more than 60 countries worldwide. Paragon Software Systems is dedicated to the continued development, implementation and support of routing and scheduling solutions that help businesses to cut transportation costs, improve productivity, reduce carbon emissions and raise customer service levels. Headquartered in Dorking, UK and with offices in Dallas and Shanghai, Paragon is a respected pioneer in routing and scheduling with over 30 years of know-how.

TRUSTED BY:



Panasonic



"In a large business such as ours, the performance gains that Paragon gives us - such as improved miles per drop, improved hours per drop and improved vehicle utilization - represent a substantial financial saving. At the same time, Paragon has had a tangible impact on the quality of our customer service. Its schedules are more accurate and consistent which is a huge bonus for home delivery, enabling us to improve delivery to timeslot."

Ian Anderson
Argos Direct

"Paragon is the routing software of choice for Linde's cylinder business globally. It is integral to the efficiency of our gas cylinder business and we have proven that the software is the best choice for producing optimised delivery routes and schedules. With this new licence, we now have the opportunity to roll out the software to all our sites worldwide from centrally hosted servers within our IS network and accessed through a Citrix link. Paragon has proven to be a reliable supplier and has been supportive to our goal of continually improving our gas delivery operations."

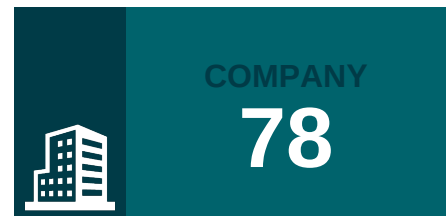
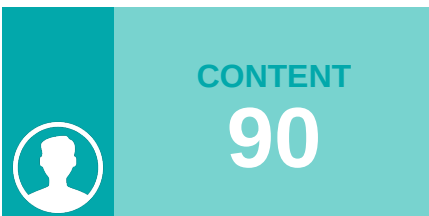
Martyn Stretch
Global Transport Manager, Linde

"Paragon maximizes the use of our resources, allowing us to plan highly efficient routes and utilize our staff and trucks effectively. We are making more deliveries with fewer trucks. In addition the system is extremely easy to use compared to other packages and requires minimal training for our planners to become fully conversant in its use."

Tony Percival
Senior General Manager, CEVA Logistics

"Using the routes designed by Paragon we can easily recognize where improvements can be made and implement them. With the constant increase in fuel costs and the drive to reduce our transportation carbon footprint, we have been able to make significant reductions in usage and emissions while improving efficiencies of our delivery operation."

Denis Conway
National Logistics Manager, Glanbia



READ ALL 41 CUSTOMER SUCCESS REVIEWS FROM PARAGON SOFTWARE SYSTEMS USERS



ABOUT CHEVIN FLEET

Chevin Fleet Solutions' multi-award winning software, FleetWave®, is a web-based system used by fleet operations across the globe, proven to help businesses measure and reduce costs; improve operational efficiency; reduce administrative burdens; and ensure compliance and risk management requirements are met. FleetWave is designed to meet the demands of any type of operation from any sector, by providing extremely flexible software configurations. The system manages the whole lifecycle of a fleet, from initial acquisition of vehicles, through to deployment; operating expenses; incidents; work orders; maintenance; legal requirements and finally disposal.

TRUSTED BY:

CITY of **BOSTON**



Volkswagen



"Thanks to Chevin Fleet Solutions, the Smithsonian Institution has transformed its fleet operations and is continuing to fine tune processes to ensure a more consistent, joined-up and cost-effective fleet management practices. The financial cost of operating the fleet has not only been made more transparent but now has the opportunity to be significantly reduced. This will produce a leaner fleet operation and free-up extra financial resources to help the Institution achieve its cultural and educational objectives around the world."

Bill Griffiths
Fleet Manager, Smithsonian Institution

"By using the Fleetwave software package, we have reduced our parking fines by 15-20%. This has been achieved by collating all the data, identifying hotspots and then dealing with the issues, for example finding parking alternatives at delivery points."

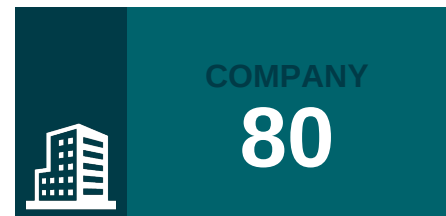
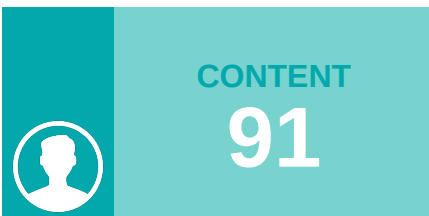
Susan Morrison
Support Manager, 3663 First for food service

"They talk our language - non-technical jargon - and really make the effort to understand our problems when we have them. The team at Chevin are leaders in their industry, are friendly and approachable and we would recommend Chevin to anyone."

Fleet Manager
Arla Foods

"FleetWave is extremely easy to use. Having access to all that information readily available to me, all day long, in one location has made our operation incredibly efficient. The thought of not having access to FleetWave is totally unacceptable!"

Shelia Mckenzie
Administrator, Penn West Petroleum Ltd.



**TOTAL WEIGHTED
SCORE:**

86

[READ ALL 62 CUSTOMER SUCCESS REVIEWS FROM CHEVIN FLEET USERS](#)



ABOUT MASTERNAUT

Masternaut is the UK's #1 telematics and vehicle tracking supplier with over 10,00 customers and 20 years of experience.

TRUSTED BY:



"Investing in a telematics solution for Dalkia has been a great decision for the company. We've been able to optimise our fleet management costs, make significant savings through reduced fuel consumption, and also reduce the number of accidents, thus ensuring better on the road safety for our employees."

Jean-Luc Celotto
National Vehicle Management Manager, Dalkia

"We chose Masternaut above other telematics providers because its solution offered a complete, all in one package that gives us access to a plethora of information relating to our fleet. The online portal is a great resource for our fleet managers, giving them real-time access to van movements and the ability to maximise distribution efficiencies. Masternaut's solution has already enabled us to start scoping out how we evaluate our performance. Our KPI implementation is still at a relatively early stage, however, we're pleased with the results to date and are looking forward to seeing how Masternaut can..."

