



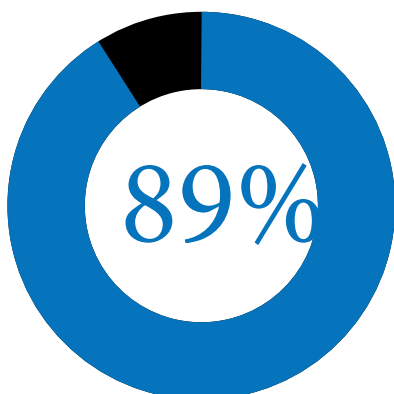
FLEET MANAGAMENT FOR TRANSPORTERS

75% of Freight traffic in the country is carried by the road network, which is one of the most widely used form of transport in the country. The Tanzanian government's top priority, as part of 2025 Development Vision, is to further develop this network, which already covers 86,472 km of roads.

With the growth of the road network, and improvement and maintenance of current roads, the transport industry is presented with the opportunity to expand further, improving overall accessibility, whilst reducing transportation costs, such as travel time. It is estimated that due to the expansion of port of Dar Es Salaam, and the infrastructure projects currently on going, Tanzania's economy is expected to be one of the fastest growing in Africa.

With the constant demands for efficiency and customer satisfaction, competition amongst logistics companies is at an all-time high, requiring the very best of customer service and technology to ensure smooth operations for customers. To meet the demands of an increasingly growing economy, and growth of imports and exports, logistics managers are presented with an increasingly number of challenges.

Our Fleet Management Solutions can be of invaluable assistance to the transport industry, as it leads to the improvement of productivity tenfold. It allows access to the real time location of the container, helping you locate the vehicle and driver, hence providing the capacity to predict time of arrival of container accurately as well cutting the time taken to reach the end destination through route planning. It would become possible to track and recover lost vehicles, as well a reduction in costs such as call time and fuel, due to excessive idle time reports.



89% of Transporters have complained that one of the challenges they face is misuse of their vehicles by their drivers, which costs them money, time and resources.

Maximise Utilization of Fleet/Resources

Live fleet monitoring allows for preparation of the next cargo for shipment, as well as schedule maintenance accordingly. The logistics manager will have an estimated date of return of the fleet, and can plan ahead for maintenance of the vehicle before its next trip, as well as schedule more projects; less time is also taken to prepare for the cargo to head off to its next destination. It becomes easier to dispatch the next cargo, and enables the manager to estimate, with some degree of accuracy, when vehicle will reach their destination. This will lead to an increase in profit margins due to increased number of trips, and improved customer satisfaction, as they will be aware of when their cargo will reach the destination.

Increase Efficiency

Real time location of your fleet allows you to plan the route accordingly, hence avoiding road delays such as traffic, leading to punctuality and efficiency. Less time is also spent on following up with drivers on current location, saving costs on phone calls.

Customer Service and Satisfaction

Success and growth of any organization is tied to satisfied and unsatisfied customers, as they will both be likely to review the organization through word of mouth or social media, which can prove pivotal to the success of the company. With customers more likely to stay loyal to the company where they receive high quality service, GPS tracking allows for security of cargo and improves on delivery time.

Accidents & Fines

Driver fatigue, poor vehicle conditions, and negligence play a vital role in the rise of accidents on the Tanzanian road. Research conducted shows most accidents occurred either very early in the morning or late at night due to drivers attempts to avoid speeding fines, loading and offloading of unauthorized cargo and temporary stay in city of arrival due to family and friends residences being located there. Driver fatigue was in part due to more trips being covered by individual drivers, without consideration for the weather and for travel time already accrued. With our fleet management software, data on hours worked, speeding alerts, harsh braking and acceleration, vehicle service data is available; this allows transport companies to create a timesheet for each individual driver, to ensure they are not overworked so as to avoid fatigue, and can now monitor each individual drivers behavior, so as to address over speeding, travelling too early or too late, which in turn will lead to the reduction of accidents and fines.

Parking fees and fines

During travel, drivers are instructed to park in a safe authorized area so as to avoid parking fines. However, most drivers opt to park on the side of the road, or in unauthorized areas so as to ensure the issuing of parking tickets; this is done in order to claim parking fines from the company. Fleet management software allows you to address this issue head on, as it can be pointed out to drivers that the area they parked was in an unauthorized zone, and hence the responsibility for the parking fine falls on the shoulders of the individual driver.

