

# How technology helps you eliminate unauthorized fleet usage

*In one of the most productive mining areas of the country, POSITRACE helps its clients to change the culture of the operators and thus achieve a higher productivity of their fleet.*



## ABOUT EPIROC

Epiroc is a strategic supplier to the mining industry, with operations in more than 150 countries. The company supplies drills, shovels and trucks, as well as spare parts and services to support the operations of their customers. Epiroc customers in Mexico operate in mining areas that are notoriously difficult to access and have adverse working conditions. The operation of a mine never stops, and Epiroc must be ready to meet the needs of their customers at all times. They have an important fleet of vehicles that is key in its operation: it serves for the transfer of equipment and personnel with the final objective ensuring uninterrupted production and extraction.

## THE CHALLENGE

Because of the dynamic nature of work in the mines, Epiroc fleet users can have access to the company's vehicles without restrictions in schedules. However, this flexibility also allows abuse of trust by operators when it comes to the vehicles; a situation that is repeated in many companies that operate vehicle fleets. "The vehicle must not leave the mine, except to undergo preventive maintenance. By sometime the vehicles were out of their zone - for example, what is a work truck doing in the soccer field?" comments José Solórzano, Manager at Epiroc. "A vehicle is an asset of the company, and that asset must be available for something productive". The abuse of trust and the unauthorized usage of vehicles can increase the fleet expenses in a uncontrollable way by causing greater consumption of fuel, inflating claims and reducing productivity.



To be able to address the root of the problem, Epiroc turned to the PosiTrace technology. The installation of GPS trackers in each unit and the usage of the software allowed the client to have a total control of their fleet. "PosiTrace helped me generate all alerts, define geofences according to the authorized work zones. Now I have total control," comments the client. When asked about the main benefits of the PosiTrace platform, the customer considers that the most important has been the cultural change. "Being in control helped us detect the abuses of trust, and as a consequence some people left the company; now operators know that there is always someone watching them." Epiroc also highlights the ease of use of the PosiTrace platform, and the high degree of customization that the platform offers.



“ Before we did not have something tailored to our operation, and now you help us get the most out of the platform. ”

## THE RESULTS

As with any investment, Epiroc has seen clear economic benefits of implementing the PosiTrace technology. "We have eliminated unnecessary fuel and spare parts expenses, as well as accidents by around 90%." A telematics solution can help the fleet administrator to control expenses, allowing to detect unauthorized asset usage and eliminating them from the core. "With PosiTrace we implement several measures to help us know where the units are and how they're actually being used." Epiroc summarizes their experience with the PosiTrace solution as follows:



“ Three years ago, we had complaint after complaint about the condition of the vehicles. Today this whole situation is under control, the fleet is well managed and the operators know that there are consequences for unauthorized use. ”

The abuse of trust and misuse of the assets is a very common problem in companies of various industries. Making sure that the fleet is properly and productively utilized is the key to success and profitability.

**Contact us** and get free advice on how to improve your fleet management.

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