



## CASE STUDY

# CoPILOT<sup>®</sup> Truck



## The Ultimate All-In-One Route Optimisation Software

Introducing **Route Companion Pro** from Kelgray, taking a route schedule of up to 250 delivery stops from a back office planning or mobile job management application and optimising the route on the driver's handheld mobile device. Remove the need for manually planning driver itineraries, with routes compared against SLAs (Service Level Agreements) as required, in order to keep customer satisfaction to the highest standard and delivery costs as low as possible.

Route Companion Pro is leading the way in transport and logistics technologies available on the market. This cutting edge product has proven results with delivery companies to dramatically save on fuel bills, help to deliver more each day and ultimately empower fleet operations. Taking into account time critical deliveries, Route Companion Pro can keep customers up to speed with live information, whilst on the road, such as current location, ETA and potential delays. Linking seamlessly with mobile workflow and back office planning applications, Route Companion Pro is the ultimate all-in-one optimisation solution for transport and logistics companies of all sizes! Read on to find out the extensive features available and real route examples.

### ↑ INCREASE

- ETA Accuracy
- Driver Efficiency & Productivity
- Field Worker & Driver Confidence & Adoption
- Vehicle & Driver Safety
- Deliveries Per Hour
- Customer Satisfaction
- Margin & Profit

### ↓ REDUCE

- Fuel Costs
- Total Distance Travelled Per Driver
- Total Time Taken Per Driver
- Driver Stress
- Driver Training Time for New or Agency Drivers
- Company Carbon Footprints
- Failed Delivery Attempts





# Route Companion Pro Features

- Vehicle Safety Checks
- Route Navigation & Optimisation
- Calls & Texts
- Proof of Delivery
- Signature & Photo Capture
- Driver Behaviour & Tracking
- Legal Driver Compliance
- Vehicle Restrictions



## Route Example 1: Map Comparison

A route comprising of 35 drops around Telford and Shropshire, including clusters of deliveries and some more rural runs. The challenge here was to deliver a route that maximised the clustering of drop points, whilst meeting time windows for premium delivery customers.

Route Companion Pro was able to deliver:

- ↓ **41% Reduction** in total time taken to deliver all 35 drops
- ↓ **30% Reduction** in total distance travelled on this route
- ↑ **43% Increase** in deliveries per hour



## Route Example 2: Saving Statistics

A route comprising of 32 drops around West London, North-West London and outlying North London boroughs. The route was primarily urban, meaning there were a wide variety of vehicle restrictions in place, including speed and vehicle size limit.

Route Companion Pro was able to deliver:

