National pathology provider deploys Leopard Telematics to improve courier safety and optimise vehicle performance.

*"Leopard Telematics powered by Geotab®
has enhanced the company's nationwide fleet
performance; improving driver safety by identifying and
reducing inefficient driver behaviours, optimising fleet
performance, lowering operational costs and delivering
workflow efficiencies, saving time and money."*

Ben Green, National Operations Manager

POWERED BY

GEOTAB®

Prevention is better than cure; vehicle fleet optimisation and driver safety the priority

One of Australia's leading healthcare companies provides nationwide diagnostic pathology services via thousands of dedicated team members – who operate a comprehensive network of sample collection sites, testing laboratories and courier vehicles.

With several well-established pathology brands upholding a strong local presence in diverse territories, the amalgamated company sought a collective solution to improve asset management and driver safety for their 800-strong vehicle fleet and courier workforce.

The Challenge

The organisation's fleet managers were 'in the dark' about where their company vehicles were or who was operating them at any given time. They lacked relevant real-time data to know how individual cars were driven or to understand the current condition of their vehicle fleet.

"For a substantial vehicle fleet like this, without a reliable way to track vehicle movements or understand the mechanical state of each vehicle, it's hard to make proactive management decisions and run an efficient delivery service", said Leopard Systems Operations Manager Ben Green.

The small passenger vehicles are vital for transporting precious patient samples from collection sites to laboratories. Yet, the lack of visibility and vehicle insights was a significant blindspot across the national network operation, hampering risk management and efficiency improvements.

The company also sought to strengthen its commitment to protect its drivers' safety and well-being. They wanted a technology solution that would allow them to administer and automate compliance checks, driving education and route optimisation for the greater good of their mobile workforce.

The Solution

The company engaged Leopard Systems to deliver and tailor a digital telematics solution to help their fleet managers quickly access accurate data on their vehicle assets, to monitor vehicle usage and improve operations through data-based decisions. Leopard Systems successfully implemented a tailored Leopard Telematics powered by Geotab® solution for 800 vehicles owned by the company.

An easy to install solution, Leopard fitted the low cost Geotab® GO device into each company vehicle's onboard diagnostics (OBD) port and enrolled each device to the secure MyGeotab® cloud platform giving fleet managers instant access to critical information. The GO devices continuously gather GPS location, engine diagnostics, driver performance and other useful data points. This valuable information is recorded and presented in a secure, user-friendly format via the web-based dashboard.

"The portal dashboard allows all the business fleet managers in the company to monitor only the vehicle assets they're responsible for overseeing. They can see every vehicle-related detail in real time, so they can promptly analyse the information and use the system's suite of easy-to-understand reports to answer questions relevant to their courier operations", said Ben.

Managers can now see exactly where each vehicle is on a map and know what it's doing. The telematics solution detects speeding, harsh braking, sharp cornering, hard acceleration, and other vehicle control activities. This information alerts fleet managers to unforeseen events or car accidents so they can quickly respond and take appropriate action; care for staff, re-schedule delivery activities, address vehicle repairs or review the driver's performance.

The Results

By deploying Leopard Telematics powered by Geotab® solution for their vehicles, the company has: improved their small vehicle fleet's performance and fuel efficiencies, improved the visibility and location status of their fleet assets at all times, including tracking down stolen vehicles and improved driver behaviour and safety.

"With Leopard Telematics, fleet managers can directly monitor whole-of-fleet activities to see where all their cars are at any time. They can understand how dispersed or congregated the fleet is, detect excessive idling events or unsafe driving behaviours and make tactical changes to improve vehicle performance, wear and tear, and direct resources better. They can also view and optimise routes on the go to streamline pickups and improve fleet efficiencies," Ben said.

Additionally, courier drivers can log into the linked Telematics app on their smart devices at the start of their shift to complete compliance safety checks and vehicle inspection reports, and initiate workflow tracking. This information and accurate engine diagnostics data enable fleet managers to better schedule vehicle maintenance and servicing (including tyre replacements) to reduce downtime losses.

"Leopard Telematics powered by Geotab® is a low-cost, easy-to-install, self-managed system. As the solution providers, we don't often need to log in and troubleshoot with the fleet managers because the system is so robust and intuitive to use, which means the company can manage and self-serve their operations independently and securely. However, we support our telematics clients whenever they need us, for example, when they want a new custom capability for their solution or to install new GO devices into new vehicles," added Ben.

Leopard Telematics powered by Geotab® has enhanced the company's nationwide fleet performance; improving driver safety by identifying and reducing inefficient driver behaviours, optimising fleet performance, lowering operational costs and delivering workflow efficiencies saving time and money.

About Leopard Systems

Well regarded within transport and logistics, supply chain, and postal sectors, Leopard Systems leads the way in configurable and scalable freight management and delivery solutions encompassing software, hardware and services. Available as pre-configured, enterprise-grade mobility solutions, they increase efficiencies, reduce input error, elevate productivity and, of course, increase the bottom line.

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