



EVALUATING

Field Resource Management Providers

**Get
More
Done**



Tips to Help You Find the Right Technology

Wouldn't you like to save over \$6,000 per employee annually, reduce the time it takes to supervise your employees, and streamline your driver management?



The great news is that Field Resource Management technology has proven to help organizations accomplish all of the above for years!

To help you out, we put together a guide to walk you through the evaluation process and help you decide if **Field Resource Management (FRM)** is a good investment for your organization.

For years, organizations have been using this technology to cut labor and fuel costs. After adopting **FRM**, nearly all organizations have realized significant cost savings, primarily with labor and fuel expenses. In fact, Motorola conducted a survey and found that fleets adopting **FRM** realize an **average labor savings of \$5,484 per driver** and a **13.2% reduction in fuel costs**.

When evaluating Field Resource Management, it is important to consider the following:

RETURN ON INVESTMENT

HOW MUCH MONEY WILL FRM SAVE YOUR ORGANIZATION?



Nothing is more troubling than finding out you have been losing money for years and didn't even know it. It dropped my labor costs by 34-45%. I wish I would have bought a system years ago



Carlos Contreras, Sunshine Landscape

How do you find out for sure?

First, you will want to determine the labor savings based on labor costs per hour, time saved per day, and days worked per week.

Then you want to determine fuel savings by calculating the average fuel cost per vehicle per month and the percentage saved with **FRM**.

Increasing revenue can be calculated by determining the number of additional jobs per day, the billing rate per job, and

day, the billing rate per job, and the number of employees completing the work.

A study by Aberdeen Group reports that companies who have implemented these systems see an average of a **13.4% reduction in overtime costs**.

Are you curious to see exactly how much your organization can save? Luckily, we've created this simple ROI calculator that already has the formulas in place and allows you to walk through several cost saving scenarios.

ROI Calculator

Use our ROI calculator to determine how much money you will save with our system. You can enter anticipated revenue increases, labor savings, and fuel savings to determine the FieldLogix Field Resource Management System's financial feasibility and generate an ROI report to present our telematics system to others within your organization.

ROI Calculator

THE BASICS – TELL US ABOUT YOUR OPERATIONS

Number of drivers

Days worked per week

1

2

3

4

5

6

7

Next

YOUR NEEDS

DETERMINE WHAT YOUR IMMEDIATE NEED IS AND PRIORITIZE



“

I began utilizing FieldLogix reports when I started...this would explain the downward idling trend.

”

Eric Geye, RLH Fire Protection

What is your first priority? Is it improving driver safety, improving customer service, or reducing overtime costs? Each of these needs would require a specific feature set from any of the systems you are evaluating.

It is also important to consider future needs. Ensure any 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.

Can you believe that installing **FRM** can reduce fuel costs by 13%? The savings come from a reductions in excessive idling, speeding, unnecessary mileage, and by eliminating fuel fraud. Excessive idling alone, can **increase fuel bills** by as much as **30%**.

Without a fleet management solution, it is impossible to monitor these wasteful habits in order to take corrective action. These systems can also send alerts when fleet vehicles exceed limits set by your organization.

FieldLogix Integrates with WEX Fuel Card

FieldLogix users can now use fuel fraud reports with the WEX fuel card integration to monitor spending and prevent theft. Our fleet management system displays the fleet vehicle's location when the fuel card is in use. The location data ensures the vehicle is at the fueling station, and the card isn't being used for a personal vehicle instead.

FieldLogix's technology also displays the vehicle's fuel capacity and fuel quantity purchased during each transaction.

Talk to one of our service experts today and learn how our innovative technology can take your organization to new heights!

LEARN HOW WE'RE DIFFERENT

RELEVANT FEATURES

CHOOSE RELEVANT & EASY-TO-USE GPS TRACKING FEATURES



This has been an excellent experience for us. You all have been great to work with and very patient with our learning curve... Our users are very, very happy with the usability of the solution. Much more user-friendly, better features, and lower cost. Wins across the board!"



Director of IT @ Harshaw
Trane

Prioritize which features you need. Are they real-time tracking and dispatching, safety monitoring, messaging, customer ETA alerts and proof of service, or a time clock?

Ensure 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 from your investment.

Evaluate the user-friendliness of the website and mobile apps. Also check to see if the vendor is committed to providing great

customer support. You want to deal with a provider that is responsive and resolves issues in a timely manner. Check their BBB listing, references, and other online reviews.

We recommend choosing a provider that will spend at least an hour training onboarding you into your new system. Look for video tutorials, and refresher training.

Look for vendors who have a well-defined process for handling support tickets, and escalations. The last thing you need is to have problems with your system causing service disruptions.

Our Support Process

We strive to provide the best customer support in our industry, this has resulted in an **A+ rating** with the **BBB** and a **97%** customer support satisfaction score from **Dunn & Bradstreet**. The reason for our success is our well-defined customer support process that is closely monitored and scored. We break the majority of our support issues into 3 categories, user training, malfunctioning devices, and billing requests. We follow well-defined processes to address each of these types of issues.

On our website, there is an extensive knowledge base that is easily accessible. We also offer ongoing weekly user training sessions, every Thursday at 9 am Pacific as well as on-line training on our web application for unlimited users at no additional cost. All inbound support inquiries are tracked and are monitored for response times as well as the user's satisfaction. Our processes ensure we are a reliable partner for our system users!

LEARN HOW WE'RE DIFFERENT

GET MORE **DONE**

FIELDLOGIX IS INNOVATIVE FIELD RESOURCE MANAGEMENT

GPS FLEET MANAGEMENT

Real-time tracking



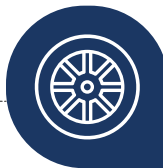
Driver Safety Monitoring



Fuel Efficiency Monitoring



Vehicle Health Monitoring



WORKFORCE MANAGEMENT



Time-clock & tracking



Mobile dispatching



Proof of service



Two-way
communication



What is Field Resource Management?

At FieldLogix we offer the best of GPS Fleet Tracking & Workforce Management in an all-in-one solution to manage all of your resources in the field. Our innovative features are designed to help you complete more jobs, reduce fuel consumption, and optimize your fleet's performance. You can monitor your company-owned vehicles, your field employees in their personal vehicles, and your off-road equipment. We also offer a variety of plans that gives you the flexibility

you need to monitor your various assets. We are the only provider that offers a comprehensive feature set and flexible plan options.

Since launching FieldLogix, we have been profiled in numerous publications and ranked among the fastest 100 growing companies in San Diego. We believe that our dedication to our customers' experience is the reason for our success.

LEARN HOW WE'RE DIFFERENT