



## Customer Success Story : California UMI



“ It is the easiest, most intuitive system I have used to date. Everything that I need is a click away, and every month or so, Azuga comes out with innovative features that make their platform an even better bang for the buck. ”

-Patty Middleton,  
Safety Director,  
California UMI

### Background

California UMI is one of the largest California Bay Area HVAC providers. They offer a full spectrum of HVAC services, ranging from commercial plumbing and maintenance, to service construction and installation while committing to providing energy efficient and environmentally friendly solutions. Founded in 2003, California UMI's dedicated team of professionals has quickly built up a reputation as being one of the leading HVAC specialists for any project, large or small.

### Challenge

Before turning to Azuga, California UMI had a big issue with driver safety and Distracted Driving. In 2012, they experienced 19 at-fault accidents, 16 of which were fender benders caused by distracted driving.

Patty Middleton, Safety Coordinator for California UMI, saw this growing trend and wanted a GPS solution that could not only streamline day-to-day fleet operations and cut fuel costs, but also drastically reduce accident rates and eliminate driver phone-usage on the road. After only finding +\$30 GPS solutions with limited capabilities, and no answer for her company's distracted driving problem, Patty found Azuga's cost effective OBD-based GPS solution to be the perfect fit for her Light-Duty fleet. Additionally, Azuga was the only GPS vendor able to offer tool to stop distracted driving among her drivers, and fit within the company's budget.

### Results

- ▶ After installing Azuga Drivesafe into all of the drivers' phones, California UMI was able to reduce their accident rates by 89%, and have yet to experience an at-fault accident from distracted driving.
- ▶ Just by having Azuga GPS, coupled with a significant drop in accident rates, California UMI has received a 12% discount on their insurance across the entire fleet.
- ▶ California UMI has seen an average of 7% reduction in idling across the entire fleet, netting them roughly \$12,000 per year in idling reductions alone.
- ▶ After using other solutions with clunky reporting in the past, Patty had this to say about Azuga: "It is the easiest, most intuitive system I have used to date. Everything that I need is a click away, and every month or so, Azuga comes out with innovative features that make their platform an even better bang for the buck."



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