Brian Reid
CEO, Deli-Lites

"Our industry is all about precision and safety – there can be no failures when it comes to elevators. We take the same approach to our mobile workforce. The data Masternaut has been providing has been vital in maintaining a safe, productive workforce on the move. In addition, Masternaut has helped us to extend the life of our vehicles, by helping us to educate our drivers on how to drive them more effectively. We don't know what we'd do without Masternaut anymore; the service has helped us to create efficiency savings that have made the investment well worthwhile."

Ray Brown
UK Commercial Director, Elevator Engineering Services

"Masternaut's team have themselves delivered an excellent service, conducting a seamless implementation process while remaining constantly on-hand to discuss the latest innovations in the technology, and how we can be improving and developing the way we use the solution. Having recently renewed our contract, we look forward to further exploring these opportunities, in order to get the very best out of the systems."

Peter Blackman
Corporate Manager, Lantern Recovery Specialists



READ ALL 34 CUSTOMER SUCCESS REVIEWS FROM MASTERNAUT USERS



ABOUT TELOGIS

Helping mobile workforces operate more efficiently, serve their customers better and shrink their carbon footprint is at the heart of Telogis solutions, which includes web-based software, mobile apps and integration tools. Products include fleet management software using GPS tracking, driver safety applications, commercial navigation, work order management, dispatch and route optimization. Telogis works directly with some of the world's biggest car, truck and equipment manufacturers, including Ford, GM, Hino, Volvo Trucks, Mack, Isuzu, Nissan, John Deere and Manitowoc, to offer fleet managers a cost-effective solution that is faster and easier to deploy than traditional fleet management solutions.

TRUSTED BY:



Namascos



SuperShuttle

"Not only do we maximize our value to clients with diverse capabilities, but our cross-disciplinary integration allows us to provide more knowledgeable solutions."

Sam Hanna
President, Surveying And Mapping, Inc

"Our existing software could not keep up with the demand of our business ... [Now] we can see how our drivers are progressing in real time and respond to challenges quickly."

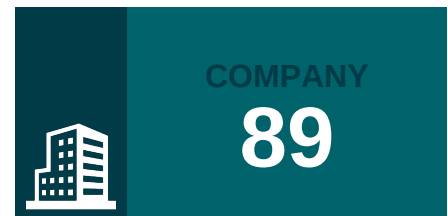
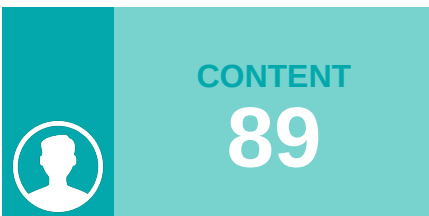
Peter Tighe
Director Of Operations, Door to Door Organics

"Telogis has done exactly what it promised and more. It's helped us manage our fleet, it's helped us inventory our fleet, it's helped us utilize our fleet, it's secured our fleet."

Mike Derrig
director of fleet operations, FreshDirect

"Telogis is revolutionising the way we manage our vehicle fleet, crane barges and the rest of our marine equipment. The Telogis platform is flexible and easy to manage; they're the best system out there."

Dee Burch
President, Advanced American Construction(AAC)



TOTAL WEIGHTED
SCORE:

86

READ ALL 26 CUSTOMER SUCCESS REVIEWS FROM TELOGIS USERS

ABOUT FLEETMATICS

Fleetmatics Group PLC is a leading global provider of fleet management solutions for small and mid-sized businesses delivered as software-as-a-service (SaaS). Fleetmatics solutions enable businesses to meet the challenges associated with managing local fleets, and improve the productivity of their mobile workforces, by extracting actionable business intelligence from real-time and historical vehicle and driver behavioral data. Fleetmatics Group's intuitive, cost-effective Web-based solutions provide fleet operators with visibility into vehicle location, fuel usage, speed and mileage, and other insights into their mobile workforce, enabling them to reduce operating and capital costs, as well as increase revenue. Fleetmatics serves approximately 22,000 customers, with over 445,000 subscribed vehicles worldwide.

TRUSTED BY:



"Once you have the information, you become fundamentally opposed to living without it. It's like a smartphone. Once you have one, you never want to be without it."

Greg Gauthier
Director of Sustainability and Product Research, Lamar Advertising

"Senior management went through a live demonstration of Fleetmatics GPS and looked hard for reasons NOT to do it. We couldn't find any. The product was just so powerful and fit our business model perfectly."

Kevin Kordek
President and CEO, A-Active Pest Control

"I cannot stress how easy it is to use the Fleetmatics solution. They offered in-depth training but it wasn't really needed because the solution was that easy to use."

LaToya Jones
Operations Service Administrator, Digirad Imaging Solutions

"We save significantly on gas and now I have a handle on all my vehicles. This is the best thing for me as an owner. Fleetmatics gave us tremendous benefits in a short period of time."

Chris Close
owner, ServiceMaster



READ ALL 104 CUSTOMER SUCCESS REVIEWS FROM FLEETMATICS USERS



ABOUT FLEET COMPLETE

Based in Toronto, ON, Fleet Complete is a leading global provider of mission critical fleet, asset, and mobile workforce management solutions to over 5,000 customers worldwide. Fleet Complete's suite of products, harness the power of state-of-the-art GPS and software technology that enables our customers to monitor their fleet, mobile workers and valuable assets real-time location and to capture important data that significantly contributes to their companies' success. What made Fleet Complete successful is its integrated approach to customer needs, providing solutions in one comprehensive telematics platform that is scalable to any business.

TRUSTED BY:



"With the help of Fleet Complete, the Chief of police was able to see where the police cruiser was and he dispatched help right away. Previously we wouldn't had been able to do this"

Adam Galvan Jr
Director of Technology, Edgewood Independent School District

"Safety is a critical part of all we do. In-vehicle monitoring has helped improve driver behaviour and helps us to further protect our most valuable asset – our people." - Kim Sammut, General Manager Safety, Health, Environment & Quality."

Kim Sammut
General Manager Safety, Health, Environment & Quality,
Parsons Brinckerhoff

"Delivering fast and quality customer service is important to us. Working within a more real-time technology environment helps to maintain this high standard,"

John Rabideau
Manager, Metro Delivery

"I think it's no question that this technology has made our workforce more productive, more connected and able to carry on the social aspects of their job as well as the business aspects."