Driver Behaviour

It becomes possible to analyze patterns and habits of individual drivers, as logistics managers can now access data on engine idle time, delays during travel time, excessive stoppage at a destination, harsh braking and harsh acceleration. This allows you to know which drivers are wasting fuel due to excessive engine idle time, those who delay at the destination even after cargo has been offloaded, and which drivers driving habits can be detrimental to the lifespan of the vehicle as well as most likely to cause accidents on the road due to careless driving.

Fuel Management/Engine Idle Time

With trucks spending an average of 3 - 6 hours on engine idle time, companies are losing an estimated 1095 - 2190 liters of fuel per year per truck. This is due to drivers leaving the engine running during lunch breaks, road blocks, and traffic points as well as conducting their routine check on the truck whilst the vehicle is on and also leaving the engine running for an hour as opposed to 10 -20 minutes it takes for the truck to be ready to depart. With our fleet management solutions, reports on engine idling can be generated for all vehicles, allowing you to know which have exceeded the set period of time allowed, for how long and in which location, as well as fuel and mileage information. This provides you with data on consumption, as well as costs per mile for each vehicle. This therefore then allows you to know each individual drivers habits.

Approximately
Tshs 2,500,000 -
5,000,000
Per year Per
Truck is lost due to
Engine Idle Time.

Labour

Transporters can use GPS tracking software for driver retention, training and replacement. GPS tracking software provides data on over speeding, driving outside work hours and more hours as well as driving outside designated route. Such data will allow a transporter to address each individual drivers behavior; over speeding and harsh braking/acceleration will inform you which drivers are careless on the road as well as more likely to cause an accident and can issue warnings accordingly, or even retrenchment. With this data, any false claim brought about by Labour department of the government courtesy of the driver can be presented with the information showing how the driver was careless during driving hours or was working outside office hours with office assets. It can also assist with driver training by showing them how accidents can occur, thanks to second by second data provided by the software.

Maintenance costs

Upto Tshs
1,000,000 can be
incurred due to sud-
den breakdown of
Trailers

Our Fleet solutions allows for maintenance schedules to be set up so as to provide alerts when service is due. Regular servicing increases driving safety, boosts vehicle performance, whilst improving fuel economy and extending the lifespan of your vehicles. This eliminates the costs incurred by poorly maintained vehicles, such as sudden breakdowns, and leads to proper utilization of a vehicle, optimizing vehicle trip rotation and life span, as well as reducing the cost incurred to purchase new vehicles. When carrying out fleet services, most transport companies in Tanzania will base their decision on the kilometers covered by a vehicle, as well as engine hours, with this data being available through the use of our fleet management software.

Save on Insurance Premiums

Discounts are offered to businesses with fleets that have implemented a GPS tracking system, as insurers are now assured of a means of locating a stolen vehicle, as well as prevention of theft. Most GPS devices require driver recognition, with an alert being prompted if the vehicle is in use by an authorized individual with real – time location data being available that allows authorities to locate a vehicle that has been stolen, and the system can also generate remote engine kill, which is where the engine is switched off if the vehicle has been stolen.

Phone call costs

Logistics companies with a fleet of 5 -100 vehicles spend an estimated Tshs 200,000 – 3,000,000 Per Year on phone calls to drivers to verify location of vehicle and driver

Once border of Tanzania has been crossed, most drivers do not activate their SIM card which results in delay on offloading (as logistics managers are unaware of current location), as well as departing without return cargo, or loading unauthorized cargo on return trips. This leads to a further loss of profit, customers as well as customer's loyalty. With fleet management, reports can be automatically generated that provide data on time vehicle was switched on, current location as well as trip history, engine idle time, speed alert, driver behavior such as amount of time spent for lunch breaks, to name but a few.

Vehicle abuse

One of the major challenges faced by transporters is the abuse of company assets i.e. trucks by the designated drivers. It has been discovered that most drivers will look for quick transport jobs once they have offloaded their cargo, hence carrying unauthorized return cargo; this leads to a loss for the transporters as a transporter will be unaware the trip has been completed hence allowing for a return trip with authorized cargo. With fleet management software, real time location data is available with is being possible to create geo-fencing operating areas, can monitor entry and exit of cargo from offloading point, engine idle time; this enables a logistics manager to closely monitor the vehicles movements so as to ensure it isn't possible to abuse the use of company assets.