

Quartix

Real-Time Vehicle Tracking

Vehicle Tracking: Lowering Costs and Increasing Productivity for Landscapers

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Introduction

Technology can assist you in many ways as a Landscaper, and GPS vehicle tracking is just one smart technology that will benefit your business, customers and employees alike. The ability to improve driving behaviour and optimise routes are primary drivers for the take-up of vehicle tracking by Landscaping businesses.

At its core, vehicle tracking pinpoints vehicles on online maps in real-time or over a defined period, freeing landscapers to focus on their work without distraction from office staff inquiring where they are and how long they've been there. The Quartix system is flexible and offers a complete solution that works with fuel cards and route planning software via our chosen partners. Additionally, you can utilise online timesheets, daily route reports, driving-safety analysis, and maintenance-tracking tools. These features can improve your business's productivity, accounting, and safety.

For 20+ years, Quartix has helped Landscapers reap the benefits and cost savings of vehicle tracking:

"Quartix vehicle tracking lets you take control of your fleet, improve operational efficiency and manage costs, safety and time."

Matt O'Conner

Managing Director
John O'Conner Grounds
Maintenance

"The Quartix system is very easy to navigate. Just this morning, one of our drivers changed vehicles and I could simply change the name on that vehicle."

Simon Jones

Transport Manager
Whiting Landscape

John O'Conner Grounds Maintenance Optimises Fleet Operations with Quartix

John O'Conner Grounds Maintenance employs over 500 staff and manages over 250 vehicles across the UK, providing complete landscape solutions to a range of sectors, including commercial and local authority.

The company has always been mindful of the impact its business has on the environment. Minimising that impact was just one of the principles leading the management team to implement Quartix vehicle tracking all the way back in 2004. The technology remains intrinsic to optimising fleet operations today.

Operating the sheer number of vehicles that John O'Conner Grounds Maintenance does, Managing Director Matt O'Conner describes a crucial advantage of the Quartix GPS tracking system; proof of the fleet's current and historic activity.

Tracing all vehicle movements

Holding data of all vehicle movements means that the business can instantly answer any questions regarding their drivers' activity. This is useful when handling customer issues as well as accusations from members of the public. "If we get calls from people who have had their car scratched or window hit, we can check whether or not the damage was caused by one of our drivers," explains Julie Renshaw, who regularly consults the Quartix system for information, "We can quickly provide evidence of our drivers' trips by entering the postcode and date and can confirm whether or not we were in that area."

"Quartix information adds credence to many tricky situations," says Matt O'Conner.

The system also alerts Julie when vehicles have not moved for a certain amount of time, helping the team to identify when the fleet is being underutilised. Fleet Manager, Simon Redhead aims to have no more than 6 of his 250+ vehicles out of action at any one time.

Enhanced customer satisfaction

"We find that our customers' confidence is enhanced when we share with them that our vehicles are GPS tracked," says Matt O'Conner. Armed with accurate data, a good level of service can be provided to customers. "The information Quartix provides can really help you to build a good customer relationship and enhance trust."



Supporting and coaching drivers

"Quartix vehicle tracking actually works in our drivers' defence, it's their personal protection in case of unfair claims," Matt O'Conner adds, when describing his staffs' reaction to the tracking system. "Drivers expect vehicle tracking nowadays. It shows that a company is fully invested in its operations and in the safety of its employees."

The team at John O'Conner used the Quartix driving style data to investigate whether poor driving scores correspond with higher fuel costs and higher repair costs. The answer was a resounding yes: a driver with above average speed scores (green) totalled £1200 in fuel consumption, £96 in workshop repairs and just 1.5 hours of workshop labour time over a 3-month period. In the same 3 months, a driver with a poor speed score (red), covering similar mileage to the latter, used £150 extra fuel, cost the company an extra £2120 in repairs and incurred an astonishing 29.5 hours of workshop labour.

When the system identifies a driver with low scores, the information it provides can be used to actively help them to improve. John O'Conner runs a staff incentive scheme, whereby the two best scoring drivers receive cash prizes each month, provided all drivers meet a certain standard. This keeps motivation high among teams and rewards efforts to be safer and more efficient on the roads.

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Managing Director

The rewards of staying compliant

When new business tenders and large projects arise, John O'Conner is ahead of the game, with demonstrated efforts to reduce carbon emissions through using the Quartix system. When it comes to insurance premiums, it also benefits the company to state its investment in improving driver behaviour.

