

CUSTOMER CASE STUDY



Powerfleet Drives Unitrans' Commitment to Operational Excellence and Safety

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**
Unitrans Fuel, Agriculture & Mining Services
- **Country**
Mozambique, Southern Africa
- **Business & industry**
Fuel, Agriculture, and Mining
- **Total Fleet Size & Connected Vehicles**
84
- **Vehicle types**
Trucks, haulage tractors, and light commercial vehicles
- **Subscription:**
Fleet management solution and web-based tracking platform
- **Customer website**
<https://www.unitrans.africa/>

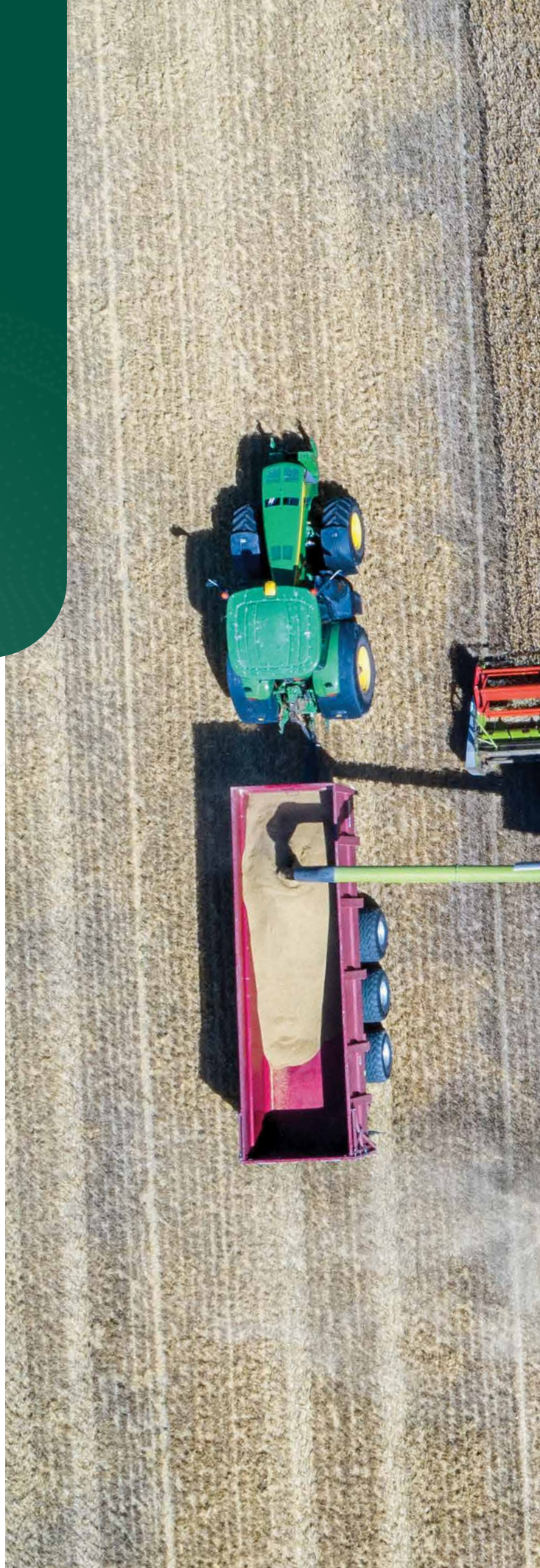
About Unitrans Fuel, Agriculture & Mining Division

Unitrans Fuel, Agriculture, and Mining Division has a significant customer service presence in Southern and Eastern Africa, with its headquarters located in South Africa. This division operates over 1,500 vehicles, ranging from agricultural tractors to land trains. Its agricultural operations extend from forestry contracts in the Western Cape, through the sugarcane growing and milling regions of KwaZulu-Natal, Eswatini, and Mpumalanga, as well as across borders into Mozambique, Malawi, and Tanzania. Unitrans is a subsidiary of KAP, an industrial group listed on the JSE.

Business Challenge

Following the success Unitrans had with Powerfleet and its channel partner, Compass Fleet Management (Compass FM), based in Durban, South Africa, Unitrans challenged Compass FM to extend its service offering into neighboring African countries, such as Mozambique. The Unitrans head office in South Africa aimed to standardize its fleet on a single telematics system, utilizing a single service provider.