Bob Ridley
Director of Information Technology, Minto Group



[READ ALL 33 CUSTOMER SUCCESS REVIEWS FROM FLEET COMPLETE USERS](#)



ABOUT GPS INSIGHT

We understand that every organization faces different challenges and has different goals set. This is why GPS Insight offers tailored GPS tracking and E-Log solutions to commercial and government fleets. Using GPS Insight, organizations realize a significant increase in efficiency and gain insight into all aspects of their fleet operations. You want to work with GPS Insight because we give you the information you need to solve your unique fleet challenges through increased revenue, reduced costs, and reduced risk. Contact us today to learn more.

TRUSTED BY:



"My company chose GPS Insight because we knew they were striving to achieve greatness in all facets of their industry."

Shawn Huff
Project Manager, Wright Tree Service

"We have been able to see current and historical location to address citizen complaints and easily verify whether or not a sweeper or sander has been down a particular street and when."

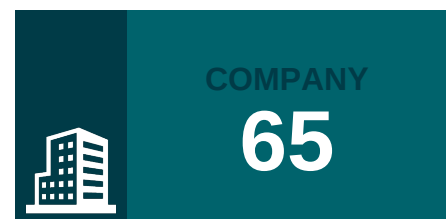
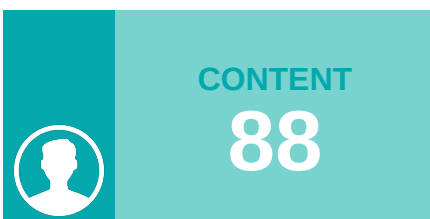
Jim Kempton
Assistant Director of Street Operations, City of Worcester, Massachusetts

"The support staff and sales team are great. They definitely make sure that things are done when they say they are going to be. If you have any issues whatsoever they will make sure your needs are met to the fullest!"

Stephen VanVladriken
IT Administrator, NuBilt Restoration & Construction

"GPS Insight has a great product and great support staff. I have never had a problem getting ahold of support and they have always been friendly and willing to help, even with more obscure requests for reports."

Blake Lehr
Asset Manager, Singing Hills Landscape



TOTAL WEIGHTED
SCORE:

86

READ ALL 23 CUSTOMER SUCCESS REVIEWS FROM GPS INSIGHT USERS





ABOUT OMNITRACS

Omnitracs LLC is the global pioneer of innovative software and SaaS fleet management solutions serving the transportation sector. Leveraging unmatched industry knowledge and resources, Omnitracs' fleet management solutions help companies of all sizes improve the productivity, reliability, routing, safety, and compliance of their transportation assets.

TRUSTED BY:



"The Roadnet applications were significantly easier to use, had only one maintenance module and allowed us to route faster."

Glen Keysaw
Routing Manager, Associated Food Stores

"The ability to place a Delivery Professional on the road with a plan resulted in benefits to our customers, our people, and our company. Our people now possess clear goals, standardized processes, and a reporting system to measure personal performance. For the company, the system enables more prudent decision-making, and real-time management, evaluation and reporting to better manage one of our greatest costs."

Mark Rigdon
Senior Director of Logistics, PSS World Medical

"We are more than satisfied with the results that Roadnet has shown us, and consolidation of the Dallas / Ft. Worth facility could not have been achieved without it. I would definitely encourage other distribution companies to experience the advantages of Roadnet for themselves."

David Simmons
Director of IS, JanPak

"Customer service is the lifeblood of our organization. Any time we can be proactive in helping a customer before it becomes an issue is key. We can look at the whole picture for our customers. In my experience, other companies do not make it easy for you to communicate with them. This software helps us manage a lot at once and provide good customer service."

Paul Hanney
Director of Marketing, Crown Products



READ ALL 56 CUSTOMER SUCCESS REVIEWS FROM OMNITRACS USERS





ABOUT SMARTDRIVE SYSTEMS

SmartDrive Systems, the recipient of Frost & Sullivan's Customer Value Leadership Award for Video Safety Solutions, gives fleets and drivers unprecedented driving performance insight and analysis, helping save fuel, expenses and lives. Its video analysis, predictive analytics and personalized performance program help fleets improve driving skills, lower operating costs and deliver significant ROI. With an easy-to-use managed service, fleets and drivers can access and self-manage driving performance anytime, anywhere.

TRUSTED BY:



"SmartDrive gives us the opportunity to correct unsafe behaviors, because we see incidents occur that we normally wouldn't see. By changing those driving behaviors, we can reduce the impact of the most significant incidents and keep the general public safer."

Randall Sheltra
Vice President of Safety, Loomis Armored

"We evaluated different systems, but SmartDrive was superior. There was a significant difference in terms of collisions captured, the overall visibility to risk and the ability to access additional video context on-demand—this combination compelled us to select SmartDrive."

Brett Sant
Senior VP Safety & Risk Management, Knight Transportation

"SmartDrive's safety program gives us peace of mind, not only because we know exactly what happened in each accident, but also because we can proactively identify high-risk situations and coach our drivers to improve performance before a collision occurs."

Mike Doner
Co-Owner, Flagger Force

"After seeing the results from the study with SmartDrive, selecting the company's video-based safety program was a no brainer. We appreciate their attentive service approach as it relates to coaching our drivers, and know that with the SmartDrive program we will make significant strides toward our corporate goal of eliminating safety incidents."

Steve Ward
Corporate Director of Environmental Health and Safety, FMC Technologies



[READ ALL 44 CUSTOMER SUCCESS REVIEWS FROM SMARTDRIVE SYSTEMS USERS](#)



ABOUT LYTX

Lytx flagship product, Lytx DriveCam™ sets the standard for driver safety in the industries serve, and RAIR® Compliance Services helps DOT-regulated fleets comply with safety regulations, complementing the DriveCam® Program. Lytx ActiveVision service helps detect and address distracted and drowsy driving, both in real time and over time. Lytx protect more than 1,400 clients worldwide who drive billions of miles. Lytx are enable for clients to realize significant ROI by lowering operating and insurance costs, while achieving greater efficiency and compliance. Most of all, they strive to help save lives – on roads and communities, every day.

TRUSTED BY:



AmeriGas



RENZENBERGER
safe and reliable transportation service

WM
WASTE MANAGEMENT

"DriveCam and Lytx technology has given us the ability to leap forward into safety. We're able to save drivers' [jobs] and we're able to reduce our turnover. And we're able to reduce, of course, accidents, increase fuel mileage, and reduce maintenance expenses."

