

Azuga Fleet Customer Success Story

Smith & Solomon

Founded in the 1950s, Smith & Solomon joined the truck driver training and education field in 1985 and now has eight locations throughout New Jersey, Pennsylvania, and Delaware. Considered a leader in the commercial driver education and recruitment industry, safe driving skills are of utmost importance.

“We’ve tried a lot of fleet tracking solutions and none of them could beat Azuga at its combination of amazing price, easy reporting features, and reliability. We’re still learning new applications for all that Azuga can do. It has everything we were looking for and is the best bang for our buck.”

Chris Barbayanni, Fleet Director, Smith & Solomon



Chris Barbayanni is the Fleet Director at Smith & Solomon. As a commercial driver education company, Smith & Solomon used other fleet management products for years, resulting in numerous issues such as antiquated and unreliable technology, large upfront costs, and repeated device failures and replacements. Knowing it was time to move on, Chris began experimenting with several other products. Some were great and some were not at all on par with his expectations, but he was determined to find the right fit for his company's needs and budget.

Finally, he made the decision to adopt Azuga. “[Azuga] had everything we were looking for,” he said, “and it was at a great price.” Plus, considering the fact that Azuga is reliable and hasn't broken down like competing products, Azuga has already provided savings above and beyond the affordable price. “Azuga is the best bang for your buck,” Chris added.

With a fleet of trucks traveling across state lines between eight company locations in three different states, Chris greatly needs monthly mileage reporting for IFTA tax purposes. Azuga supplies easy-to-use monthly reporting for mileage on each vehicle and sends them directly via email. This ease of reporting saves the company up to 8 hours per month calculating mileage for tax filings.

Vehicle diagnostics is another problem area that Smith & Solomon needs help managing. Most of the drivers of the company trucks are students learning how to drive commercial vehicles; thus, the wear and tear on the trucks is understandably harsh. With Azuga diagnostic trouble codes (DTCs), management is able to keep tabs on the condition of the trucks and schedule preventative maintenance in a timely manner. Chris also cleverly uses Azuga's geofencing capabilities to enhance his vehicle maintenance protocols. He set a geofence around his central repair shop where all in-shop repairs are performed on company vehicles. If he receives an Azuga alert that a vehicle in need of repairs is within proximity of the shop, he can alert the on-duty mechanic that the truck is on its way. Likewise, in preventative maintenance cases, he can call a nearby driver and remind him to bring the vehicle in. There is no doubt that this has saved the company time and money in repairs, now and in the future.

Chris' team at Smith & Solomon are greatly satisfied with Azuga's mileage reporting, DTC alerts, and geofencing. Going forward, the company will explore areas it can expand its use of Azuga solutions, possibly even utilizing its dash cam to enhance safety, insurance protection, and surveillance of valuable equipment.

Smith & Solomon

Challenges

- ▶ Cost-effective and reliable solution
- ▶ Track interstate mileage for tax purposes
- ▶ Maintaining vehicles subject to new-driver abuse
- ▶ Tracking vehicles across states and business locations

Solutions

- ▶ Azuga's up-to-date technology offered at an affordable price
- ▶ Management tracking and mileage statements allow easy reporting
- ▶ Azuga's Check Engine Light codes keep management informed on the condition of equipment
- ▶ Azuga's real-time GPS tracking and geofence alerts monitor equipment location

Results

- ▶ **Affordability and Reliability** Previously haunted by antiquated fleet tracking systems, the company finally had a reliable system with no breakdowns and a great price.
- ▶ **Time-saving, easy-to-use mileage reports** Required to report mileage in three different states and across state lines, Smith & Solomon saves hours of time each month with Azuga's easy mileage reporting.
- ▶ **Maintenance cost savings** With Azuga DTC alerts, management is informed right away when equipment needs a mechanic. In an industry known to be tough on engines, management is able to prevent costly repairs with regular maintenance.
- ▶ **Geo-based reminders** Management cleverly uses geofences to alert them when trucks are near the repair shop and conveniently bring them in for necessary maintenance.



“With Azuga's simple mileage reporting, we easily save 1-2 hours per week that we normally would have spent calculating mileage for our taxes”