



Customer Success Story: Northwest Tank



“Azuga GPS device is next-gen GPS. It’s easy to install, portable between vehicles and provides valuable business insight into asset tracking, fuel wasting behavior, vehicle maintenance schedules and driver performance. We recently switched to Azuga from a hard-install GPS provider and are delighted at the results.”

- Remy Cano,
President,
Northwest Tank

Background

Since 1992, Northwest Tank has proudly served gasoline companies throughout the west with the highest quality petroleum systems testing and environmental compliance solutions available. In addition to the many testing services they provide, Northwest Tank has created its own industry-leading, propriety software that enables them to schedule, track and closely monitor compliance testing for every customer’s site. Integrating with Azuga GPS device technology creates automation possibilities in billing, vehicle maintenance and auditing not available before.

Challenge

Northwest Tank was already using a GPS system to deliver better customer service and drive more efficiency in the field. Remy Cano, the President of Northwest Tank was looking for a solution that could provide accurate information directly off the engine computer especially with regard to idling, actual fuel used and driver behavior. His research revealed that traditional black-box systems were not easily able to provide this level of detail without an expensive upgrade that involved taking vehicles out of service and waiting around for installers to show up. Remy expanded his search to look for an affordable solution that could be installed quickly, was easy to move around between vehicles and was comprehensive in functionality.

Solution

Remy’s research led to a few providers that he then put through a comparative analysis. He chose the Azuga GPS device solution based on overall functionality, customer support and willingness to partner on the product roadmap.



Results

- ▶ Implementing Azuga GPS device allows Northwest Tank HQ to quickly locate drivers, provide reliable ETAs to customers and to accurately bill for time on job sites.
- ▶ Northwest Tank technicians can now use field laptops (desktop version) or smart phones (mobile app) to locate each other and help out when parts or additional manpower are needed for a service job.
- ▶ Fuel-wasting activities such as idling, speeding and sudden starts are monitored through system alerts and can be addressed in real time. In addition, fuel use across the fleet can be compared and preventive maintenance can be scheduled based on reports from Azuga GPS device.
- ▶ Using Driver behavior data from Azuga GPS device, Northwest Tank is working on implementing a ‘Driver of the Month’ recognition program for the drivers with the least amount of speeding, hard braking, sudden starts and idling.
- ▶ Northwest Tank’s proprietary mobile data collection system combined with Azuga GPS device software now provides an automated customer data and asset management system that frees up valuable time to shift from business management to business building.

