

Customer Case Study



A COLAS COMPANY

Powerfleet's AI-Powered Solutions Power Safety and Sustainability for The Miller Group's Diverse Fleet Operations

About Powerfleet

Powerfleet (Nasdaq: AIOT; JSE: PWR) is a global leader in the artificial intelligence of things (AIoT) software-as-a-service (SaaS) mobile asset industry. With more than 30 years of experience, Powerfleet unifies business operations through the ingestion, harmonization, and integration of data, irrespective of source, and delivers actionable insights to help companies save lives, time, and money. Powerfleet's ethos transcends our data ecosystem and commitment to innovation; our people-centric approach empowers our customers to realize impactful and sustained business improvement. Powerfleet serves over 2.8 million subscribers across more than 48,000 customers in 120 Countries, with commercial operations in every major continent.

Customer

The Miller Group

Regions

Canada & Southeastern United States

Industry

Construction, Infrastructure Development

Total Fleet Size

Approx. 1000 vehicles

Vehicle Types

Mixed fleet – light-duty trucks, highway tractors, off-road construction equipment, and road-building equipment

Customer Since & Subscription

12+ years

Customer Website

<https://www.millergroup.ca/>

How The Miller Group is Sustaining Success with Powerfleet's Connected Solutions

About the Company

The Miller Group specializes in constructing and developing urban and rural infrastructure across Canada. The organization has a longstanding reputation for excellence in road building, having contributed to major infrastructure projects during the mid-20th-century boom.

When they first contacted Powerfleet over 12 years ago, they sought a telematics solution to enhance fleet connectivity. Now, more than 12 years later, they are still working with Powerfleet and investing in asset management solutions to meet a wide range of fleet performance goals, including safety, sustainability, compliance, and efficiency.

Randy Murphy, Manager of Equipment, Haulage, and Chlorides within the Transportation and Logistics Division at The Miller Group, explains, "In our industry, it is extremely important to be in control of our fleet at all times. Knowing where all of our assets are, how our drivers behave and perform on the road, and how efficiently our equipment is operating are all critical to our continued success."



Challenges

Safety, Fleet Visibility, Sustainability, and Overall Performance

Efficient fleet management, precise asset tracking, fleet visibility, and unwavering commitment to driver safety are essential to long-term success and sustainability in the construction industry.

In the early stages of their journey, The Miller Group relied on the power of GPS fleet tracking to monitor the locations of their company trucks and equipment and gain valuable insights into utilization.

Over time, their needs expanded. The Colas Group, The Miller Group's parent company, wanted an asset management solution that would:

- Improve fleet performance overall
- Provide greater visibility into driving behaviors and fleet utilization
- Streamline decision-making processes
- Enhance Key Performance Indicator (KPI) reporting

Murphy worked with Powerfleet to access a suite of solutions that would meet these expectations and provide the deep insights that The Miller Group needed to continue growing and succeeding.



Solutions

A Suite of Asset Management Tools to Suit a Growing and Evolving Fleet

Murphy and the Powerfleet team customized a solution suite to support The Miller Group's commitment to employee safety and professional development and minimize the financial and environmental implications of fuel consumption and unnecessary mileage. They also needed access to valuable video evidence for performance management and, if necessary, fault and liability cases.

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Randy Murphy

Manager of Equipment, Haulage and Chlorides,
The Miller Group



Results

Enhanced Safety, Sustainability, Compliance, and Efficiency

Murphy attributes The Miller Group's enduring partnership with Powerfleet to excellent service, innovative technology, comprehensive training, and effective onboarding.

Every year, Powerfleet joins Randy's team at their annual "Spring Start-up" meeting to provide the Miller Group with important product updates and product training on new and updated solutions.

"I have benefitted from the ongoing support of Powerfleet's dedicated training department. I've also developed relationships with people across the company who have provided support and guidance when we've launched specific solutions and projects."

This collaborative relationship is paying off. By taking advantage of Powerfleet's onboarding services, including the White Glove Implementation and Premium Support, The Miller Group has continued providing exceptional construction and infrastructure service to their customers while achieving significant results in critical areas of their fleet performance.



Avoiding Dangerous and Costly Accidents

Murphy stresses, "We are very safety-focused at The Miller Group. We take the safety of our people very seriously, and Powerfleet's technology enables us to keep people safe."

Managers like Randy can monitor and identify risky driving behavior by equipping vehicles with AI-powered dash cameras and using the data to coach drivers.

Monitoring and Recouping Fuel Costs

With steep fuel prices, the Miller Group introduced a new variable fuel surcharge to cover increased costs. It has become critical to manage this surcharge with agility and responsibility. Unity enables Randy and his team to efficiently monitor fuel usage and calculate surcharge rates weekly, ensuring that customers are not overcharged for fuel and that the Miller Group manages its operations sustainably.

Utilization Tracking

Unity allows for better tracking so management can see when vehicles are idle in yards and ensure monthly vehicle payments align with usage rates.

Enhanced Sustainability and Productivity

Enhanced productivity and sustainable practices, such as drivers going paperless, are among the many successes The Miller Group has experienced due to its investment in asset management.

The Road Ahead

Other divisions at the Miller Group are investing in Powerfleet solutions to meet their specific business needs. Murphy says, "I expect this trend will continue as we educate and train teams throughout the company."

Previously, The Miller Group and Powerfleet customized Unity to offer comprehensive monitoring of sustainability metrics such as fuel output and carbon emissions.

Results Achieved



Improved safety through AI-powered dash cameras and driver coaching



Better fuel cost management with variable fuel surcharge monitoring



Enhanced asset utilization tracking



Increased sustainability through paperless operations and emissions monitoring



Expanded adoption across multiple company divisions