



Field Resource Management

BUYERS GUIDE



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What is FIELD RESOURCE MANAGEMENT?

Field Resource Management (FRM) is a new way to manage your field assets within one place! It gives you the ability to better plan your work and monitor your vehicles, people, and equipment within one easy-to-use system.

Field Resource Management helps you:

Increase Revenue

Close 25% more work orders with route optimization that reduces your drivers' windshield time and increases your billable hours.

Reduce Labor Costs

Save an average of \$5,484 per employee per year by reducing overtime costs, eliminating unnecessary downtime, and eliminating payroll fraud.

Reduce Fuel Costs

Reduce fuel costs by 13% by reducing excessive idling and speeding, reducing miles driven, and eliminating fuel fraud.

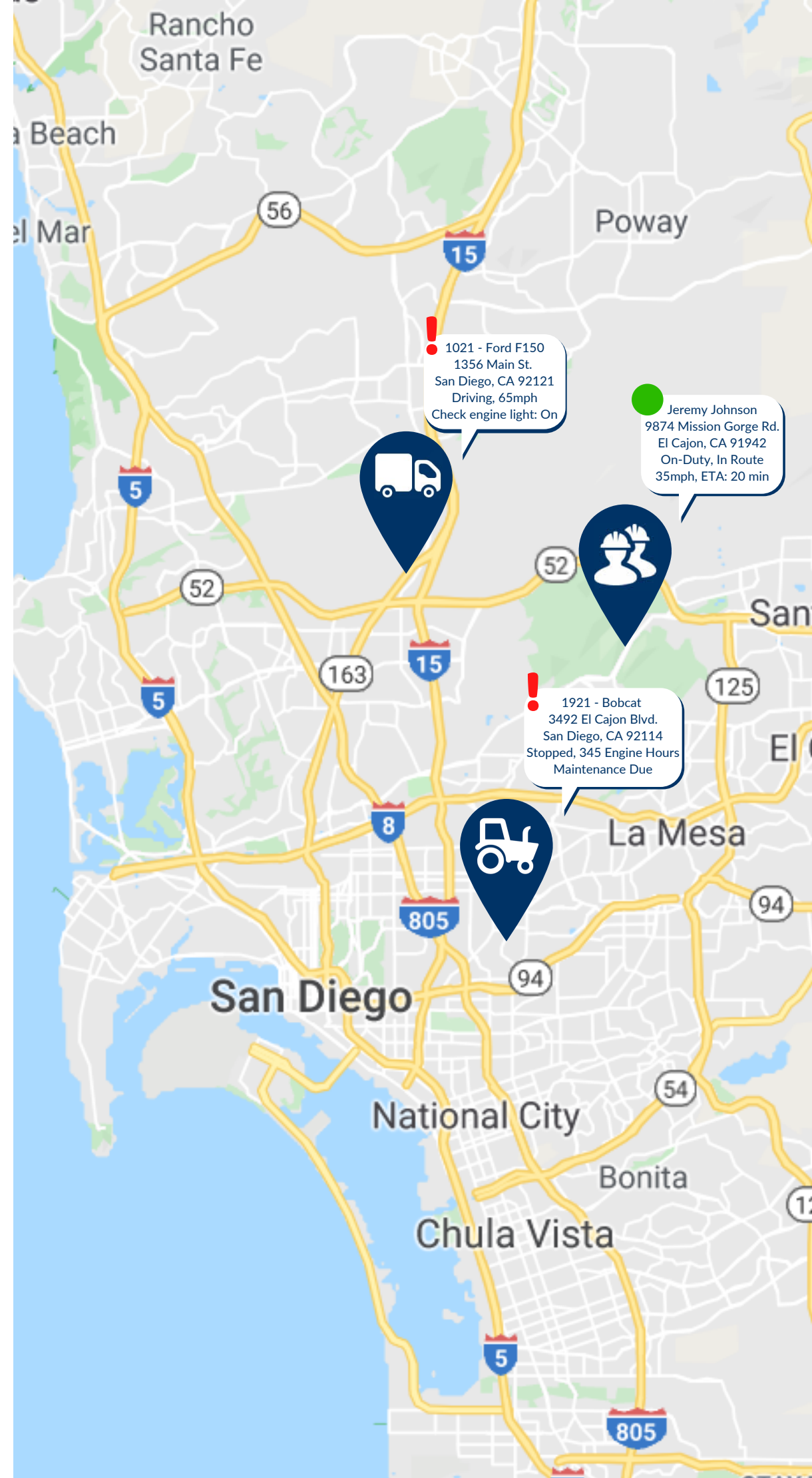
Improve Supervision and Safety

Instantly access the locations and history of your fleet vehicles, people, and equipment to improve supervision, accountability, and inventory management. Correct unsafe driving habits to reduce the likelihood of costly accidents.

Improve Customer Service

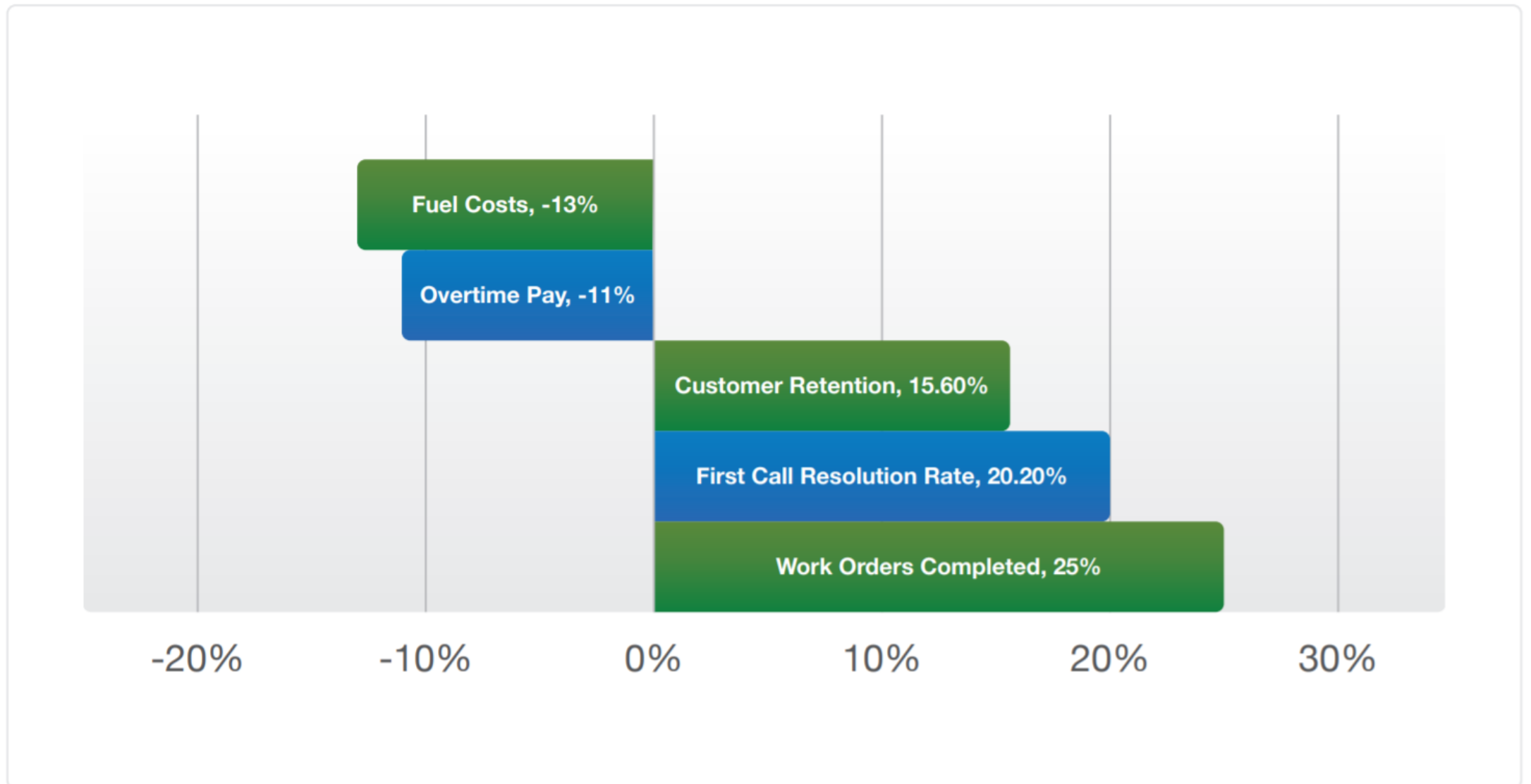
Increase on-time arrivals by 46% and send ETA's to waiting clients. On-time arrivals will result in happy, loyal, and repeat customers!

