



AVBOB

FLEET SIZE

1000 / 600 vehicles with installed MiX Telematics system

INDUSTRY

Undertakers / Burial Society

REGION

South Africa

SOLUTION

FM-Web and FM Communicator

AVBOB WAS ESTABLISHED IN BLOEMFONTEIN IN 1921 AND HAS SINCE GROWN INTO A BILLION RAND BURIAL SOCIETY RENDERING SERVICES OF THE HIGHEST QUALITY TO THE FULL SPECTRUM OF SOCIETY IN SOUTHERN AFRICA. AS A MUTUAL SOCIETY, AVBOB IS OWNED BY ITS POLICYHOLDERS WHICH TO DATE EXCEEDS 1 MILLION.

BUSINESS CHALLENGE

Avbob approached Hyper Auto, a strategic channel partner of MiX Telematics, to provide a solution to better manage their vehicle fleet. The main challenge Avbob faced was the inability to track their fleet that is located nationwide on various assignments. Of considerable concern were the vehicles that operate in remote, rural areas. The running costs of these vehicles were deemed too high, and the business identified the need to monitor driver behaviour, speeding levels as well as the unexplained idling of vehicles. The general misuse of the company vehicles was also suspected.



SOLUTION PROVIDED

Hyper Auto supplied a comprehensive MiX Telematics fleet management solution consisting of an on-board computer called FM Tracer, and an online tracking and information portal called FM-Web. The solution offers real-time fleet information by way of key reporting and analytical tools pertaining to driver performance. This enabled Avbob to implement highly effective and targeted driver training programmes, which in turn resulted in efficient corrective action, improved driver behaviour and reduced motor accidents.

IMPLEMENTATION

Avbob has been using MiX Telematics solutions supplied by Hyper Auto since 2010. The business initially installed FM Tracer in 105 vehicles across selected branches and then progressed to addressing the larger challenge of being able to track and monitor the vehicles and driver behaviour.

RESULTS OBTAINED

During an initial trial, the company achieved a 27% reduction in fuel costs only over a 6-month period. After the initial installation in the first 105 vehicles, Avbob fitted the solution into another 100 vehicles within a 12-month period. The last phase comprised the remaining 400 vehicles, which was completed 60 days following the completion of the second phase. The installations happened at around 130 branches across the country.

The Hyper Auto bureau services ensured that all information from the fleet management solutions was utilised in the correct manner, which contributed quite considerably on a continuous basis. Since the implementation, Avbob has witnessed a drastic reduction in fuel consumption and maintenance costs. The number of kilometres travelled in the vehicles has also reduced due to the number of systems that were put in place to ensure the correct management of vehicles. Avbob has been able to optimise its fleet thereby decreasing the down time of vehicles for maintenance and other reasons.

The MiX Telematics fleet management solution has proved valuable due to the real-time data provided on both our vehicle and driver performance. "We have been able to correct poor driver behaviour by providing training for our staff," explains Hugo Broodryk, Manager Fleet at Avbob. "We are also able to consistently review the fleet's performance to ensure we maximise our investment. Avbob is very satisfied with the MiX Telematics' solutions provided and implemented by Hyper Auto. We have witnessed the reduction of costs pertaining to our overall fleet and a great improvement in driver behaviour," concludes Hugo Broodryk.

ABOUT HYPER AUTO

Hyper Auto was formed in 1998 as a subsidiary company of Kinross Auto Electrical, established in 1987, to cater for the growing market in the vehicle management and tracking industries.

In 2001, the Auto Electrical division was sold, and Hyper Auto was in full swing to focus exclusively on the sales and support of vehicle management, and tracking solutions.

**ABOUT MiX TELEMATICS**

MiX Telematics is a leading global provider of fleet and mobile asset management solutions delivered as SaaS to customers in 112 countries. The company's products and services provide enterprise fleets, small fleets and consumers with solutions for safety, efficiency and security. MiX Telematics was founded in 1996 and has offices in South Africa, the United Kingdom, the United States, Uganda, Brazil, Australia and the United Arab Emirates as well as a network of more than 130 fleet partners world-wide. MiX Telematics shares are publicly traded on the Johannesburg Stock Exchange (JSE: MIX) and on the New York Stock Exchange (NYSE: MIXT).

"Hyper Auto believes in the solutions approach and providing a total solution for customers by working with them as a team rather than being merely a box dropper."

Michiel Coertzen
Business Development Manager - Hyper Auto