

Partner Case Study



Powerfleet and DrabPol SP: Driving Safer Roads and Smarter Fleet Solutions in Poland and Ukraine

Company Information

For 40 years, DrabPol SP has provided devices, information acquisition systems, and management systems to optimize personnel and equipment costs and improve safety and comfort in land and air traffic.

Their certified design and engineering staff assist customers at every stage of work – from an idea to a fully functional bespoke solution, device, or vehicle ready for mass production. With over 80 CADREs and 200 service partners, DrabPol boasts a vast portfolio of top-tier products and solutions.

To ensure the highest quality of service and products, DrabPol hosts training sessions, testing, and certification in purposefully designed centers and has its own repair and maintenance facilities.



Company Name

DrabPol SP

Regions

Poland & Ukraine

Industry

Automotive, Aeronautics,
Military, System Integrations

Total Fleet Size

+1250

Vehicle Types

Heavy Vehicles, Dangerous
Goods Transport & Machinery

Partner Since

1998

Partner Website

www.drabpol.pl

Partner's Journey

DrabPol SP has been a Channel Partner since 1998, initially with MiX Telematics, which merged with Powerfleet in 2024. For over two decades, this partnership has focused on enhancing road safety for everyone, reflecting a clear synergy between their mission statements.

Through this long-standing relationship, DrabPol SP has expanded its customer portfolio by leveraging numerous fleet management solutions powered with AI and other technology to help customers reach their safety, efficiency, and sustainability targets. Over the past 16 years, DrabPol SP and Powerfleet have become vital collaborators and leaders for premium fleet management solutions in Poland and Ukraine.

Regarding the partnership, Krzysztof Drabczyński, Managing Director of DrabPol SP, expressed how Powerfleet has become critical to his top-tier automotive solution offering. He is confident that, with Powerfleet, he has a service provider that aligns with their mission statement and customer-first, bespoke approach to business relationships.

"Together with Powerfleet's global footprint for international customers that need to standardize IVMS requirements for their operations, we provide the local sales, installations, and aftersales services, tailoring our mutual proposition to regional demands. Partnering with Powerfleet, we secured our position as the premium IVMS provider by obtaining certifications from major Oil & Gas companies," he says.



Results

With a net dollar retention (NDR) of over 130% and a strategy for continued growth (through bespoke integrations, customer training, certifications, and upselling of complementary products and services), DrabPol SP is a clear example of how Powerfleet solutions are ideal for a cross-sell and upsell strategy.

"Powerfleet ensures customer stickiness across our base. Our NDR with them reflects the sustainability of the partnership and how our customers see its products and services as essential to their day-to-day business."

Krzysztof Drabczyński
Managing Director, DrabPol SP