On first application, the company received Gold RoSPA accreditation and Management of Road Risk status, a feat to which the Quartix technology was instrumental. "The Quartix system is evidence of the proactive work that we do, it stands us in a good light," says Matt.

Whiting Landscape improves job allocation with Quartix



Whiting Landscape has been offering a wide range of landscaping and construction services across the UK since 1977. Based in Worcestershire, the company specialise in major domestic gardens and commercial business.

Transport Manager Simon Jones, who has been with the company for over 32 years, selected the Quartix vehicle tracking solution to help improve services at Whiting Landscape. Simon provided us with a bit of background as to why he selected the Quartix solution and the benefits it has offered so far.

Routes and vehicles can be reallocated

After trialling several systems, Simon found Quartix competitively priced and preferred the user interface to that of other vendors. With an easy-to-navigate website and many useful features allowing Simon to quickly amend driver details and routes. He recalls, "Just this morning, one of our drivers changed vehicles and I could simply change the name on that vehicle myself."

Timesheets: Ensuring drivers complete their correct hours

One of the reasons that Whiting Landscape opted for Quartix vehicle tracking was to monitor staff remotely. With the majority of work completed off-site, the company could be unknowingly losing a lot of money if staff were leaving early or arriving late. Tracking has had a positive impact on the drivers at Whiting Landscape. "They are aware of the trackers, so nine out of ten drivers will be on site when they should be and won't leave until they're entitled to," Simon comments.

Security: Teams can easily locate missing vehicles

Security was a key factor for Whiting Landscapes, having experienced a lot of problems with theft over the years. Due to the trackers, teams were able to locate where some of their stolen vehicles had been left and reclaim their property.

Driving-style reports: Building brand trust

The driving-style reporting feature has offered huge benefits to Whiting Landscapes. With the company logo on each of its vehicles and a reputation to uphold on the public roads, the company was concerned with the safety of its drivers and the road users around them. The Quartix system flags any harsh braking or strong accelerating to Simon, who also regularly checks reports and speaks with any members of staff exhibiting bad driving, to make sure that they rectify this.

Excellent customer support:

The Quartix engineers and helpdesk are always on-hand.

Whiting Landscape have nothing but praise for Quartix's customer service. "If a tracker ever has a problem, the team respond quickly and send an engineer out to us straight away," says Simon. "I would recommend Quartix to anyone. There are other options out there but I doubt they will offer the quality of service that you'll receive with Quartix."

Key benefits of GPS tracking for Landscapers:

Increased Productivity

With the help of GPS tracking, you can provide a faster response to your customers about where your drivers are at any time. You can also optimise routes to save time and send the closest vehicles out to jobs. Geofencing features mean you can receive alerts for any unauthorised vehicle use, ensuring that your workforce gets straight to job sites, on time and for the correct hours.

Accurate Accounting

The detailed timesheets offered with vehicle tracking enable you to easily validate overtime payments, bill your customers more precisely and accurately forecast costs. All this information to hand, without any paperwork or manual checks to carry out.

Safer Driving

Driver league tables and driving style analysis tools offer actionable insight, so that you can target uneconomical driving behaviour. By reducing vehicle wear and tear and encouraging better driving styles, you can reduce fuel costs and lessen repair costs dramatically. Building trust in your brand on the roads, your drivers are held accountable for their behaviour and protected from any false claims.

Improved Compliance

Stay compliant with the latest regulations with accessible data and integrated vehicle maintenance reminders. With a strong GPS tracking system, you can be confident that your fleet operates safely, legally and effectively.

How can Quartix help

Quartix has over 20 years of experience working closely with landscaping businesses to understand their needs and provide flexible vehicle-tracking and telematics solutions. Quartix offers more than just vehicle tracking and pinpointing vehicles on a map. With our simple timesheets and reports, we can give you insights about your remote workforce that will help you increase productivity, cut costs, make accounting easier and improve safety and compliance.

Over 20,000 companies have chosen Quartix because it offers:

- Actionable insight on vehicle movements, engine usage, driver behaviour, and fuel consumption
- Tiered pricing options that let businesses select the level of functionality they need
- Shorter contracts that don't require multi-year commitment
- Contracts that do not auto-renew
- Customer service by experts invested in their success

Request a Free Demo

Email enquiries@quartix.net

or call 01686 806 663