Clay Merches
VP of Safety and Human Resources, J&R; Schugel Trucking

"I would absolutely recommend [Lytx] DriveCam to any transportation entity. I think it promotes safety, it promotes driver awareness. Most of the time, I think it's going to help you in any type of litigation, because you know exactly what happened, what the behavior was leading up to the crash."

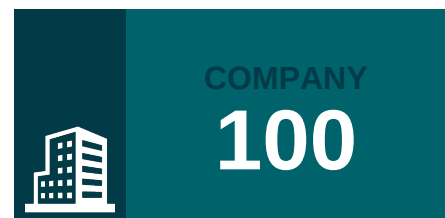
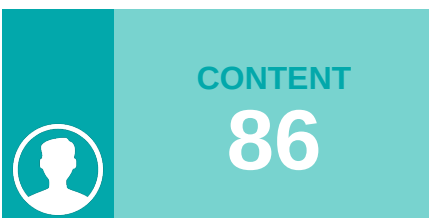
Mark Respass
Director of Safety, JBS Carriers

"One of the biggest steps to improving our safety culture was when we implemented the DriveCam program, because it really helped us address behavioral-based safety in a way we never did before."

Adrian O'Hara
Director of Safety and Risk Management, Murphy-Hoffman Company

"The operators are more aware of their actions because of the [Lytx DriveCam] camera, and they're receiving better training because of the information we've gathered from past accidents."

Reginald Mason
Safety and Security Director, San Francisco Municipal Transportation Agency



**TOTAL WEIGHTED
SCORE:**

85

[READ ALL 37 CUSTOMER SUCCESS REVIEWS FROM LYTX USERS](#)





ABOUT PEOPLENET

PeopleNet is exclusively focused on providing innovative Internet-based and integrated onboard computing and mobile communications systems to improve North America's trucking industry's fleet management. Its products are used by nearly 2,000 truckload, LTL, private, and service fleets in the United States and Canada, including several Fortune 500 companies. Reputed for its customer-driven technological innovation, unparalleled flexibility, and proactive customer care, PeopleNet was the first major technology provider to offer Internet-based communications to the transportation industry 20 years ago.

TRUSTED BY:



"Working with David and the Tailored Solutions Team was great. They were able to take my ideas, and develop them into reality. This reality went straight to our bottom line. The ROI took less than four weeks. I want to come up with another idea just to work with David again."

Jim Crowder
CEO, Carolina Cargo

"I can honestly say that PeopleNet goes to extraordinary lengths to resolve issues. I can reach a person who is familiar with our company 24/7. They are beyond fair in how they treat us."

Jeremy Payn
Analyst Programmer, JRayl Transport

"The system is a win-win for our drivers and the company, for ensuring HOS compliance and protecting our safety record. Our drivers get adequate rest for their personal safety, and preserving our safety record keeps our insurance rates in check."

Steve Hoekstra
CEO, Hoekstra Transportation

"Given our long-standing relationship with PeopleNet, we were comfortable that the company would have a video solution that would fit our needs as an international carrier and one that would fully integrate with our existing platforms."

Ted Gorski
President, Gorski Bulk Transport (GBT)



[READ ALL 21 CUSTOMER SUCCESS REVIEWS FROM PEOPLENET USERS](#)





ABOUT GREENROAD TECHNOLOGIES

GreenRoad, the pioneer in driver behavior technology, is delivering the backbone for the future of vehicle safety in the new era of Intelligent Mobility. For over a decade, GreenRoad's connected vehicle solution has revolutionized the way commercial fleets drive by combining real-time, in-cab coaching with cloud-based contextual intelligence to make every business mile safer. GreenRoad's IoT platform enables service providers to build zero-latency safety applications for connected vehicles and cities.

TRUSTED BY:



"GreenRoad helps with both improving safety and our mandate to reduce fuel consumption. We complement GreenRoad's service with intensive driver training and fleet management software, resulting in a phenomenal 15% fuel savings."

Rory Morgan
National Logistics General Manager, Iron Mountain

"We are thrilled with the results. We have a unique selling point that we can demonstrate our safety record; show how rides are more comfortable for passengers; and prove that we are reducing our carbon footprint."

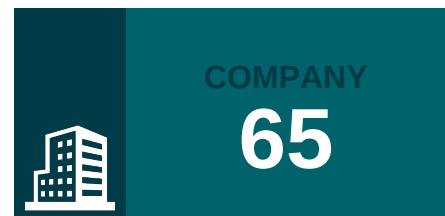
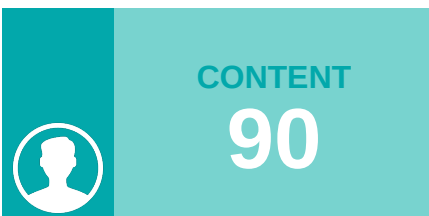
Robert Crawford
Transport Manager, Coach Services

"GreenRoad's benefits extended beyond fuel savings to include fewer collisions and improved passenger comfort. The reduced claims resulted in \$645,000 rebate from QBE."

Dave Heptinstall
Chief Engineer, East Yorkshire Motor Services

"GreenRoad is active 24/7, gathering information and data on the drivers' styles, their safety, what the vehicles are doing, and where there are areas the drivers can improve. We are able to look for patterns and to pick up issues such as a driver going too fast into or out of corners."

Troy O'Dea
Operations Manager, Howick & Eastern



TOTAL WEIGHTED
SCORE:

82

READ ALL 38 CUSTOMER SUCCESS REVIEWS FROM GREENROAD TECHNOLOGIES USERS



ABOUT ZONAR SYSTEMS

Founded in 2001, Zonar has pioneered smart fleet management solutions throughout vocational, pupil, mass transit and commercial trucking industries. Zonar helps fleets of all sizes maximize the use of their assets with solutions dedicated to improving compliance, efficiency, maintenance, ridership visibility, safety and tracking. Cloud-based services with open API's drive Zonar's smart fleet solutions by making it easy for fleet owners and managers to stay connected to their fleets and drivers and operators to dispatch. Headquartered in Seattle and majority-owned by technology company Continental, Zonar also has a Technology Development Center in downtown Seattle, a regional office in Cincinnati, and a distribution center outside of Atlanta.

