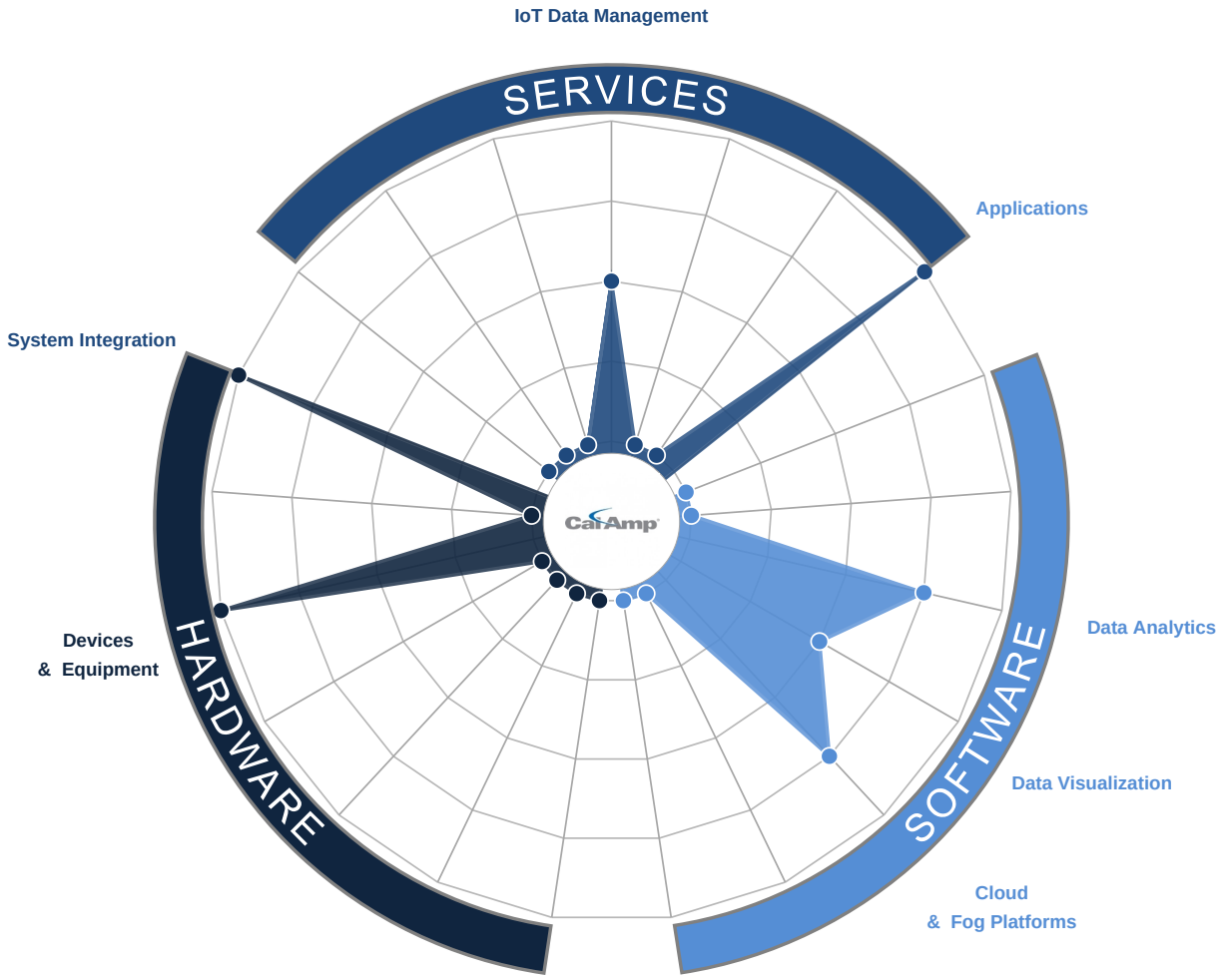
Davenport Energy Reduces Idle Time by 80% with FleetOutlook



Overview

Applicable Industries	Smart Grid Logistics Construction
Applicable Functions	Logistics Information Technology
Connectivity Protocols	Cellular
Challenge	Davenport Energy was looking for a way to better track and manage their large, diverse fleet of vehicles by delivering real-time data and providing the ability to track, locate and manage their drivers while out in the field.
Customer	Davenport Energy provides propane, gasoline, fuel oil and kerosene service for more than 21,000 homes and businesses throughout central, southside and southwestern Virginia.
Solution	FleetOutlook, a web-based GPS fleet and asset management solution was deployed. LMU-2600, an in-vehicle GPS hardware device was installed in all 51 of Davenport Energy's fleet vehicles. The devices, coupled with FleetOutlook, provided complete visibility of their fleet in real time.
Data Collected	Driver idle time, GPS logistics data
Solution Type	IOT
Solution Maturity	Emerging (technology has been on the market for > 2 years)

Operational Impact

Impact #1	Operational Efficiency - Cloud-based asset management significantly reduced idle times and improved asset utilization.
Impact #2	Real-time Tracking - The location and status of vehicles and drivers can be identified in near real-time.
Impact #3	End-to-end Service Delivery - Deeper integration of information across departments and business units improves internal collaboration and end-to-end customer service.

