

Customer Success Story : Corix Utilities

“ Before Azuga we were only able to put GPS solutions in 30 percent of our vehicles, as it simply wasn't affordable to deploy GPS across the fleet. This made it really hard to judge the overall performance of our fleet. Now, we have Azuga installed across the fleet and are better able to evaluate fleet performance using geofencing, safety alerts, scheduled maintenance and more. ”

-Kerry Waedekin,
Fleet Manager,
Corix Utilities



Background

Corix Utilities helps communities build, manage and operate water, wastewater and sustainable energy systems. Corix Utilities provides full service metering and measurement field services that help gas, water and electric utilities achieve their goals as efficiently as possible. To date, Corix Utilities has delivered over 400 million water, gas and electric meter reads to clients including utilities, municipalities and cooperatives across the United States.

Challenge

To serve its clients, Corix Utilities manages a U.S. fleet of 673 vehicles – ranging in size from small cars and pickup trucks all the way to tractor trailers. It's important that the company is able to track its vehicles and monitor its drivers in order to get a full picture of its fleet's overall performance. Unfortunately, up until last

year, the company was only able to put GPS tracking solutions in about 30 percent of its vehicles due to high prices from its previous vendor. In fact, since the solution had to be hardwired into each vehicle, Corix Utilities had to spend \$200 just in installation costs per vehicle. Scheduling these installs and the lost productivity due to vehicle downtimes were also huge hassles for Corix. Further, when a project was complete or the company wanted to sell a vehicle, the solution had to be uninstalled from each vehicle. In addition to the hefty costs, the need for prime geofencing capabilities, safety alerts and valuable data became a growing priority for Corix Utilities. Fleet manager Kerry Waedekin and his boss knew they needed a new, cost effective solution that they could spread out across the fleet.

Solutions

While Waedekin recalls that multiple vendors were interested Corix Utilities' business, he was looking for a company that could fit the specific needs of the business. For example, Corix Utilities has business contracts that range from six months to multiple years, and it needed a GPS solution that could adapt to that. In March 2015, Corix Utilities decided to install Azuga's technology in its vehicles based on the solution's overall features, plug and play functionality and ability to tailor a contract to Corix Utilities' needs.

Results

- ▶ Azuga's plug and play functionality allowed Corix Utilities to do away with the startup costs its previously faced and save \$200 per vehicle – achieving a total cost savings of approximately \$100,000.
- ▶ Azuga's cost savings enabled Corix Utilities to install Azuga across the fleet.
- ▶ The implementation of Azuga has led to a decrease in speeding incidents, accidents, fuel costs, idling, hard breaking and more.
- ▶ By being able to monitor employee's daily activities, Azuga has helped Corix Utilities experience an overall increase in productivity among its drivers. This allows them to complete more jobs per day and provide better customer service. In return, this helped Corix Utilities achieve increased revenue in 2015.
- ▶ Azuga gives valuable, insightful data including geofencing, safety alerts, maintenance signals and more that provides Corix Utilities with a better overall understanding of its fleet.
- ▶ The implementation of Azuga has helped Corix Utilities' new business as potential clients see the solution as an added value to them as a customer.