TRUSTED BY:



City of Tacoma
WASHINGTON

"The implementation of Zonar's applications and the integration with our fleet maintenance system play an integral part in helping our fleet operation save money while being more efficient and responsive to our clients."

Keith Leech
Fleet Manager, City of Sacramento

"Zonar has helped change our culture and driver behavior."

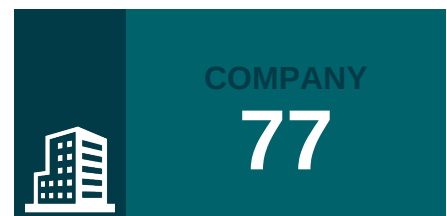
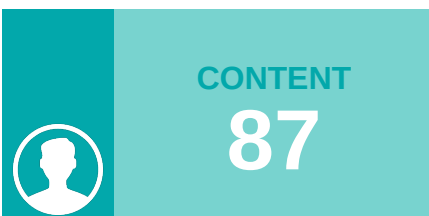
Terry Malone
Fleet Special Projects, PAR Electrical Contractors Inc

"The price, ease of use and forward thinking in Zonar's HD-GPS system just can't be beat. I've used other GPS systems and they didn't even come close. Best of all Zonar is like a partner. They have helped us save money by reducing trips and lowering idle time which also have a positive environmental impact."

Louis Andersen
Solid Waste Division Manager, Town of Gilbert

"Z Pass has provided us with a level of security and confidence I didn't know was possible. With Zonar as our partner we are able to ensure that our students are safe and accounted for while also utilizing the technology to decrease our overall cost by accurately and seamlessly submitting and receiving Medicaid reimbursement funds for the transportation of our special needs children."

Dallas Pieper
Director of Enrollment & Transportation, Freeport School District



TOTAL WEIGHTED
SCORE:

81

READ ALL 19 CUSTOMER SUCCESS REVIEWS FROM ZONAR SYSTEMS USERS

ABOUT COLLECTIVE DATA

Collective Data products are easy to use, flexible, scalable, and integrates with many 3rd party solutions to improve productivity in fleet operations. Supported by best-in-industry technical support, Collective Data software is a high-end solution for organizations looking to get serious on data collection and analytics.

TRUSTED BY:



"This system alleviates some of the employee costs and ties all the systems together for real-time, instant control."

Jason Del Pozo
Fleet Manager, City of O'Fallon, Missouri

"The software has affected how we manage our daily workload, which in turn has affected our bottom-line and made us much more efficient."

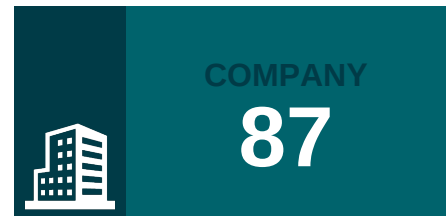
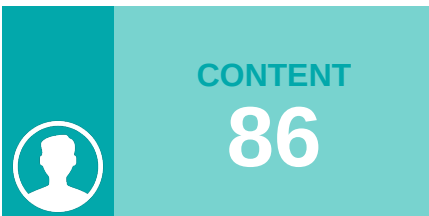
Jim Burke
Fleet Manager, Benton County

"We needed to have software that could be adapted in order to fulfill all our needs as they change over time."

Mike Forbord
Fleet Manager, Schmitt & Sons

"We saved \$25,000 in the first 6 months by going through our parts room and returning excess parts."

Kyle Yonker
Fleet Manager, Homewood Disposal



[READ ALL 21 CUSTOMER SUCCESS REVIEWS FROM COLLECTIVE DATA USERS](#)



ABOUT NEXTRAQ

NexTraq® is the GPS fleet management solution of choice for a growing number of customers with fleets ranging from 2 to more than 2,000 vehicles. Since its inception, NexTraq has been a pioneer and innovator in the telematics space with its award-winning platform and mobile app. Over the last few years, NexTraq has grown more than 20 percent annually and today serves more than 110,000 subscribers.

TRUSTED BY:



"We Have increased service by 9 percent since using NexTraq GPS technology. Additionally, Payroll expenses have decreased by 12 percent with accurate labor costs."

Frank Steinocher
Chief Information Officer, Shumate Mechanical

"We have been able to recover \$400,000 worth of stolen vehicles and equipment with the NexTraq solution. We have actually told the police where our assets are for recovery."

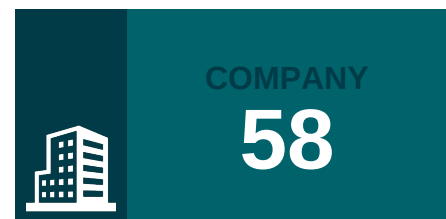
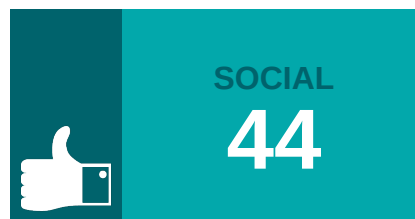
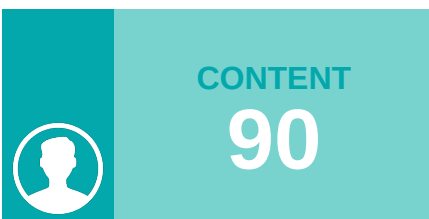
Evelyn Herzog
Fleet Administrator, Landscape Concepts Management

"While it's our business to respond to an emergency situation as quickly as possible, driver safety, as well as public safety, JT a top concern. With the Speed Alert functionality within the NexTraq solution we can monitor drivers that exceed posted speed limits within a certain area or set our own user-defined speed limits."

Jeff Waid
Director of Communication and Quality Improvement, Lifeguard Ambulance Service

"The reporting functionality lets us pinpoint fuel information so that we can attribute a savings of \$25,000 in fuel costs annually within our towing fleet."

Mike Duzan
Automotive Operations Director, Bobby & Steve's Auto World



TOTAL WEIGHTED
SCORE:

81

READ ALL 37 CUSTOMER SUCCESS REVIEWS FROM NEXTRAQ USERS





ABOUT FLEETMIND

FleetMind Solutions, Inc. is the award winning technology leader for “smart truck” fleet management solutions. FleetMind’s technology is derived from over 20 years of developing the industry’s best and most advanced fleet solutions specifically designed for waste and recycling environments. FleetMind solutions have been successfully installed in thousands of vehicles across North America. Their products have allowed the industry’s top waste and recycling fleets to link their drivers and vehicles to business operations in real time to ensure improved productivity, safety, sustainability, profitability and customer service.

