

Case Study - DJ Hewer achieve full return on investment in less than a week

A successful trial of Cybit's Fleetstar-Online telematics solution in six of its vehicles sees DJ Hewer & Co record cost savings in the region of £12,000 in its first three months of use. The solution is now installed in 62 of its vehicles.

D J Hewer has joined the 'Fleet Telematics' insurance scheme from Norwich Union, in partnership with Cybit, which enables them to fix their premiums for three years and earn a rebate of up to 16 per cent on annual insurance costs by adopting good driving practices which are verified by the Cybit telematics solution.



Summary

DJ Hewer & Co implemented Fleetstar-Online in six of its vehicles for a 12-week period with dramatic cost saving results – achieving full return on investment within a week. The company was able to reduce its operating costs and increase productivity – equating to a saving of approximately £12,000 in that quarter, compared to an initial expenditure of £720 on the telematics solution.

Client Profile

DJ Hewer & Co is a family owned company established in 1965, and has developed from a small one-man operation into one of Gloucestershire's leading building services installation and maintenance providers. Its reputation for quality is the cornerstone of the company and, with the assistance of its supply chain partners, it continues to strive for perfection in all of areas of business.

Benefits

Fleetstar-Online benefits DJ Hewer in the following ways:

- Reduced operational costs
- Increased productivity
- Enhanced Duty of Care and driver safety

In addition Norwich Union's Fleet Telematics insurance scheme offers DJ Hewer:

- Fixed insurance premiums for the three years of the agreement
- The potential to gain an annual Risk Recognition Rebate of up to 16 per cent off the annual insurance premium for meeting key performance indicators as verified by the Cybit solution

Return on Investment

Fuel	Saving £872.00
Payroll	Saving £5,907.00
Increase in Productivity	Saving £5,850.00
Less Telematics Cost	-£720.00

Total Savings during the 12 week trial period

£11,909.00

Business challenge

DJ Hewer wanted to improve the efficiency of its fleet operation. It realised that increased visibility of the way its mobile workforce operated would enable it to make improvements in productivity and reduce costs while also enhancing Duty of Care.

"At DJ Hewer we are always looking for ways to increase productivity," commented Robert Willmott, DJ Hewer's Service & Maintenance Manager. "Prior to the implementation of telematics, an administrator was faced with the same questions every day, such as: where is engineer X? Why is he not answering his mobile phone? We were looking for a way to remove the need for these queries.

"Emergency call outs were another area we wanted to improve. Before the addition of the solution to our vehicles an administrator would have to ask an engineer if they could take on one more job. Now they can confidently and fairly allocate extra work."



Solution

Robert Willmott explained why DJ Hewer chose to trial Fleetstar-Online: "Cybit's solution was competitively priced within an aggressive market. The concise reporting offered by the solution combined with the detailed mapping delivered directly to the desktop, was exactly what we were looking for. We were also impressed by Cybit's commitment to providing the technical support and assistance we required during the initial set up period."

Cybit initially installed six Fleetstar-Online units into DJ Hewer's vehicles and since the successful trial, this number has been increased to 62 in total. DJ Hewer has since taken up Norwich Union's unique 'Fleet Telematics' fixed premium insurance offering for all its vehicles.

Benefits

Following its trial of Fleetstar-Online, DJ Hewer's Service & Maintenance Manager, Robert Willmott, analysed how the solution had benefited the company. He found that it offered three major advantages:

- Reduced operational expense
- Increased productivity
- Duty of Care/driver safety

Reduced Operational Expense

Fleetstar-Online enables DJ Hewer to cut operational expenses by:

- Removing the need for telephone calls to verify driver location to reduce communications cost
- Enabling DJ Hewer's drivers to avoid traffic hotspots to increase productivity and customer satisfaction
- Verifying overtime claims made by drivers while also checking on out of hours vehicle usage

Increased Productivity

DJ Hewer has been able to increase productivity by:

- Monitoring KPIs such as the measurement of assignment disciplines
- Verifying the period of time spent at sites throughout the day
- Increasing fleet visibility to enhance accuracy when planning driver deployment

Duty of Care/Driver Safety

DJ Hewer has enhanced Duty of Care by:

- Monitoring safe working practices such as speeds and time spent driving
- Verifying the mileage to keep up to date with service and maintenance schedules
- Improving its risk profile to minimise exposure to corporate liability

Fleet Telematics

After implementing Fleetstar-Online into 62 of its vehicles DJ Hewer took advantage of Norwich Union's unique fixed premium insurance offering Fleet Telematics, which offers the following advantages:

- Fixed insurance premiums for the three years of the insurance agreement
- The potential to earn up to a 16 per cent Risk Recognition Rebate per year for meeting KPIs – this equates to a potential annual saving of £11,200

About Cybit

Cybit is a leading Internet-based Telematics Service Provider (TSP) and supplier of fleet and asset management solutions to the Business-to-Business sector. Our solutions portfolio includes vehicle tracking and management, lone worker support and car pool management. Hundreds of companies across a wide range of industries already use our online solutions to improve the management and control of their fixed and mobile assets.

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DJ Hewer's insurance broker, Neville Mills, Partner of the Brunson Group commented: "When we became aware of the Fleet Telematics product we were in no doubt of the saleability to our clients. After an initial number of vehicles were fitted with the Cybit solution, our client immediately reaped the rewards through reduced operational costs, increased productivity and safer driving. The solution sold itself! The added benefit of a fixed insurance spend and a possible premium rebate secured the deal."