

Norandex DriverPoint® Telematics Case Study

Successful Truck Telematics Program Launched for Norandex

In 2014, Norandex Building Materials Distribution, Inc. began its search for a new Fleet Management Company [FMC]. Specifically, Norandex wanted a better truck telematics program than the one provided by the company's previous FMC. It wanted flexible, customizable and intuitive technology—an innovative, integrated, one-stop shop for all of Norandex's fleet management needs. Donlen's custom-built DriverPoint Telematics solution easily qualified.

Moving Forward: Donlen's Technology is Key

"The telematics program was extremely important to us," Norandex Fleet Analyst Cortney Hunyadi said. "We needed a more robust system; we needed more information and data available to us than what we previously had." Norandex found that Donlen's DriverPoint program provided just that: a wide array of data that would allow fleet managers to track vehicles, monitor driver behavior and compliance and receive preemptive maintenance alerts for individual trucks. Furthermore, unlike Norandex's previous provider, Donlen streamlined fleet management and telematics into a single platform: FleetWeb, our award-winning technology platform.

This all-in-one service was unlike anything Norandex had seen before, and the data provided by the program was undoubtedly impressive. Norandex and Donlen began their partnership in June 2014, and—after understanding all of Norandex's needs—DriverPoint Telematics was installed immediately in Norandex's trucks.

Saving Time, Saving Cost

Norandex has 104 locations across the country, and the implementation process occurred in the middle of the company's busy season. Norandex expected logistical challenges with the installations, as DriverPoint had to be installed in 96 on-order trucks in addition to 114 of the fleet's existing vehicles. However, thanks to Donlen's DriverPoint team, that proved not to be the case.

"The easiest piece was handling the telematics," Hunyadi said. "I had to do nothing, and that was by far the simplest piece for me...it gives me the chance to use my time and efforts elsewhere." The installation was performed effortlessly with

almost no disruption to Norandex, and the company found the program to be incredibly easy to use.

The program's maintenance features proved to be especially valuable to Norandex. According to Hunyadi, the ability to monitor battery voltage of Norandex's fleet vehicles was particularly helpful, as it allowed the company to notify branches about any potential issues and replace batteries before any real problems occurred.

Norandex also found that idling decreased after the implementation of DriverPoint as a result of the program's ability to monitor driver behavior. Branch managers were able to view trends in fuel-inefficient driver behavior and work with individual drivers to improve performance and productivity.

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**"It saves us time," Hunyadi said.
"It saves us cost."**

Donlen is There Every Step of the Way

In addition to the implementation of the telematics program itself, Donlen worked with Norandex to introduce the new technology and ensure a smooth transition for drivers and branch managers. Norandex found that clear and transparent communication about the changes eased driver concerns.

Donlen worked with Norandex to put together training sessions to show branch managers and drivers how to use the technology and address any questions they had. **Donlen was there from start to finish to address all of Norandex's concerns.**



Do you want to save time and costs with DriverPoint Telematics? Contact Donlen now to find out how.



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