



## Increasing Driver Safety and Decreasing Fuel Costs

### • Challenges They Were Facing.

Foris Solutions is a garage door repair and replace service with franchises located throughout North America. They have a fleet of 40 trucks.

They want to make sure that their people are always in a safe environment while on the job and if they're not, then help them understand how they can be.

Before using GPS Insight, Foris Solutions would experience safety concerns in the form of frequent speeding tickets, as well as calls from citizens saying that their drivers were speeding out of control or screeching away from a stop. Foris Solutions realized that they needed to focus their culture of safety on driver behavior to help keep their drivers and the pedestrians in their areas safe.

Foris Solutions knew their vehicles were being abused due to more wear and tear on the vehicles than normal. Management noticed by way of higher maintenance and fuel costs. They did not know why these costs were on the rise and needed insight into what was causing this and a plan on how to stop it.

### • Results Using GPS Insight.

Foris Solutions searched for a company that would provide the best overall customer service, which is why they chose to go with GPS Insight.

GPS Insight defined four key metrics for Foris Solutions to evaluate as "safety events" to curb bad driver behavior. The areas they looked at were harsh acceleration and deceleration, speeding events over 80 mph, and posted speeding events where the vehicles traveled 10 mph or more above the posted speed limit of the road. These safety events were judged per 100 miles per vehicle to make it equal across the board. Using the tools put in place by GPS Insight, Foris Solutions decreased "safety events" by as much as 89%. These tools ensured drivers were not only being safe on the job but on the road as well.

What they found in benchmarking the data was that some of the vehicles were turned on all day, every day without ever being shut off. Idle time across the fleet in one month alone added up to 22,660 minutes, which translates to almost 400 hours, and approximately 200 gallons of fuel. This was their answer as to what was causing more wear and tear and higher fuel costs. GPS Insight notifies the driver in real-time to shut off the vehicle, as well as management of these idle events. Within 3 months, idle time decreased by 30%

### Unexpected Benefits.

At first, their technicians didn't like telematics; it was perceived as 'Big Brother' watching over them. Now when Foris Solutions posts the list of safety incidents, it's a badge of honor to not have your name on the list. The technicians have made it into a competition to see who can get the least amount of incidents.

*"It's so easy to work with your team. Everyone has gone above and beyond expectations throughout the entire process. Questions are answered before I even have the chance to ask them."*

*-Joe L., Foris Solutions*

Foris Solutions created a driver policy that includes metrics tracked through GPS Insight that every driver has to sign and acknowledge. One driver was let go after GPS Insight and the driver policy was put into place because of his continuous speeding habit (continued receiving speeding tickets). In the state of Michigan where unemployment cases almost always favor the individual over the company, Foris Solutions won the case based on the data from GPS Insight and saved around \$10,000!