



BUSINESS CONTROL

"WE HAVE FULL CONTROL OF WHERE EVERYONE IS. BETTER PRODUCTIVITY, BETTER TIME MANAGEMENT, A MORE EFFICIENT TEAM. IT ALL STARTS WITH THE NAVMAN WIRELESS SYSTEM FROM TELSTRA."

Sebastian Galizia, Quality Engineer, Azzona Drainage Contractors

Azzona Drainage is an independent contracting firm operating in Melbourne's northern and western suburbs. Having built a strong reputation for service and integrity, Azzona was looking for better ways of knowing where their trucks were, where they were going, and how long they were spending on site. Within months of installing a Navman Wireless tracking solution from Telstra the business had noticed substantial overtime savings, productivity increases and fuel cost savings.



"WE'RE SAVING \$2,000 PER WEEK IN OVERTIME AND TWO-THREE DAYS ON JOBS OVERALL DUE TO THE VISIBILITY NAVMAN WIRELESS FROM TELSTRA OFFERS."
 Sebastian Galizia, Quality Engineer, Azzona Drainage Contractors

THE RIGHT DIRECTION FOR BETTER SAVINGS

Seeing the savings within four months

Azzona Drainage Contractors' Quality Engineer, Sebastian Galizia, could identify a number of benefits and savings within just four months of installing their Navman Wireless system from Telstra. For a start, he schedules jobs on a daily and weekly basis, so the Navman Wireless system is helping him schedule more efficiently.

"Now that I know exactly how long it takes a truck to get from A to B," he explains, "I can calculate travel time more accurately. I don't have to make lots of phone calls to find out where the guys are and they can just get on with their work."

Business with a better sense of direction

That's led to some immediate savings. The accuracy and efficiency of navigating with the Navman Wireless from Telstra has also helped Azzona lower their fuel costs by around \$2,000 a month. "The guys simply aren't driving as much to get to sites," reports Galizia. "We've set Geofences around specific sites so we know when they enter and leave jobs."

The company also noticed a near-instant reduction in overtime claims. With the Navman Wireless solution from Telstra tracking exactly when each truck enters and leaves a site, timesheets are now filled from the system record instead of each driver's memory. So timesheets have become much more accurate – making a difference that's worth almost \$100,000 p.a.

Improvements in vehicle management and maintenance

Galizia has also been making the most of the reports and other features he can access with his Navman Wireless solution from Telstra. These include speed reports, for monitoring driver professionalism, checking time on site, and using automated vehicle maintenance scheduling.

"I'm not at my desk all the time, Galizia explains, "so I appreciate that the system sends me an email when a vehicles enters a Geofenced area."

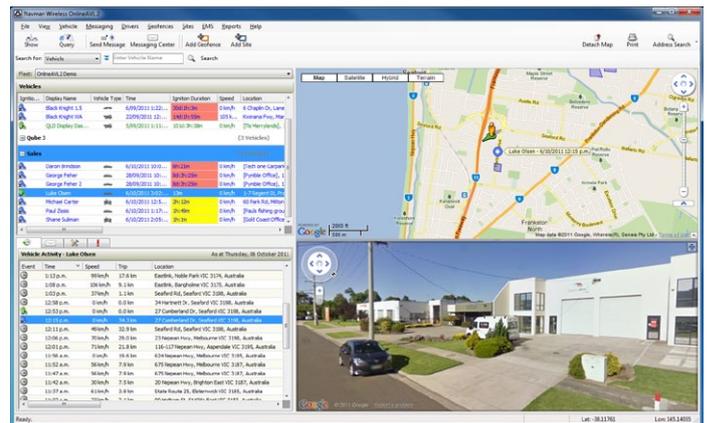
"I've also recorded each truck's maintenance requirements," he continues. "Each time a truck travels 10,000 kilometers, Navman Wireless from Telstra emails me so I can book the service. We used to miss due dates all the time. Now we're saving money on repair costs."

It's a system that works hard – wherever you put it

The integrated Navman Wireless solution from Telstra has been well-accepted by Azzona's management, project foremen and contractors. "We have installed OnlineAVL2 on our computers in our office," Galizia enthuses. "I use it every day to set up and timeline jobs, see where the guys are and run reports – it's very easy to use. Now I can get the guys to their jobs by the most direct route."

NAVMAN WIRELESS SOLUTION FROM TELSTRA IS BRINGING AZZONA DRAINAGE:

- Timesheet savings of half an hour a day, or \$100,000 p.a.
- Savings of two to three days per job through increased productivity
- Fuel savings of 11% across the fleet
- Better fleet control and visibility



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