TRUSTED BY:



"Customers will benefit from our enhanced ability to now provide "real-time" on-route information, while we can all breathe easier knowing that our FleetMind-equipped vehicles are helping us reduce vehicle mileage and fuel consumption, as well as overall greenhouse gas emissions"

Mike Brennan
Director of Operations & Maintenance, Casella Waste Systems

"FleetMind is recognized as a leader in providing innovative solutions to the waste and recycling industry and we are thrilled to be working with them to access this market."

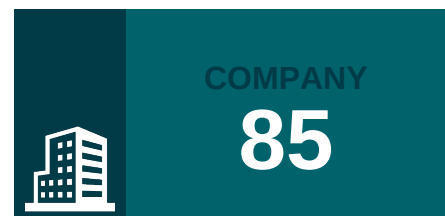
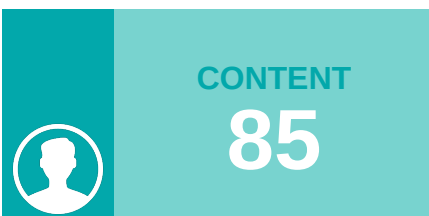
Bertrand Martelle
Canadian General Manager, Psion Teklogix

"The FleetMind solution sold itself when we had our first demonstration. The choice became even easier when we realized that our database provider had a readily available integration module with FleetMind. Since our start-up, the hardware installed in the trucks has been solid and virtually problem free."

Ron Uloth
VP and General Manager, Rosedale Transport

"Increased end-user awareness and ongoing advances in technology are helping shape better products and services. Using RFID technology, FleetMind's cart delivery and management system is bringing improvements to the Waste and Recycling industry by delivering better service through real-time access to information and immediate response capabilities."

Rake Narang
Editor-in-Chief, Network Products Guide



**TOTAL WEIGHTED
SCORE:**

80

[READ ALL 14 CUSTOMER SUCCESS REVIEWS FROM FLEETMIND USERS](#)



ABOUT TOMTOM TELEMATICS

TomTom Telematics is a Business Unit of TomTom dedicated to fleet management, vehicle telematics and connected car services. WEBFLEET is a Software-as-a-Service solution, used by small to large businesses to improve vehicle performance, save fuel, support drivers and increase overall fleet efficiency. In addition, TomTom Telematics provides services for the insurance, rental and leasing industries, car importers and companies that address businesses as well as consumers.

TRUSTED BY:



"The ability to defend our business and drivers with accurate information logged in TomTom WEBFEET alone is worth the investment in the fleet tracking solution."

Marshal Adkison
CEO, Adkison Towing

"With TomTom, Beacon and Traxxis, we have total visibility, we bill more accurately, and we're working more efficiently. I don't know how we did it before."

Jim Sottile
Owner, Star Towing

"Keeping track of the miles we drove in Connecticut and Massachusetts was difficult with our manual system, but now all I have to do is open the report automatically sent to me by the TomTom system. We even used these reports to document our compliance for an audit last year."

Mark Gstell
General Manager, Disposal Plus

"With TomTom WEBFLEET we know so much more. We can really take a good look at our business. Over the last month we can see where we were late, where need to improve. With paper, you have none of that information. It was all just guesswork."

Orlando Esteves
Head of Dispatch, Global Waste Services



READ ALL 64 CUSTOMER SUCCESS REVIEWS FROM TOMTOM TELEMATICS USERS



ABOUT AXON DEVELOPMENT CORPORATION

Software by Axon is totally integrated and works in Real-Time, meaning it seamlessly combines all operational and accounting needs of your trucking business. It works hard in the background, taking information you enter in one place and instantly applying it to all the other areas it should be used. This will save you an immense amount of time and money by slashing the need for tedious multiple-entry and reducing the chance of error.

TRUSTED BY:



"The fact that we can generate, build, and create our own reports – we can design them for what we want them to do – that's a huge benefit for us."

Terry Evans
VP of Finance and Administration, Caron Transportation Systems

"Axon Has Saved Us \$100,000 Per Year In Wage Expenses. Our Fleet Can Go From 18 To 50 And It Wouldn't Matter Right Now With the Way We Are Set up With Axon."

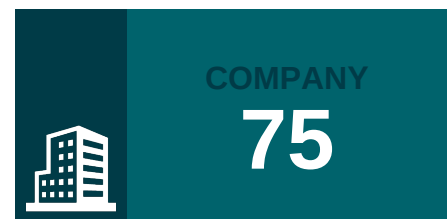
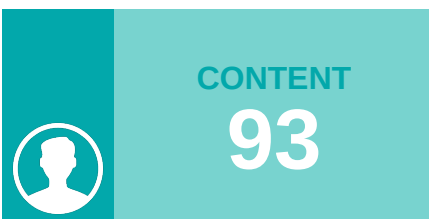
Gerald Brown
President, Renaissance Transport Ltd

"We took on Axon in 2006. Over that seven-year period, we believe that Axon has saved us about \$280,000 just in administration costs alone."

Dean Lang
Owner, Gibson International Carriers

"I think Axon helped us win the 2012 Best Fleet to Drive For because of the records that it keeps and all the statistics that we have. Being able to track our fleets in what they do, how fast they go, the fuel consumption, the service: everything is there that we need. Being able to monitor them closely helps our drivers do their jobs. I think Axon was a huge help."

Helen Knoll
Dj Knoll Transport



**TOTAL WEIGHTED
SCORE:**

80

[READ ALL 94 CUSTOMER SUCCESS REVIEWS FROM AXON DEVELOPMENT CORPORATION USERS](#)



ABOUT QUARTIX

Quartix was founded in 2001 by four industry professionals who have a combined 120+ years experience in systems design, telemetry, embedded computing, communications and database design and implementation. They are all still with the business today. Customer acceptance of the Quartix system has been excellent since then: the company now has more than 8,000 fleet customers and 12 major insurance customers and the success of the company has been recognized by a number of prestigious business and product awards.

TRUSTED BY:



"We believe the Quartix system is a vital tool for the efficient running of our rescue and recovery business. We can't imagine being without it."