Quantitative Benefit

Benefit #1	Davenport Energy's fleet reduced the instances of idle time over 25 minutes by 64% in the first month.
Benefit #2	During a 22-day period, Davenport Energy’s fleet reduced excessive idle events from 326 instances to 117 instances of idling for more than 25 minutes. For the next 22-day period, idle events continued to reduce from 117 instances to just 60 instances.
Benefit #3	Davenport Energy were able to reduce excessive idle time by 80% using FleetOutlook in less than three months.

Technology

Software

FleetOutlook

CalAmp

FleetOutlook is an innovative application designed to improve the productivity and efficiency of the modern mobile workforce. This solution combines a robust fleet management application with an in-ve ...

Hardware

Fleet Tracking Unit

CalAmp

The LMU-2600 is a robust, affordable device you can count on for AVL and fleet applications.

Remotely Control Industrial Spray Pump Maximize Efficiency

HIGHLIGHTS

- The ability to monitor, track and control sophisticated mobile construction equipment will lead to greater efficiencies and business productivity for the industry.
- The CalAmp development team worked in close collaboration with 2-Track and Graco engineers to customize the LMU-2700 device operating system and software for the remote mobile sprayer asset management system.

Graco Inc. supplies technology and expertise for the management of fluids and coating in both industrial and commercial applications. It designs, manufactures and markets systems and equipment to move, measure, control, dispense, and spray fluid materials. A recognized leader in its specialties, Minneapolis-based Graco serves customers around the world in the manufacturing, processing, construction, and maintenance industries.

2-Track is an industry leader in tracking people, assets and vehicles. Its time-tested software platform allows organizations and individuals to better manage and protect the assets they care about the most. The company's product lines include executive, vehicle and asset tracking, as well as remote asset command and control.

In 2013, the two companies developed Graco InSite™, to provide machine control and monitoring services to Graco's industrial clients.

THE CHALLENGE

In the past, Graco industrial sprayer customers faced the prospect of not knowing where these mobile assets were and how they were being utilized. Post-job reports may provide a recap of the job activity, subject to the reporter's recording and recollection of jobsite activities – jobsites which were often remote. For maximum utilization of assets and crews, to deter unauthorized use of equipment, to keep equipment in top condition, and to provide more accurate job estimates and billing statements, sprayer equipment operators needed to know in real time:

- Where the equipment was and verify it was a the correct site
- On/off/idling times to determine usage
- Spray quantity, pressure and temperature to document proper application of foam material
- When equipment and materials were actually being used
- Overall equipment run-time to adhere to maintenance schedules
- When the sprayers malfunctioned to ensure prompt corrective action

Featured Product

LMU-2720

The LMU-2700 is a robust fleet device for AVL applications. The LMU-2720 incorporates GSM/GPRS, CDMA 1xRTT or HSPA wireless communication along with extra-sensitive GPS technology in an affordable package. Internal antennas enable the device to be mounted virtually anywhere for easy, inexpensive installations. An integrated 1,000mAh back-up battery allows for short-term or last-gasp tracking when disconnected from main power. The LMU-2700 also features a 3-axis accelerometer to detect and act on hard braking, aggressive acceleration, and vehicle impacts.

With a real-time sprayer location, monitoring and measurement capability, customers could experience a variety of business benefits, ranging from improved customer service and better accounting of consumable materials to verification of service/materials delivery and more efficient use of fleets, crews and equipment.

THE SOLUTION

The Graco Insite remote reporting technology looked to CalAmp for their wireless communications devices. Together, the solution now monitors, measures and tracks the use and location of industrial sprayers. The system provides data tracking and collection for electric and hydraulic Reactors®, allowing users to track jobsite activity in real time from their smart phone, tablet or computer, and use the data as a powerful business tool for:

- Fleet and Crew Management
- Materials Use and Application
- Cost Containment and Forecasting
- Managing Jobs and Accounts
- Job Documentation/Verification

The Graco InSite system consists of a CalAmp GPS-equipped LMU-2700 remote data recorder-communications device installed on mobile spraying equipment, cellular data communications service, a cloud-based platform for remote device management (activation, deactivation, over-the-air updates/configuration, etc.), an Application Program Interface (API) that integrates the sprayer management software with back-end business information systems (for billing, payroll, inventory, maintenance, etc.), and a web portal to allow end-user customers to track and view the location of equipment, set up and receive reports, manage user accounts, etc.

With Graco InSite, contractors know where their crews and sprayer equipment are at all times, they track job site entry and departure, measure how much material is used, record spray temperature and pressure, and receive daily reports on all of the above. Companies using the Graco InSite remote reporting technology can:

- Improve crew efficiency and machine productivity
- Document spray applications
- Troubleshoot problems remotely
- Schedule equipment maintenance
- Improve billing, accounting and customer service

About CalAmp
CalAmp (NASDAQ: CAMP) is a proven leader in providing wireless communications solutions to a broad array of vertical market applications and customers. CalAmp's extensive portfolio of intelligent communications devices, robust and scalable cloud service platform, and targeted software applications streamline otherwise complex machine-to-machine (M2M) deployments. These solutions enable customers to optimize their operations by collecting, monitoring and efficiently reporting business-critical data and desired intelligence from high-value remote assets. For more information, please visit www.calamp.com.

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