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ORCHID TRACKING SALES TESTIMONIALS

The following are examples of some happy customers who already have the Orchid tracking system installed

Rob Tranter – Hewlet Packard

National Field Delivery Manager

(Enterprise support services)

Ph (03) 9272 2631 / (03) 9272 2604 (M) 0418 994 158

He has had the system in a fleet of 45 vehicles for about 6 months and reports savings of over \$10,000 per month on overtime alone, and indicated there were also considerable savings in fuel and maintenance, but he did not have specific figures. Their drivers are pleased with the system as it reduces the paperwork they need to deal with. Route reports are provided to drivers, and this enables them to determine their overtime sheets accurately, as well as apportion business and private use for tax purposes. A very small number of drivers complained about privacy issues, however they have had no real industrial relations issues regarding it, and their drivers have fully accepted the system now.

Captive Media

176 Euston Rd (unit 2) Alexandria NSW

(02) 9550 5299

Mark Epstein

Transport manager

Mark@captivemedia.com.au

Captive Media operate nationally, providing signed advertising trucks that drive through specifically designated areas. Mark reports they have had the system for over a year and are very pleased with it. It provides a clear business edge, as they have demonstrated accountability to their clients regarding the areas targeted advertising is displayed. They are pleased with the ease at which they can monitor their workforce. They have had no real industrial relations issues with the system.

Dynamic Transport

37a Barrie Rd Tullamarine VIC 3043

(03) 9335 5377

Steve English

Operations Director

Dynamic have 60 vehicles operating throughout Melbourne. After the system was introduced, they recovered 15-30 minutes per driver per day. The saving on reduced driver payments alone provided a 150% to 250% return on the cost of the system. They are also saving 1%-3% on their mileage through reduced non-work journeys, which is a significant saving as well. They have an existing communication system, however are keen to use the Orchid system for communications as well, and look like updating to the Orchid system of in-vehicle data terminals or integrated mobile PDA systems, as this will be significantly cheaper. They are also integrating the system with their existing client database and dispatch systems.

McAlpine Freightlines 2421 Ipswich Road (Cnr Douglas St) OXLEY QLD 4075 (07) 3375-6133

After putting the Orchid system into their fleet, McAlpines management discovered one of their regular interstate drivers was taking a detour each trip to visit his girlfriend. At around 300km, this unauthorised 'detour' was costing the company about \$300 each week. The company effectively saved the \$300 each week on this one vehicle, as a result of installing the Orchid system.

Vince Scuderi

National Fleet Manager

Chubb Security (Armoured)

PH 02 9427 9574

The largest Orchid customer in NSW is CHUBB security, who are very pleased with the system. They have had the system for about a year. Due to security issues, they are cautious to discuss their operational systems too widely. They had some industrial relations issues early on, but the Unions withdrew and the system is now widely used. They are very pleased with the operational efficiency, as well as the OH&S benefits with far greater driver safety. They have actually reduced their drivers from a crew of three to a crew of two for each armoured vehicle, primarily due to this system providing additional safety for their workers.

I hope this information assists, and look forward to working further on this project.

Chris Cooper



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