Amar Nandra
Director, Beeches Recovery

"With such a large and diverse fleet operating throughout the UK we have many areas and aspects to monitor and consider around the clock, and often all at the same time. The Quartix Corporate service enables us to do just that."

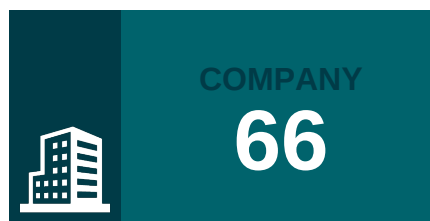
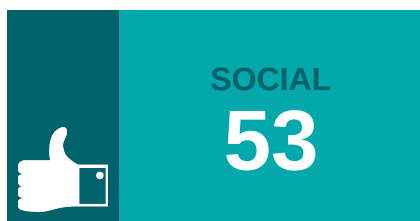
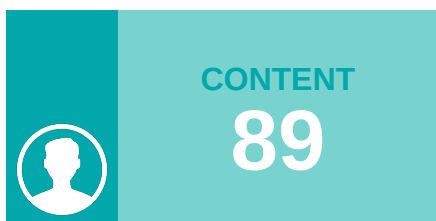
David Brown
Fleet Asset Manager, Calor Gas

"The Quartix system is comprehensive and has advanced features but it isn't overpowering – it's very user-friendly."

Philip Thompson
Director of Environmental Services, Larne Borough Council

"We are growing at a rapid rate and should be adding several new vehicles to our fleet next year – the Quartix system is making our transition into a larger fleet considerably easier."

Stephen Day
Director, Contract Flooring Solutions



[READ ALL 34 CUSTOMER SUCCESS REVIEWS FROM QUARTIX USERS](#)





Fleetio



ABOUT FLEETIO

Fleetio helps fleets of all sizes automate fleet operations and optimize the asset lifecycle while on the go. With Fleetio's suite, fleet teams can instantly access and update data regarding maintenance, fuel, drivers, vehicle inspections, parts and inventory and more. Using Fleetio Go, fleets can track trips and monitor driver performance to improve fleet safety. To increase productivity, Fleetio provides seamless collaboration among users. Fleetio offers fuel card automation plus integration with multiple telematic solutions for automated odometer updates, DTC handling and fuel location reporting.

TRUSTED BY:



"Fleetio is extremely simple to use. I particularly like the dashboard feature that shows you both what items are past due, and what items will be due soon. This summary has really helped to speed up my weekly checks on the trucks."

Tony Brusco
Owner, Hometown Harvest

"The roads in Africa are very demanding on our vehicles. Fleetio allows us to easily keep track of the condition of our vehicles and schedule the servicing of our vehicles as they travel between multiple countries and multiple workshops. It also helps us keep track of the large amount of paperwork that is involved in having British vehicles based in Africa."

Ollie Blackwell
Fleet Manager, Safari Drive

"Before Fleetio my drivers went in for the typical oil change and tire rotation and balance whenever they could find the time in their schedule. This could mean they were 4,000+ miles over the scheduled maintenance. Now that I have Fleetio, it is so easy to see who has an upcoming service especially since I receive an email as a reminder. Fleetio also makes it so easy to keep up with all the documentation for each service record. It has worked beautifully so far."

Heather Turner
Office Manager, Southpace Properties

"Fleetio is quick, easy and intuitive. We travel a lot, and love that we can access it from anywhere, whenever we want to look up something or enter maintenance updates. Thanks to Fleetio, our team is saving at least 2-4 hours every week on fleet management tasks."

Nena Barlow
Owner, Barlow Jeeps



CONTENT

84



SOCIAL

60



COMPANY

74



**TOTAL WEIGHTED
SCORE:**

80

[READ ALL 16 CUSTOMER SUCCESS REVIEWS FROM FLEETIO USERS](#)



ABOUT MYROUTEONLINE

MyRouteOnline is an advanced web application for routing purposes that can serve different types of users with any level of complexity. MyRouteOnline team has more than 20 years of experience in developing and selling pc based routing and scheduling software applications.

TRUSTED BY:



"We have been able to reduce our on-road exposure by 35%. While the obvious on cost savings are self-explanatory, the best thing is that we can now do more work in the same amount of time."

Malcolm Eaton
Managing Director, Just Wheelie Bins .com.au

"Being able to visualize our region as a whole using the planning software was one of the biggest assets in allowing our company to grow and be efficient, Without this tool many of our operations would be inefficient and difficult to manage."

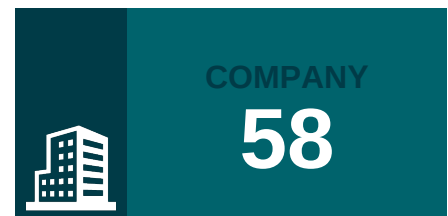
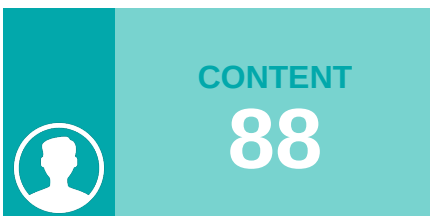
Ryan Lynch
President, Cairn Signs Inc

"MyRouteOnline.com is very user friendly. When I used to be a district manager, I would take each address and look it up in Google addresses. It would take 8-10 hours to plan a route using these old manual methods. With MyRouteOnline.com, it happens instantaneously."

Paul Nikolai
Circulation Director, Daily Commercial

"MyRouteOnline.com is by far the easiest to use of any service I explored. It's a great tool that any dispatcher running delivery vehicles needs to have in his/her electronic toolbox."

Tim Newton
Dispatcher, Swanson Industries, Swanson Industries



[READ ALL 30 CUSTOMER SUCCESS REVIEWS FROM MYROUTEONLINE USERS](#)





ABOUT ASSETWORKS

AssetWorks delivers industry-leading business solutions to help asset- and infrastructure-intensive organizations control capital and operating expenditures, reduce operational complexity, and manage regulatory and policy-driven risk. Leveraging a comprehensive portfolio of software and consulting solutions, AssetWork's help organizations work more efficiently by improving access to shared asset data, promoting greater transparency across the organization, improving service delivery, maximizing asset availability and uptime and reducing total cost of ownership.

