

# Resellers Case Study

## Fleet Management Company



- **Customer**  
Fleet Management Company
- **Scale**  
80,000 drivers  
70% of all logistics journeys in country
- **Customer Since**  
2018

“ CMS’s technology, integrated with our existing digital ecosystem, is providing a huge improvement in helping our customers to save lives and reduce costs. The system has been able to deliver value using data from a staggering range of data sources. ”




### Challenges

- Wanted to generate new revenue streams to improve fleet safety using existing data asset.
- Significant amounts of data but poorly structured and not analysable.
- Current incident response (crash, hijacking, fraud etc.) based on driver contacting call centre, not pro-active.



### Deliverables

- Aggregated, restructured and normalised all data sources in under 8 weeks.
- Created custom rules to identify incidents in real time based on multi-source data.
- Delivered an internal facing portal for call centre to respond to incidents.
- Delivered a customer facing portal for customer to sell to fleets and help improve safety.



### Data Points Aggregated

- 28 telematics systems
- Cargo monitoring system
- ADAS enabled camera system
- Checkpoint and toll booth data
- Logistics dispatch data
- Claims information
- Licence check and driver data
- Vehicle inspection



### Results

Software rolled out across business.

Over **159** different risk and incident parameters successfully identified.

**4 of 5** largest fleets actively using software to manage risk.