



Web based **Vehicle Tracking**
& Mobile Data Solutions

Case Study - Aquafortis FM Ltd.

Aquafortis contacted **Concepts-Online** when looking to upgrade their existing vehicle tracking solution in favour of a more comprehensive and feature-rich system. Our Explorer program offered the opportunity to gain greater efficiencies, as a result of enhanced management and utilisation of their 55 strong fleet.



Company Profile:

The AF Group is a complete building services contractor offering the broadest range of in-house skills and service solutions to retail, educational, public and commercial clients. The company operates across the UK as a number of strategic divisions, including WORXCARE, which provides comprehensive building maintenance services, and WORXBUILD, a complete building projects management service.

Business Needs:

Aquafortis had an existing supplier of vehicle tracking when they began communicating with **Concepts-Online**, but the company had poor confidence in their existing service, as it had failed to offer an accurate representation of current vehicle locations. Aquafortis had also found that the mapping software was proving to be inadequate for the company's needs, and that in general a more sophisticated system was required.

The AF Group required a tracking system that would allow them to effectively monitor their fleet across the UK. The company aimed to source a system that would allow it to allocate tasks amongst personnel and resources in a manner that would prove both economically efficient, and morally agreeable with regards fulfilling a duty of care to its drivers Health and Safety responsibilities.

The complementary features on offer in a program were also a factor in deciding which system to purchase, and ultimately one of the reasons that Aquafortis selected **Concepts-Online**. The company could find few systems as feature rich or comprehensive, with facilities such as the opportunity to operate multiple map windows, send SMS text messages to vehicles, or monitor a driver's speeding, establishing our program as the clear market leader.



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Aquafortis FM Ltd

Knowledge is **Power** - Efficiency is **Revenue** - Control is **Profit**



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System Installation:

A simple demonstration convinced Aquafortis that vehicle tracking from **Concepts-Online** would exceed all of their business needs, and was a necessary part of their operation. As a result the company opted for the 'big bang' approach to implementing tracking, preferring to install the Vehicle Information Units in the entire fleet in one go. Lee O'Halloran, AF Group IS Manager, describes the installation as "...a simple and straightforward process. With computers you always suspect that problems may arise, but the whole process was completed quickly and smoothly".

System Benefits:

The AF Group have been impressed with the ease at which the system has been integrated into the company's business practice. "The system is remarkably intuitive to use" proclaims Lee O'Halloran, "the fact that the drivers know of the system helps to focus their minds on their jobs. They no longer suffer a level of anxiety about phone calls from managers to 'check up' on them, or concerns over tools and vehicles being stolen, because we know exactly where our drivers are, where they've been and should a theft occur, we know exactly where their vehicle is going. Knowing this, and the ability to use facilities such as journey and mileage reports all adds up... it helps as we try to become the most efficient company we can be".

What the future holds:

"One of the greatest plus points for dealing with **Concepts-Online** is the fact that they're a small company. The whole team have done their utmost to tailor their system to best meet our needs, something that we've found larger organisations are incapable of offering", concludes Lee O'Halloran.

As a result, Aquafortis are currently planning work with the technical team responsible for **Concepts-Online Explorer**, to find a method of integrating the system with their in-house designed software, as a means of better utilising the two systems and increasing company productivity.

Why choose Concepts-Online?

In today's ever changing business world the challenges of managing fleets of vehicles & manpower are greater than ever before. We have a solution that will not only take care of all of these challenges but will increase your profits and efficiency at the same time.

Our **Vehicle Tracking system** is the most sophisticated, easy to use and by far the most cost effective on the market. Tracking your fleet of vehicles has never been easier! So from 1 to 1000 vehicles, **Concepts-Online** is the solution you need.



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