

# Simon Roofing Increases Visibility and Accountability with Telematics

One of the nation's largest and most vertically integrated roofing companies, Simon Roofing provides products and service before, during, and after the job is done. They handle every aspect of the process from specifications and manufacturing to installation and service, operating a fleet of approximately 250 units. Their fleet of primarily Ford F-150, F-250, and F-350 service and production vehicles is dispersed all over the country.

They had two challenges. First, they needed to better track and protect their assets that are scattered around the country. Second, they wanted a way to ensure their customers that they were actually on a job site when they said they were.

"If we bill a customer, I want to be able to back that up with GPS data," said Joseph Simon, Asset/Risk Manager, Simon Roofing & Sheet Metal.

Because of the work they do, most drivers take their vehicles home. "It's a benefit for our drivers. They get the vehicle plus fuel," Simon explained. "But we still need visibility to those vehicles."

They turned to Donlen and DriverPoint® Telematics.

Simon immediately saw the potential of DriverPoint, including the positive interaction he experienced with the DriverPoint team.

"From the start, I appreciated the support that I got from the team," Simon commented. "We've worked together on a solution that's right for us."

One of the first things Simon did was work with the DriverPoint team to create a Job Audit Report. Now, they have a report that confirms location of drivers. "This is a real selling point for us. Our customers can rely on us to be accurate with our billing: if we say we were on a job site, we can back that up with GPS data and a single report."

DriverPoint was fully implemented in October 2012 after a four-month pilot program. "We saw the benefits, and made the

decision to use DriverPoint in the full fleet," Simon said. "The ability to track fuel usage was another big factor."

Simon also points to DriverPoint's dashboard as a deciding factor. "Because DriverPoint is connected to the vehicle, we have full visibility to location, fuel purchases, maintenance, and idling from the dashboard. This was key for us."

"DriverPoint has exceeded my expectations," said Simon. "Not only is the program giving me data that I can use right now, I look forward to what is coming from the DriverPoint team."

"Simon Roofing has been a great business partner," said Nick Ehrhart, Telematics VP of Business Development, "They come to us with ideas, and they understand that some of their requirements may take a bit longer than

others to implement. They've made a long-term commitment, and we know that's going to give them the best outcome."

Simon says that now he's looking at the long-term benefits, including better monitoring of the vehicles and ultimately return on his investment.

"Idling is a key area of focus right now, and I'm looking toward DriverPoint to provide better research for us" he said. "Any way you look at it, it's been a win-win for us at Simon Roofing."

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## About DriverPoint® Telematics

There's no doubt about it: having visibility into your fleet will make your business run better. But choosing the right partner is critical to your program success.

By implementing a comprehensive solution like DriverPoint Telematics, you'll quickly see increased efficiency and driver accountability – and the difference it makes to your bottom line. What makes DriverPoint Telematics the best solution?

Our customers select DriverPoint Telematics because they need insight into driver behavior and a safer fleet. They need lower maintenance costs and better MPG. And they need a solution that gives them complete integration with their other fleet data. Most important, they value our consultative approach that helps them identify areas of opportunity.



FLEET TELEMATICS SOLUTIONS

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