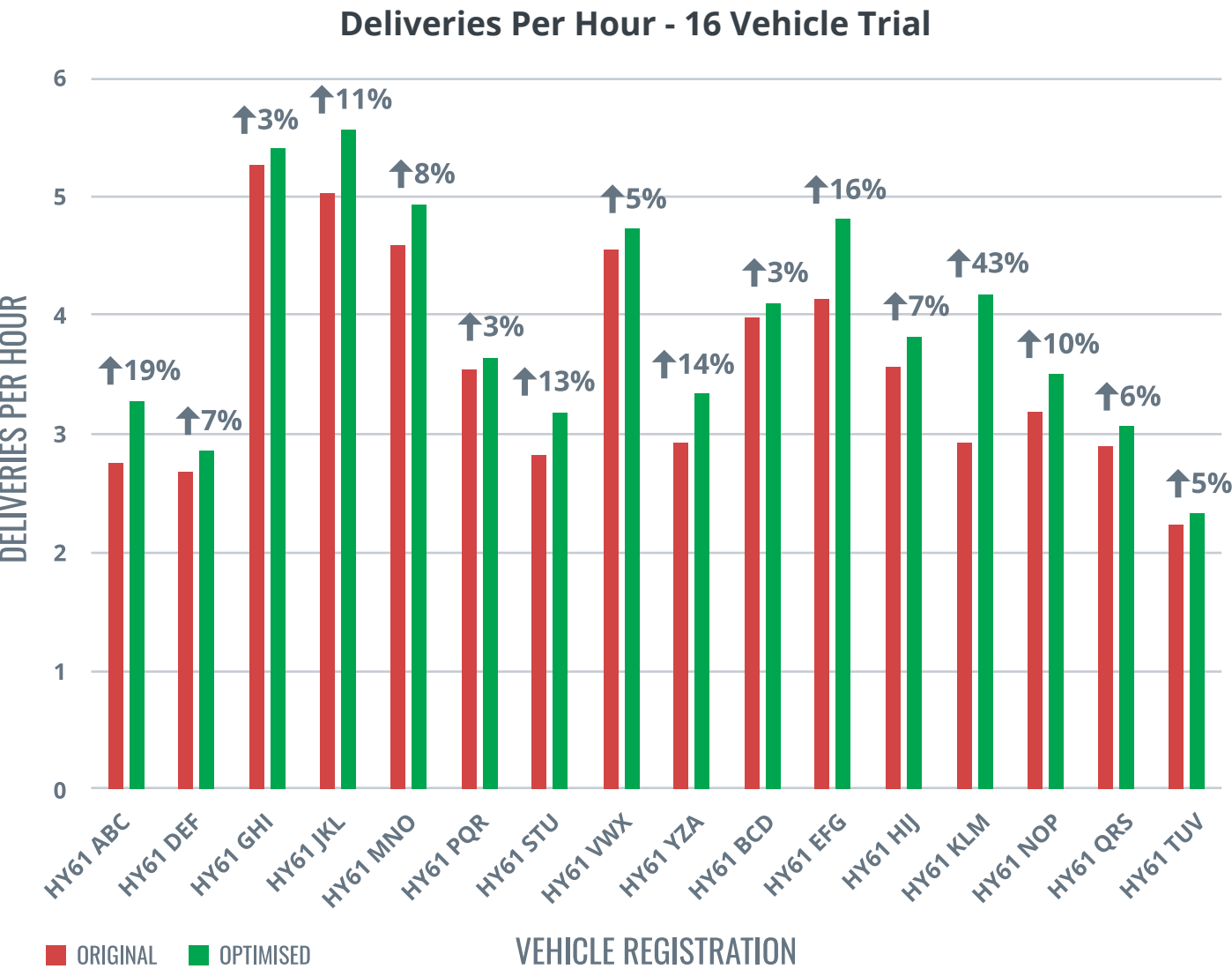
- ↓ **14% Reduction** in total time taken to deliver all 32 drops
- ↓ **26% Reduction** in total distance travelled on this route (20 mile reduction in this example)
- ↑ **16% Increase** in deliveries per hour

*“Having experienced the introduction of these type of systems twice before with previous employers, implementation is always fraught with potential issues and pitfalls. However with the way key stakeholders have been engaged within the project from day one and the controlled manner in which the implementation programme has been rolled out, I have to say, this has been the most painless experience of them all!”*

**Phil Sawyer**  
Hub Director, Aspray24

## Route Example 3: Deliveries Per Hour Graph

The graph below shows the results of a 16 vehicle trial in respect of deliveries per hour. Route Companion Pro was able to make an improvement on each and every vehicle. The below gains average out at **↑10.8% Increase** in deliveries per hour. The client went on to roll Route Companion Pro out across a fleet of 400 vehicles; imagine the saving...





*"Kelgray were integral to the Aspray24 PDA project and they were involved in the whole process, from concept and structure design, right through to professional software development.*

*Route Companion Pro has already provided real-time visibility within our fleet network and is a powerful tool that is being exhaustively used to develop our own PDA back office information systems, for both internal gains and improving customer satisfaction.*

*Kelgray are now very much a partner to Aspray24 and certainly a company we will continue to work closely with in future years."*

Marcus Newport, Group IT Manager, Aspray24



## Why Kelgray?

- Over 40 years of business excellence – **Established in 1972**
- Do business with total confidence – **Safe contractor & ISO 9001 Accredited**
- Why look elsewhere? – **Complete End to End Managed Services**
- Consultancy, Software, Hardware, Support – **We handle it all!**
- Comprehensive 24/7 remote support from our team – **Peace of Mind**
- Proven delivery of major projects with blue chip companies – **Tried and Tested**
- Kelgray — **The truly independent "mobile worker" solutions provider**



**Nothing To Lose...Only Margin and Fleet Efficiency To Gain!**

**Book your free, no obligation consultation today.**

For more information on how Route Companion Pro can improve the efficiency of your fleet operations please contact:

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