



## Case Studies – VT LIVE Vehicle Tracking



### Instrumentation Direct Ltd, Crewe, Cheshire

"Since Instrumentation Direct installed the VTLIVE system any member of staff can locate any vehicle around the clock."

Craig Odams, Managing Director of the £10 million, Cheshire company, continued: "I wanted anyone in the company to be able to go on any computer in the company to find out where a vehicle is and answer the question a customer may ask, which is usually 'when will our equipment arrive?' So this is of great benefit to us."

He said it was important for the company to know where their vehicles were at all times, and how they were being used.

Instrumentation Direct is also benefiting from the VTLIVE's ability to highlight the nearest vehicle to a location, the resultant fuel savings and reduced phone bills – there is now little need for staff to call drivers to find out where they are - and opportunities to divert drivers quickly.

"Now if we have an urgent collection, we know where the nearest vehicle is to where we need them to go. Before, you could have lots of drivers in the same area and it was a wild guess as to who to send. Today, we can look at the on-screen map and see who's nearest," said Mr Odams.

The company runs seven vans equipped with VTLIVE vehicle tracking and the vehicles travel all over the UK and into Europe. Being able to know instantly that our staff are en-route to their destinations without having to call them repeatedly takes away a lot of hassle for the office staff and keeps customers informed when they call up. European roaming means we can see them even when the vans are abroad.

Instrumentation Direct, which provides data acquisition equipment and calibration services to the Aerospace, Automotive and Defence industries, relies on the VTLIVE system to be able to respond to very short lead times to support customers testing new products around the clock.

Instrumentation Direct which has grown rapidly over the last few years decided that rather than become a 'transport company' they should invest in a solution built for the job. Mr Odams was referred by another client to VTLIVE. "We have a paper supplier who already used the VTLIVE system and knowing that they came highly recommended was a big part in deciding to go with them."

He added "The system can be personalised to your meet your needs, we had a bespoke report written and we have individual log-ins so that reports can be emailed daily. Even when we are away from the office we know exactly what's going on. The payroll team no longer have to wait for drivers hours as the system gives a weekly timesheet with a breakdown of start and finish times as well as stopped times and mileages. Accounts use it for 'proof of delivery' which is especially useful on our consumable deliveries."

"From giving VTLIVE the go-ahead the vans were fitted within 4 days and the staff trained on how to get the best from the system" he said. "We found them easy to deal with and we impressed they were able demonstrate what we needed to do to make savings."

### More about VTLIVE

VTLIVE the brand name for Vehicle Tracking Ltd is based in Crewe, Cheshire. The company has developed its web based software over the last eight years with its own UK developers and technical staff. By controlling every aspect of its technology, from tracking hardware to database and end-user applications VTLIVE continues to improve its customer's experience. Vehicle Tracking Ltd, Managing Director, Simon Parker added "Offering our customers the chance to change various parts of the system means we always provide a product that works that bit better."

With thousands of units across the UK and Europe, VTLIVE customers are represented by a wide range of industry sectors including housing associations, councils, construction, transport, hospital trusts, SMEs and blue-chip brands.

### More about Instrumentation Direct Ltd

Since 1995, Instrumentation Direct Ltd has become the country's leading supplier of specialist data acquisition equipment.

Operating worldwide, Instrumentation Direct Ltd delivers its products to many of the world's largest companies within the Testing, Manufacturing, Power, Aerospace, Military, MOD, Sustainable Energy, Rail, Marine, Space, Defence and Automotive industries.

Certified to ISO 9002; the company has an unrivalled product range alongside a sales and technical team boasting over 80 years of industry experience.