TRUSTED BY:



"Technology has made the job of a fleet manager much easier. We view this as a tool that helps us service the vehicles better, which in turn helps those vehicles serve the public better."

George Hrichak
Fleet Manager, City of Chesapeake

"We're now a paperless shop with excellent data integrity and the ability to offer the information that our customers demand. I especially value the software's strong analysis and reporting packages that have enabled us to implement fact-based management of the fleet."

Dan Berlenbach
Fleet Services Manager, City of Oxnard

"CityFleet uses FleetFocus to track all aspects of our business. [FleetFocus' features] enable better accountability, improve business performance, enhance customer service, and give us our competitive edge over the private sector."

John Hunt
CPFP CityFleet Manager, City of Portland

"Using AssetWorks FuelFocus™ and FleetFocus™ together offers complete reporting which we allow customers direct access to, therefore they can run their own fuel usage information. The advantages, which also include file backup and tech support, are truly endless."

John Clements
Manager, Fleet Operations, San Diego County



[READ ALL 15 CUSTOMER SUCCESS REVIEWS FROM ASSETWORKS USERS](#)



ABOUT AZUGA

Azuga was started in 2012 to bring significant change to an industry that lacked innovation. Azuga wanted to create a GPS vehicle tracking and fuel management solution that was powerful and easy-to-use; would help businesses save money by spending less on fuel, repairs and insurance; and simultaneously boost driver safety and the bottom line. At the same time, Azuga also recognized that to truly innovate, GPS vehicle tracking solutions needed to go beyond its traditional use by management and be embraced by drivers ■ already at the center of fleet operations, but largely ignored.

TRUSTED BY:



"Azuga is the best GPS tracking device on the market hands down. We've tried many others over the years and none of them compare to Azuga!"

Sean Gilstrap
Vice President, Correct Electric, Inc.

"It is the easiest, most intuitive system I have used to date. Everything that I need is a click away, and every month or so, Azuga comes out with even more innovative features that make their platform an even better bang for the buck."

Patty Middleton
Safety Director, United Mechanical Inc.

"GPS tracking and fleet telematics is going through a huge makeover. Plug-and-Play devices make installation quick and inexpensive. Rich data helps make fleets more efficient and at half the price of the plain old black box systems. We chose Azuga over a traditional black box provider to help us move to the next generation of GPS tracking and vehicle intelligence."

Pete Steinmetz
COO, Turner Pest Control

"Azuga is the iPhone of the GPS industry. It's simple, affordable and gives the best results. When your drivers know that they are being watched and tracked, productivity increases. Azuga monitors drivers, fuel usage, unauthorized vehicle use and requires no installation, unlike other fleet GPS monitoring systems."

Chris Parisis
President, CG Appliance Express



READ ALL 17 CUSTOMER SUCCESS REVIEWS FROM AZUGA USERS





ABOUT ACTSOFT

Actsoft is an undisputed leader in the growing Mobile Resource Management (MRM) industry. Their suite of Location-Based software solutions leverages GPS and wireless technology, providing optimal oversight for businesses with a remote work force.

TRUSTED BY:



"With Actsoft we have the ability to customize each report to meet our client's needs. Having this technology sets us apart from our competitors."

Joe Joiner
Vice President of Sales, Security One

"Actsoft has made us more proactive versus reactive for our clients. The easy-to-use forms and reader friendly reports have saved us hours of time each day. It was the only company that would customize to our business needs."

Eliza Wilson
Capital Asset Manager, United Building Maintenance

Actsoft's products have saved me a lot of money over the years. I saved over \$3,000 a year just in printing costs, but the accountability you gain from tracking is the biggest savings."

Thomas Frey
Owner, A.I.M. Security

"Actsoft's Professional Services Team has benefitted our company by providing us with products to help increase our efficiency. They were professional, responsive, extremely helpful and very knowledgeable when fulfilling our business needs."

Ken Drummond
Owner, Comfort Pest Control



READ ALL 36 CUSTOMER SUCCESS REVIEWS FROM ACTSOFT USERS





ABOUT FLEETBOSS

As the premier GPS fleet management provider since 1998, FleetBoss has always been much more than a supplier of products or boxed services. With over 5,000 satisfied customers, FleetBoss has built upon its tremendous success in vehicle tracking and driver accountability by "Going Beyond GPS" to offer best of breed business operations solutions. FleetBoss is constantly seeking new and innovative ways to provide value and a high return on investment for its clients. FleetBoss' automatic vehicle location (AVL) GPS fleet management solutions have generated millions of dollars in savings and revenue for thousands of clients both in North America and abroad. Today, FleetBoss is expanding into equally crucial business operational areas such as workforce automation and mobile data solutions

TRUSTED BY:



"When I think about it, the FleetBoss system simply makes my business more efficient. We can make decisions based on actual data and best of all, I know that my employees are honest people and that feels good."

David McCall
TCK Air Conditioning & Heating, Inc

"Fleetboss puts us in our trucks with our drivers. We control overtime and we know starts, finishes... [and can] control frequent stops... it's helped us reduce excess costs and control after hours vehicle use... simply put, it's doing its job."

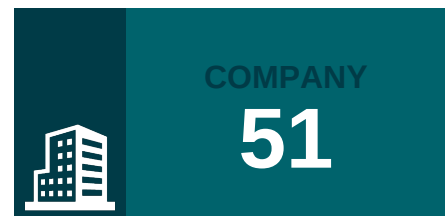
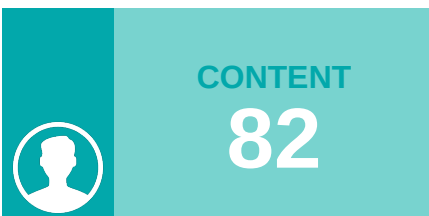
Tom Stankey
H & H Liquid Sludge

"Between man-hours and fuel savings, the FleetBoss systems paid for itself in the first two months we used it. Thank you for helping my company grow and adding thousands to our bottom line."

Robert Ippach
Owner, Royal Gardens Landscaping

"We felt we had honest, exceptional employees which is being proven by The Boss. Areas where we can be more efficient and productive are being magnified by the reports. We can't imagine having a company vehicle without The Boss on board."

Steamex



TOTAL WEIGHTED
SCORE:

72

[READ ALL 26 CUSTOMER SUCCESS REVIEWS FROM FLEETBOSS USERS](#)

