



## AZUGA FLEET CUSTOMER SUCCESS STORY

# MWH & Slayden Constructors

Slayden Constructors is a part of the greater MWH portfolio and have over 340 vehicles that use Azuga's fleet management software in conjunction with the safe driver rewards program. The company was incorporated in 1960 and employs millwrights, pipefitters, carpenters, welders, heavy equipment operators, truck drivers, and laborers from all over the Northeast U.S.

“ We wanted to fix a problem we didn't know we had. Burying your head in the sand doesn't mean you don't have a problem.

*Brian Eoff, Fleet Manager*



### Problem

Stolen Vehicles: The company had a vehicle stolen in the past

### Problem

Safety concerns: The company had four accidents that were all the drivers' fault

### Problem

Idling: The company had issues with drivers idling their vehicles.

## ASSET MONITORING

The company improved their vehicle tracking process by switching from an ineffective buzzer system to Azuga's advanced telematics system. With the ability to track vehicle location, and ensure they are where they are supposed to be, their team can quickly intervene and check in with drivers if they are not. This keeps vehicles safe and ensures timely responses to potential thefts, in order to prevent losses.

## FLEET TRACKING

When the company introduced telematics to track their fleet, the results were alarming. A significant number of their drivers were repeatedly driving above 100 mph, putting themselves and other road users in danger. However, by simply sending an email notifying their drivers they were being monitored, The company quickly saw a change in behavior. The data shows that drivers are now adhering to the company's standard of safety by staying under an unsafe speed.

## DRIVER REWARDS

The company leveraged Azuga's driver rewards program to identify their best and worst performing drivers. As a result, the top five drivers are rewarded with gift cards while the bottom five receive extra defensive training. This approach helps to optimize safety and performance on the road, benefitting both the drivers themselves and the company as a whole.

## CONCLUSION

Thanks to driver scores and insightful data, Brian can finally focus on implementing and enforcing safety fuel and idling policies. These policies have proven to be a game-changer for the company.

After presenting data on speeding issues to senior leadership, the company implemented new safety policies across the board. This has made managers' jobs easier with data collected automatically. Everyone is thrilled with the newly improved fleet structure and has newfound appreciation for the company.

