



Unexploited Savings Potential

The unexploited potential of savings in the European Road Transport Industry is still huge. After decades of increased competition and diminishing fees, exacerbated by the recession of 2009, many companies face a turn-around situation, unnecessarily. Vast improvement potential in all areas of operations remains ignored by most companies, which only pursue cost reduction at the expense of stakeholders. This presentation outlines the major areas of improvement.



Cost Savings Potential



1st „Victims“ of traditional „cost-cutting“: Stakeholders & Intelligence

- ✓ Employees, sub-contractors
- ✓ Suppliers
- ✓ Clients, Customers
- ✓ Education, Innovation



Real Cost Savings Potential

- ✓ Streamlining organisation, paperless office
- ✓ Training and rewarding drivers
- ✓ Optimisation of sub-contractors
- ✓ Elimination of errors
- ✓ Elimination of tedious unproductive operations and errors



Streamlining of Workflows, save 10-30%

- ✓ Paperless workflow is possible regardless of endless objections
- ✓ Workflow analysis of each clerk and dispatcher reveals 10-20% unproductive work
- ✓ Faulty interfaces between host system and track`n`trace count for another 5-15% potential



Train and reward your drivers, safe 15-30%

- ✓ Train your drivers in economic driving and correct use of telematics devices (15%)
- ✓ Reward your driver for 100% scanning and economic driving by means of a bonus-system
- ✓ Enable your driver to increase his productiveness (#stops, km, load) with intelligent telematics, measure it, and reward accordingly, get rid of laggards



Optimise your Sub-Contractors, save 10-20%

- ✓ Measure and analyse the performance of your Sub-Contractors (#stop, km, load)
- ✓ Get rid of the underperformers
- ✓ Negotiate optimum structure (more fair routes, less vehicles) for the rest
- ✓ Enable your sub-contractor to increase his productiveness (#stops, km, load) with intelligent telematics, measure it, and reward him accordingly



Eliminate Errors by creating Transparency

- ✓ Get all data from all vehicles (position, orders, status, driver-ID, fotos, fuel level...)
- ✓ Eliminate cheaters (route deviation, excess breaks,
- ✓ Negotiate optimum structure (more fair routes, less vehicles) for the rest
- ✓ Enable your sub-contractor to increase his productiveness (#stops, km, load) with intelligent telematics, measure it, and reward accordingly



How to proceed

- ✓ Let a consultant analyse your company
- ✓ **Define your optimum organisation and work-flow**
- ✓ Get yourself your optimum IT-solution (ERP + Tracking)
- ✓ Define your performance based on best practice



How can AIS help?

- ✓ We guarantee a savings level of twice all costs occurring
- ✓ We recommend suited consultants
- ✓ **We provide you with the optimum infrastructure**
- ✓ We enable you to measure your performance on all levels on a continuous base, to take the measures suggested earlier in this paper



How can AIS help?

- ✓ In cooperation with notable consultants and host-system providers, we provide a network of expertise with guaranteed successful performance
- ✓ We provide you with Best Practice database with dynamically updated benchmarks
- ✓ We help you, for as long as it takes, to exploit the potential, even down to lay-off decisions