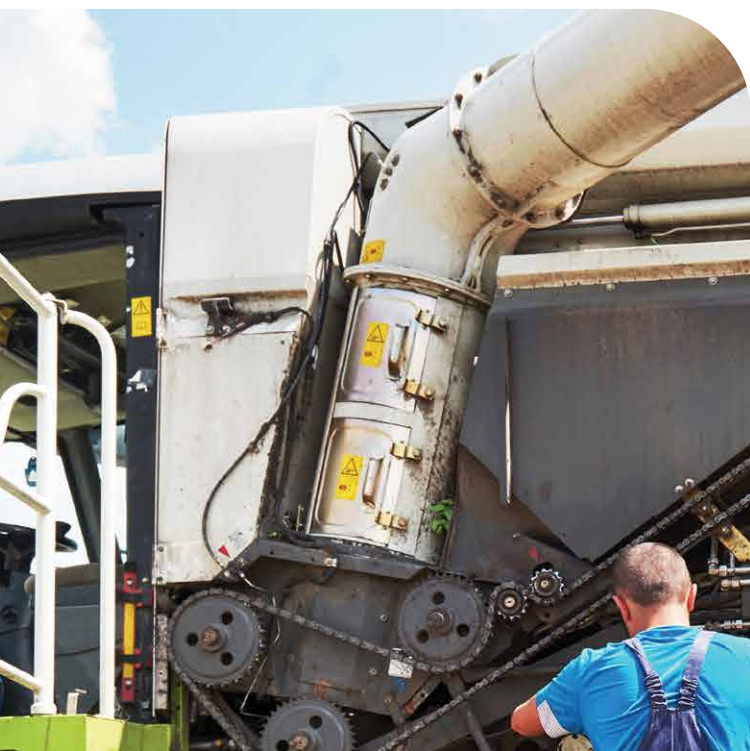
In Mozambique, Unitrans aimed to enhance operational efficiency, focusing on reducing accident rates and fuel consumption. At the same time, the customer wanted to improve overall supply chain productivity. Unitrans operates more than 200 vehicles across three sugar mills in Mozambique. The Tongaat Hulett's Xinevane operation in Southern Mozambique was selected as a pilot project for the country.



Solution Provided

Powerfleet's comprehensive onboard fleet management computers were installed in 84 Unitrans vehicles, connecting them to a web-based tracking and information portal developed by Powerfleet. This was done following a comprehensive needs assessment at the Xinevane site, conducted by Compass FM. Unitrans needed real-time visibility of its fleet to improve productivity, vehicle utilization, and service to its customers. They also required exception reports to manage their drivers' driving style to reduce speed-related accidents and fuel consumption.

Second-by-second tachograph data and reporting were required in the event of an accident. The web-based solution enabled management in both Mozambique and South Africa to view the gathered data and utilize a standardized set of management reporting. This was crucial for benchmarking when comparing the division's performance to that of similar operations.



Implementation

The implementation of the solution consisted of three phases.

Phase 1:

An installation team was sent from South Africa to install 84 fleet management computers on trucks, haulage tractors, and light commercial vehicles.

Phase 2:

Compass-trained Unitrans workshops conducted first-line maintenance and repairs.

Phase 3:

A Compass FM product specialist was placed on-site to roll out the training and implementation of the solution.

Implementation was completed in just over two weeks, before the start of the sugar season.

Following implementation, a dedicated product specialist worked closely with the customer at both the depot and head office to ensure the system was configured to accurately record and report on the successful achievement of identified Key Performance Areas. Compass provided ongoing training and consultation to Unitrans management through site visits to the Xinevane operation every three months, along with weekly conversations over telephone, email, and Skype.



Results Obtained

The Powerfleet solution for Unitrans introduced driver accountability and provided management with the tools necessary to change driver behavior and improve operational efficiencies. This was made possible through the identification of drivers and their vehicle movements, as well as monitoring driver behavior. System-generated exception alerts for events such as 'over-speeding' and 'excessive idling' have enabled Unitrans to make significant improvements in driver behavior, positively impacting safety and fuel efficiency.

Between June and August 2013, the customer experienced a dramatic decline in over-speeding and excessive idling, resulting in lower fuel consumption and a calculated monthly saving of R66,000. This saving more than covered the monthly cost of the solution.

Following the successful implementation and results at Xinevane, Unitrans decided to roll out this solution at two additional sugarcane mills in Mozambique. This represents a further 120 vehicles.



It comforts us greatly to know that our operators and assets are monitored 24/7 through a reliable and stable solution, supported by a professional team. The Powerfleet fleet management solution has significantly reduced our operating costs and enhanced vehicle productivity. The quality reports and real-time information have become essential for our daily operations.”

Kobus Burger

Regional Director, Unitrans Supply Chain Solutions: Mozambique