



Minorplanet Needhams builders

Case Study

Needhams builders

When a building company relying on its fleet sets a deadline for a project and is committed to delivering its services on time and at a competitive price, vehicle management information (VMI™) can prove invaluable for success.

Building contractors, Needhams chose Minorplanet's VMI™ system as the best solution capable of meeting their needs. They have been using the system for 5 years and it has now become a vital component in the efficient running of their business. Needhams, who provide construction and maintenance work for housing associations in East Anglia, has seen a 10 per cent reduction in the company's wage bill and

a further 15 per cent reduction in the fuel bill after using the Minorplanet VMI Suite™ which is now installed into 70 of its vehicles.

"The system has played a major role in building a strong future for the company, we are confident it will continue to do so"

Alan Whitfield

The VMI Suite™ allows Needhams to monitor its fleet closer than any other tracking system available on the market today. Using the VMI Suite™, Needhams can pinpoint the current position of a vehicle at any time, allowing them to locate and redirect the nearest operator to the client in seconds, resulting in a faster

response time and greater customer satisfaction. As well as tracking its vehicles in real time, the company can produce detailed history reports of its fleet's movements, which is crucial to improving efficiency.

Alan Whitfield, Needhams personnel and business manager comments: "By using the VMI™ system, we have been able to reduce mileage by allocating the closest vehicle to a customer and using the shortest routes which has saved a massive amount of fuel consumption. We have also been able to reduce the company wage bill by verifying the timesheets of our employees and have even been able recover any fuel payments when a vehicle has been used for unauthorised purposes".

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Alan continues: “The system is a tool we use every day and has played a major role in building a strong future for the company and we are confident it will continue to do so.”

“There are not only numerous resourceful benefits from using the VMI™ system, but we have also been able to track a vehicle’s movement in the event of theft and have used the history reporting function to prove that a fixed penalty notice given to an employee for speeding was incorrect which resulted in the fine being dropped.”

Like many businesses, Needhams continue to face new challenges whilst they strive to provide the best service available to ensure they retain customers and win new contracts. The VMI™ system has proved to be vital to Needhams success and as they continue to use the product, their business will continue to grow.