

Customer Success: Earthtech Landscape

“GPS vehicle tracking technology has been around for a long time. Every time we looked at it, we were faced with expensive hardware and software costs, inaccurate data on idling and fuel consumption, painful installation scheduling and lengthy contracts. Azuga made it a no-brainer. At just 70 cents per vehicle per day, Azuga helps save money from day one.”

— Stephen James
Operations Manager,
Earthtech Landscape

Situation

One of the Bay Area's fastest growing landscape companies, Earthtech Landscape has provided professional grounds management services in Silicon Valley and the Greater Bay Area for more than three decades. With field offices serving 7 counties, it is locally owned and managed, and offers a wide range of landscape services including commercial landscape maintenance, landscape construction, irrigation & water management, and complete tree care, pruning, and removal. Earthtech invests heavily in training employees and has a large pool of talented and experienced professionals with designations ranging from Certified Landscape Professional (CLP) to Certified Horticulturalist to Certified Master Water Manager.

To compete more effectively and ensure continued growth, Earthtech is focusing on improving crew productivity, lowering operational costs, and providing the best possible service to its customers.

Challenge

Earthtech wanted to know precisely where every rolling asset is located at every moment in time plus on-site crew verification; dramatically reduce the risk of road breakdowns and resulting schedule disruptions; eliminate unnecessary crew overtime; monitor driver behavior such as speeding and hard braking to improve safety and reduce fuel wasting habits; and monitor “proof-of-service” in real time.

Solution

Earthtech installed Azuga G2™ tracking units under-the-dashboard of its vehicles in just minutes. There was no “black box,” no waiting around for installers. The super-accurate Azuga G2 technology let Earthtech management see it all, with every driver, on their desktops.

The Azuga OBDII device “reads” the vehicle's engine data every second. As a result, all activity is captured. Everything is measured, accurate, and specific, giving managers a detailed “data snapshot” of each driver's behavior – providing the real story about what's really happening on the road.

Benefits

- ▶ Implementing Azuga allows the company to quickly identify specific crews that are spending unnecessary and unauthorized time away from customer sites.
- ▶ With Azuga, Earthtech cut unnecessary overtime within days. On average overtime is down by 2 hours per week per crew member.
- ▶ Crews are more productive and are spending more time on-site, fulfilling customer expectations for highest quality and consistent service.
- ▶ Fuel-wasting activities such as idling are monitored through system alerts and can be addressed in real time. EarthTech is already seeing fuel use reductions of 4 gallons per week per vehicle.

