

NOVEMBER 2021

CUSTOMER CASE STUDY

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Behavioural changes that focus on daily routines to achieve work programs and travel schedules, have been nothing short of amazing. This has been instrumental in consistently complying with the Company's Health and Safety procedures. The reliability of MiX real-time tracking data has been a positive influence in adjusting attitudes towards rest breaks, speed, fatigue, and a notable reduction in incidents. Due to the remote and varied parts of Australia that our field staff are required to travel to for work, the MiX Telematics technology offers our company peace of mind not previously achieved. The introduction of MiX to our company has given us the confidence that our employees are provided with a level of protection they deserve

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Jason Parrish, Plant Manager, Stabilised Pavements of Australia (SPA)



About MiX Telematics

MiX Telematics is a leading global provider of fleet and mobile asset management solutions delivered as Software-as-a-Service, or SaaS, to customers in over 120 countries. The company's products and services provide enterprise fleets, small fleets and consumers with solutions for efficiency, safety, compliance and security.



TELEMATICS
MOBILE INFORMATION EXCHANGE



STABILISED PAVEMENTS OF AUSTRALIA
PTY LTD
STRENGTH • FLEXIBILITY

CUSTOMER / CHANNEL PARTNER

Stabilised Pavements of Australia (SPA) | Airco Auto Instruments

REGION

Australasia

BUSINESS

Specialist pavement stabilisation contractor

TOTAL FLEET SIZE

180

VEHICLE TYPES

Heavy-duty vehicles, light commercial vehicles

CUSTOMER SINCE & SUBSCRIPTION

2018 / MiX 4000, MiX Fleet Manager, MiX Vision, MyMiX, FM37 series, 2310i, FM37 series

AIMS

Increased operational visibility, reduced speeding, reduced harsh braking, improved driver behaviour

RESULTS

20% reduction in incidents, 30% reduction in harsh braking events

CUSTOMER WEBSITE

www.stabilisedpavements.com.au

Innovative stabilisation contractor **utilises** MiX Telematics **technology** to **revolutionise** their **safety culture**

Addressing safety and maintenance challenges

Stabilised Pavements of Australia (SPA) has been an industry innovator since 1984 and is the largest stabilisation contractor in Australasia. SPA operates from a head office based in Somersby, New South Wales, with regional offices across Queensland, Western Australia, Victoria, and Tasmania. They are focused on delivering pavement construction, rehabilitation and maintenance solutions that are fast, cost-effective and environmentally sustainable. Their team of experienced engineers and technical staff solve complex engineering problems and do important work as they are involved in repairing roads across the country, making roads safer for all to travel on.

SPA was facing several common problems that many freight companies encounter with their drivers. There were concerns about drivers speeding, receiving fines as a result, as well as fatigue while driving (which is a big cause of crashes). In addition, a couple of drivers had experienced vehicle rollovers. They were also experiencing high maintenance costs, paying up to \$50K each time to repair equipment and vehicles due to improper handling by drivers.

To solve these challenges, they were searching for a solution that would help them put appropriate measures in place to improve driver safety and the ability to monitor driver hours in order to reduce fatigue as well as maintain compliance with Chain of Responsibility regulations.

With the above in mind, SPA contacted Airco Auto Instruments, a premium channel partner of MiX Telematics. Airco are experts in vehicle instrumentation and IVMS monitoring, who specialise in providing clients with tailored telematics solutions. A solution was identified by Airco that would not only meet SPA's requirements and grow with them as their needs change.

Getting a high-level overview of fleet activities

SPA have a fleet of 180 vehicles total, half of which uses MiX Telematics' new 2310i in-vehicle monitoring system and the other half using MiX Telematics' legacy FM37 series. The 2310i solution comprises an on-board computer, which collects and transmits vehicle and driver data. It records valuable information that helps SPA to determine whether their drivers are over-speeding as well as understand if drivers are displaying other poor driver behaviours such as accelerating, braking or cornering too harshly.

From a fatigue management viewpoint, the solution collects and records trip data for all drivers. This makes it easy for SPA to see trip dates and times, distances travelled and journey duration as well as journey departure and arrival time. SPA also had a specific requirement around being able to monitor how their vehicles were being driven. Their fleet includes road stabilising machines, which need to be driven at no more than 2 kilometre per hour. The MiX Telematics technology has been extended to include monitoring the stabilising machines to ensure that they were being driven properly so as to reduce excessive wear-and-tear, and reduce the risk of rollovers and crashes.

SPA is now in the process of rolling out the MiX Vision in-cab camera solution across their fleet to take safety to the next level. This solution includes both road- and driver-facing cameras that allow fleet managers to see incidents on the road for themselves.

This has proven to be particularly useful in scenarios where an event has occurred and the driver's version of events need to be verified with objective, visual evidence.

Additional features being provided by MiX Telematics' solutions include being able to track and trace the movement and behaviour of vehicles and drivers from anywhere and at any time. This information can then be accessed online through MiX Fleet Manager and through the MyMiX driver engagement app.



The Vehicle Instrumentation and IVMS Monitoring Experts

RESULTS

Safety culture game changer

Since using MiX Telematics solutions, SPA has seen significant safety improvements across their entire fleet. By monitoring risky driver behaviour, in particular harsh braking, and over-speeding events, they can now quickly and easily determine the distance that has been travelled between each event occurrence over different time periods.

Their number of speeding events have reduced by 45.4% over a 12-month period. In addition, harsh braking has improved by 35.1%. They can also now ensure compliance with their fatigue management policy thanks to the vital driving hours data provided by the MiX Fleet Manager reports. In addition, they have also deployed unique driver blue keys across their fleet to accurately identify which drivers are driving which vehicles at any given point in time.

SPA also now utilize the MiX Fleet Manager reports to track driver behaviour improvements over time to show their insurance provider. As a result of implementing telematics technology and having demonstrable fleet-related improvements, they were able to benefit from a discount on their annual premium of more than \$100k per annum. The savings made on their insurance were then re-invested into the business to fund additional safety systems, including the MiX Vision in-cab cameras being deployed across their fleet.

SPA has not only created a safer working environment for their drivers, but have also been able to benefit from financial rewards, which in turn has enabled them to continue upgrading the safety technology they currently implement in their fleet.

45.5%
reduction in
speeding



**Over a
12-month
period:**



35.1%
reduction in
harsh braking

\$100k per annum saving in insurance costs

