ThingTech

Future-proofing fleet management, with ThingTech

CHALLENGE In 2016, two state agencies—the Department of Transportation and the Office of Fleet Services—were challenged by time-consuming processes and unconnected systems used to procure, track and maintain their more than 4,000 combined assets. Leadership recognized that to future-proof operations, they needed to automate fleet management—and access data needed to make informed decisions going forward.

SOLUTION The two organizations joined forces, conducted an extensive search—and selected ThingTech as their partner. ThingTech's flexible, extensible platform gives them ability to track asset location, utilization and maintenance in real-time, so they know where their assets are, how they're being used and when they need attention. Plus they now have information at their fingertips to help them predict and plan what's next.

RESULTS Since the ThingTech implementation, these forward-looking organizations have saved 12,000 man hours each year by automating asset tracking and reporting. Capital planning budgets have decreased 5% to 10% annually thanks to the predictive maintenance

the solution enables. And the agencies are doing their part to achieve the state's goals to reduce the carbon footprint by 25%.

A competitive deal

The unique needs of the agencies led to a highly competitive bidding process: Most solution providers in the industry replied to the RFP. ThingTech was shortlisted—and awarded the business after presenting to the decision-making team.

ThingTech co-founder Tim Quinn credits the win to the solution's flexibility and configurability.

"Our solution is differentiated not only by the ability to connect multiple systems, and to connect to devices—but because it brings all that data together in a meaningful way, on a single pane of glass" said Quinn.

Exception-based reporting

ThingTech's solution detects exceptions to normal activity. Proactive rules identify harmful behavior as it occurs, which makes taking immediate corrective action possible. This ability helps the agencies keep their focus on the 2% of behavior that impacts safety, productivity—and the environment.

"Ninety-eight percent of operations are running fine," said Quinn. "Being able to instantly identify outlier behavior is key to effective management—and vital to achieving the states' automation, maintenance and carbon footprint reduction goals."

The solution detects, for example, if a state vehicle idles for hours—activity that impacts the environment, and also service. "Public works organizations are there to serve communities; excessive idling suggests that's not happening," Quinn said, reiterating that the ThingTech platform benefits the agencies in a multiple ways.

Precision asset management

The Department of Transportation and the Office of Fleet Services benefit from ThingTech's unique combination of capabilities, including: Tracking fleet activity; predicting maintenance needs, reducing speeding, idling and unauthorized movement of vehicles; reducing the state's carbon footprint—and providing insight for infrastructure and capital planning.

"We're proud to work with these state government agencies to help them be more efficient, safe and accountable to the people they serve."

TIM QUINN, CO-FOUNDER, THINGTECH

Capabilities that matter most to this customer

> **REMOTE COLLECTION** of vehicle odometer readings to define preventive maintenance tasks.

> **REPORTING OF MILES-PER-GALLON** all vehicles to flag improper or suspect fuel efficiency.

> **ENGINE DIAGNOSTIC ALERTS** to address minor maintenance issues beforeo they become major ones.

> **MAINTENANCE ALERTS,** scheduling and assignment based on maintenance plan for proactive management.

> **VEHICLE REPORTS** indicating under- or over-utilization to help assure optimal utilization.

> **NON-WORK HOURS** and weekend utilization reports to help ensure adherence to state rules.

> **IDLE TIME REPORTS/ALERTS** for all vehicles to identify improper, unproductive, wasteful behavior.

> **REMOTE VEHICLE EMISSIONS** captured, with auto-connection to state DMV for inspection certification.

> **REAL-TIME VEHICLE LOCATION** and bread crumb trails captured to enhance safety and prouctivity.

> **REAL-TIME SPEED CAPTURED** and excessive-speed alerts if, for example, speed is >20% above limit for 2+ minutes.

> **24/7 STOLEN VEHICLE RECOVERY,** geo-fencing ... and more.