**statistics are from surveys conducted by The Aberdeen Group and Motorola*



Field Resource Management

BENEFITS



*Results of surveys completed by Aberdeen Group and Motorola.
Both surveys measured business improvements after implementation of solutions like FieldLogix.*

Things to consider when PURCHASING A NEW SYSTEM



Your Needs

First consider your current and future needs. Is it improving driver safety, customer service, or reducing overtime costs? Ensure that the potential vendor is on the leading edge of technology so they will also meet your future requirements as your organization grows and the technology evolves.



Functionality & ROI

Ensure that your investment will pay off in higher revenues or lower operating costs with the offered functionality. Scan this QR code to use our ROI calculator for cost-savings scenarios.



Usability

Ensure that the system is easy to configure and use. You want your new system to be as easy to use as possible so that you get the most out of your investment. Evaluate the user-friendliness of the website and mobile apps.



Support

Check to see if the vendor is committed to providing great customer support. You want to deal with a vendor that is responsive and resolves issues in a timely manner. Check their BBB listing, references, and other online reviews.



RLH Fire Protection operates a fleet of 50 vehicles and purchased FieldLogix in 2010 due to concerns about employee supervision and fuel savings.

During a call with RLH's fleet manager, he noted that the FieldLogix trends report displayed a **sharp decline in idling and speeding.**

"Do you see how the trend reports began to show a downward trend from the month of May onward? Well... I started working here in May."

Thanks to the trends report, Eric was able to show upper management the impact of FieldLogix and his policy's contribution to reducing the organization's fuel expenses.



Things to consider when **SWITCHING SYSTEMS**



EXISTING CONTRACTS

If you're currently in a contract, reach out to your provider and determine when the contract expires. Opt-out of automatic auto-renewals within 90 days of the contract expiration. This converts you to a month to month term to keep your options open.



VEHICLE DOWNTIME

Plan for the time it may take to remove the old and install the new equipment. With the OBDII plug-in devices provided by FieldLogix, installations take 5 to 10 minutes per vehicle. Schedule your installations based on vehicle availability.



USABILITY & TRAINING

Ensure that your new system is very user-friendly. With FieldLogix, plan on a 1 hour on-line training session, which can be conducted with groups of multiple users. Our system also includes video tutorials for training "refreshers".



INTEGRATIONS

Modern systems like FieldLogix have open API's that allow you to connect it to other operating systems. In addition, we have several pre-built integrations that allow you to connect FieldLogix to other systems within minutes.



SUNK EQUIPMENT COSTS

This technology changes rapidly and anything older than 3 years is obsolete. Hanging on to old investments puts your organization behind. A new system means updated technology which will lead to even greater savings and benefits.

Our customers make the switch to FieldLogix for a variety of reasons, including our commitment to **innovation** and **excellent customer service**.

