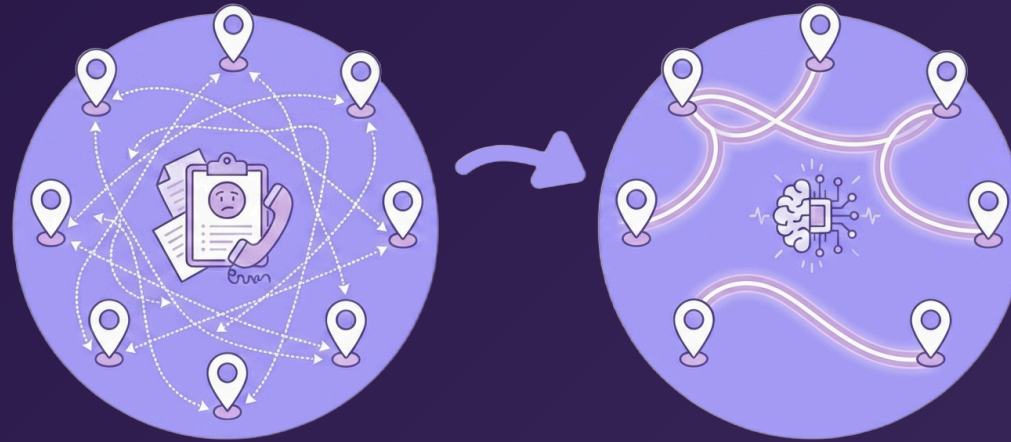# Virtual Dispatcher System

Route Optimization & Dispatch Automation

A custom-built system that connects your existing tools with intelligent route optimization—**no SaaS subscriptions, no vendor lock-in**.

Prepared for KW Environmental │ Kim Anderson, Vice President │ January 2026

Your Current Technology Stack

Solid tools—but operating as disconnected silos

SERVICE FUSION (CRM)

- Customer records & job history
- Recurring service schedules
- Invoicing & billing

⚠️ Cannot optimize route order or sequence stops

SAMSARA (FLEET TELEMETRY)

- Real-time GPS tracking
- Hours of Service (HOS) status
- Vehicle diagnostics

⚠️ Data isolated from scheduling decisions

The Gap: Neither system understands waste-hauling constraints like tank capacity, disposal site routing, or automatic dump run insertion. You or your drivers spend 30-60 minutes daily planning routes manually.

Where Fleetillo Fits

Fill the gap with fleet flow intelligence

Service Fusion
The CRM

- Customers
- Jobs & Schedules
- Invoicing

Fleetillo
The Brain

- Route Optimization
- Tank Capacity Mgmt
- Disposal Site Routing
- Dispatch Automation
- Approval Workflow

Samsara
The Eyes

- GPS Location
- HOS Status
- Vehicle Diagnostics

✓ YOU OWN THIS SYSTEM

This is not a SaaS subscription. It's a custom-built system that you own outright—all code, configurations, and integrations. No vendor lock-in, no recurring license fees, no dependency on a third party.

Your System, Your Way

This is a partnership, not a subscription

🛡 NO MONTHLY SAAS FEES

One-time investment, not an endless subscription. No per-user fees, no tier upgrades, no surprise charges.

📄 FULL SOURCE CODE OWNERSHIP

You own every line of code, every configuration, every integration. It's yours outright.

✎ CUSTOMIZE AS YOU GROW

Modify the system as your business evolves. Add features, change workflows—no permission needed.

🔒 NO VENDOR LOCK-IN

Hire any developer to maintain or extend. You're never dependent on us to keep it running.

✓ YOUR DATA STAYS YOURS

Complete control over your data. Host it where you want, back it up how you want, access it whenever you need. No data hostage situations.

Fleetillo Application Demo

Click to load the live application

`kwenv.fleetillo.com`

ROI Calculator

Click to load the interactive calculator

quantareport.com

Implementation Plan

Phased approach with go/no-go decision points at each stage

PHASE 0: DISCOVERY
2 weeks

- Service Fusion API access
- Samsara API access
- Data mapping document
- Technical feasibility

$3,000

PHASE 1: FOUNDATION
4-5 weeks

- Service Fusion sync
- Manual push-button dispatch
- Instant driver notifications

$9,000

PHASE 2: INTELLIGENCE
4-5 weeks

- Custom vehicle constraints
- Smart disposal routing
- Capacity-aware optimization

$10,500

PHASE 3: AUTOMATION
4-5 weeks

- Batch auto-dispatch
- Approval queue
- Live route changes

$10,500

Low-Risk Approach: Each phase delivers tangible value. You can evaluate progress before proceeding. Phase 0 confirms feasibility before major investment—if APIs don't work as expected, you're only out $3K with full documentation.

Investment Summary

Phase	Investment
Phase 0: Discovery & Validation	**$3,000**
Phase 1: Foundation + Manual Dispatch (CRM Integration)	**$9,000**
Phase 2: Route Intelligence (Custom Capacity + Disposal Management)	**$10,500**
Phase 3: Virtual Dispatcher (Batch Auto-Dispatch + Route Changes)	**$10,500**
Total Project Investment	**$33,000**

PAYMENT TERMS

- 50% of each phase due at kickoff
- 50% due upon milestone acceptance
- Net 15 payment terms

OPTIONAL: MONTHLY SUPPORT

- $1,500/month retainer
- Hosting, bug fixes, enhancements
- Monthly check-in call

Return on Investment

Value Driver	Annual Value
Dispatcher position deferred	$40,000 – $55,000
Fuel savings (15% reduction)	$5,000 – $7,000
Additional stops per truck (2-3/day)	$40,000 – $60,000
Planning time reduction (80%)	$6,000 – $9,000
Total Annual Value	**$91,000 – $131,000**

$33K
Total Investment

4-5 mo
Payback Period

$91K+
Annual Value

Walk Away Self-Sufficient

🗎 FULL SOURCE CODE

All code, configurations, and integrations. Hire any developer to maintain or extend.

📖 TECHNICAL DOCUMENTATION

Architecture, API references, deployment guides—everything to maintain the system.

👥 USER DOCUMENTATION

How-to guides for daily operations so your team operates independently.

⧉ TRAINING & HANDOFF

Hands-on walkthrough so your team can run the system without us.

✓ NO ONGOING DEPENDENCY

You choose what happens next: self-host and manage internally, or opt for our support retainer. Either way, you own the system outright with no lock-in. We succeed when you can operate independently.

Next Steps

1 SIGN DISCOVERY
Approve Phase 0
($3K)

2 DISCOVERY WORK
API validation
(2 weeks)

3 REVIEW & DECIDE
Go/no-go on
Phase 1

4 BUILD PHASES
Sign-off each phase

$33K
Total
Investment

4-5 mo
Payback

$91K+
Annual
Value

We look forward to partnering with KW Environmental on this initiative.