



DIRECTOR returns speedy savings for Direct Link Express Deliveries



Ongoing fuel consumption reduced thanks to optimised routes



Dramatic reduction in personal mileage use



Nationwide operations managed centrally



DIRECTOR's mobile app updates help at-a-glance visibility



Direct Link Express Deliveries operates out of two locations in the South East of England and offers traditional nationwide courier and delivery options, as well as a range of premium services from packing and assembly, through to the installation of new plant and equipment. With a fleet of 41 vehicles, finding efficiencies and maintaining control is critical.

When the company opted to implement Director across the fleet, they were already using another telematics system. However, as James Tomlinson (Direct Link Express Deliveries' Director) explains, their previous platform couldn't offer the insight the company needed.

"What really stood out with DIRECTOR was the fact that we had greater fleet visibility and it was all manageable through the app. We needed a solution that could empower us to make better business decisions and we achieved that when we moved to Teletrac Navman's platform."

As well as installing DIRECTOR, Direct Link Express Deliveries also installed dashcams and audio recording across the fleet, offering James an extra layer of protection for drivers as well as increasing visibility of operations.

James also needed support from Teletrac Navman to really get the most out of this investment and he hails his Customer Success Specialist as being a crucial partner in making this happen.

"Having a single point of contact to coordinate the implementation of DIRECTOR was great, from scoping our requirements to installation and advising on what training packages would be suitable for us," James adds. "I feel comfortable that we have a good working relationship and can now consider how else we can use DIRECTOR."

James and his team now have complete visibility of each of the vehicles in their fleet, with the DIRECTOR app proving especially useful. Not only can the team keep up-to-date with where the fleet is across the country, it has also helped to reduce unnecessary mileage because his staff can see when vehicles may be used for personal errands, for example.

James says: "Checking driver mileage is as simple as checking for a text message and I can spot personal use very easily. It has really helped us make ongoing savings because it's so simple to use."

With another seven vehicles joining the fleet in early 2019, James is confident that DIRECTOR will help maintain productivity and continue to reduce personal fuel consumption.

"I am a great fan of Teletrac Navman and DIRECTOR; it's robust, reliable and makes logistics a much easier task to manage." James Tomlinson, Director at Direct Link Express Deliveries