Harshaw Trane was previously working with a basic GPS fleet tracking provider and switched to FieldLogix because they were not happy with the user-friendliness, functionality, and reliability of their old system.

The Director of Information Technology says, *"...this has been an excellent experience for us. You all have been great to work with and very patient with our learning curve. The installers have been fantastic. The **devices have worked very well**, and our **users are very, very happy** with the usability of the solution, especially when compared to Trimble."*

"Much more user friendly, better features and lower cost. Wins across the board."



How FieldLogix

COMPARES TO OTHER SYSTEMS

Features	FieldLogix Field Resource Mgmt	Basic GPS Tracking Systems
Real-Time Tracking	✓	✓
Geo-Fencing	✓	✓
Extensive Reporting	✓	✓
Vehicle Diagnostics	✓	✓
Maintenance Monitoring	✓	✓
Native Mobile Apps	✓	✓
Driver Scorecard	✓	-
Fleet Safety Benchmarks	✓	-
Vehicle Inspection App	✓	-
Fuel Fraud Monitoring	✓	-
Route Optimization	✓	-
Mobile Dispatching Apps	✓	-
Equipment Tracking	✓	-
Client ETA's & Receipts	✓	-
Proof of Service	✓	-
Mobile Time Clock	✓	-
Apple Watch App	✓	-
BBB A+ Rating	✓	-
Award-Winning	✓	-
Average Pricing	30% to 40% Lower	-

5 Reasons Organizations CHOOSE FIELDLOGIX

#1 Features

45% of our customers choose FieldLogix for the innovative features

We constantly strive to surprise our users with innovative tools that help them get more done! As a result, we have won industry innovation awards from Compass Intelligence, TechAmerica, and the IoT Breakthrough Awards.

#2 Pricing

20% choose FieldLogix for our very competitive pricing

We believe that our product should be superior in functionality, while remaining competitively priced. Therefore, we constantly survey the marketplace to ensure that we are offering not only the best, but also one of the most competitively priced solutions in the market.

#3 Reports

13% of our users select us because of our clear and helpful reports

Great reports don't have to be confusing or hard to set up! This is why our extensive set of pre-configured reports are clear and user-friendly, providing everything from high-level graphical summaries to the granular details of your data.

#4 Company

12% of our customers choose us because of our outstanding customer support

Excellent customer support is one of our core values. We go above and beyond to ensure that we provide the best possible experience for our users. We have been a Better Business Bureau A+ member since 2003 and received a 97% customer support satisfaction score from Dunn & Bradstreet.

#5 Usability

10% select us based on user-friendliness

You don't have to be tech-savvy to benefit from our product! We obsess over our user experience and provide a straightforward interface to keep it simple to ensure that your users can access what they need quickly and easily on a daily basis.



See how our customers GET MORE DONE

CED Ventura has been in business for nearly 50 years and supplies electrical products and solutions throughout Ventura and Santa Barbara counties.

Prior to FieldLogix, they wasted hours planning their delivery routes and couldn't accurately track their assets or drivers. To help solve this problem, CED Ventura selected FieldLogix with the Goose dispatching feature.

With FieldLogix, they can now better plan their delivery routes within minutes and also receive aggressive driving alerts and abnormal vehicle movement alerts. Better yet, CED can view reports to show that their drivers are completing jobs on time which has helped them provide even more **outstanding customer service!**



Piedmont Service Group is a commercial HVAC company that has been serving property owners and managers throughout the Piedmont region of Virginia and the Carolinas since 1971.

Their fleet of 200 technicians experienced a number of accidents due to unsafe driving. In an effort to encourage their fleet employees to drive safely, Piedmont decided to start using FieldLogix with the in-cab driver alerts feature.

Neal, the fleet manager says, "***The FieldLogix system and safety alert buzzer work great! We have techs slowing down and driving more safely left and right after having their units installed.***"

Contact & Additional Resources

FIELDLOGIX.COM

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Buyer Tools: fieldlogix.com/tools

