



TWO FUEL SOLUTIONS IN ONE: ELIMINATING FRAUD AND REDUCING COSTS

NON-HAZARDOUS WASTE COLLECTION

76
VEHICLES

20%

IN TOTAL
FLEET FUEL
CONSUMPTION

INCREASED OVERALL FLEET EFFICIENCY

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FUEL MONITORING FOR
TELEMATICS SOLUTIONS

Salubris S.A. is a company based in Iasi, Romania that engages in non-hazardous waste collection. With a fleet of more than 70 specialised vehicles, it is one of the largest businesses involved in this particular field in the country. Seeking to cut fuel expenses, which the management considered very high and therefore a good potential source of cost savings, Salubris S.A. turned to Omnicomm for solutions.



Founded in 1994, Salubris S.A. is a non-listed public limited company with a fleet of 76 specialised vehicles involved in its core operations: collection of non-hazardous waste for further treatment and disposal. The company grew significantly in the early 2010s, and this called for optimisation of both operational activities and costs. While looking at ways to restructure its fuel transactions, the management team discovered that actual fuel consumption regularly exceeded the proposed values mentioned in technical specification documents. This led to installing Omnicomm's fuel level sensors in the vehicles' fuel tanks along with appropriate GPS tracking devices. The solution appealed in its simplicity and the potential cost savings it claimed to bring. An important factor was also the brand's global reputation and known reliability.

Omnicomm's equipment allowed Salubris S.A. management to check and evaluate refills and suspected drains for each of the fuel tanks equipped with fuel level sensors. Unsurprisingly, many vehicle drivers were not happy with the introduction of the new system. Eventually, this not only led to better fuel practices, but also a number of layoffs associated with personnel that appeared to have previously engaged in fraud the most.

WHEN RELIABLE HARDWARE MEETS PROFESSIONAL SERVICE, FLEET OWNER ENJOYS SERIOUS FUEL SAVINGS

As of 2017, Salubris S.A. has been working with Omnicomm and running its hardware for more than five years bundled with a handy iTrack application from iSYS Professional. As Mr. Bogdan Dirvariu, Data Analyst for Salubris S.A., states, 'We at Salubris S.A. are very pleased with the chosen solution, as it has brought great results – sustainable results! – in terms of reducing fuel expenses.'

Moreover, there have been both short- and long-term implications associated with Omnicomm's fuel management systems. In the short run, Salubris S.A. enjoyed a distinct reduction of up to 20% in its total fleet fuel consumption. In the long run, the introduction of the system has led to increased overall fleet efficiency; amongst other things, tracking vehicles' monthly consumption helps identify potential technical faults.

Here's an example: say, vehicle X used to have a standard fuel consumption of 4.5 litres per hour, which has lately increased to 5-5.5 litres. Three possible causes for the change can be identified:

1. Higher Average Speed (these values are recorded in special activity sheets);
2. Fuel Theft (this is assessed by means of fuel level charts, and this option can be eliminated if data look coherent);
3. Engine Faults (increased fuel consumption may imply clogged nozzles and/or injectors that do not work properly; this becomes a solid reason to forward the vehicle in question for a technical check-up).





FURTHER ADVANTAGES



Marcel Punga, CSS Manager at iSYS Professional, explains,

'By creating special so-called waste collection "points of interest" and checking the time

spent with each of the clients against the coordinates recorded by the GPS tracker, Salubris S.A. eliminated the events of its personnel claiming that they hadn't picked up waste from client A "yet, or not at all". This made vehicle operators state the real quantity of waste collected from each client, bringing the total quantities up – both in real terms and on paper.'

Salubris S.A. now operates its fleet more efficiently: from fuel costs down by a fifth on the original level and eliminated driver fraud to preventing technical breakdowns in advance by monitoring fuel data and reductions in man errors, the company has been running its operations on a clearer and more predictable basis over the past years. They took control of all things fuel – and never looked back!



Dmitry Ilyin, Omnicomm's Regional Sales Manager for Eastern and Western Europe, comments,

'When we asked to define the solution provided by

Omnicom for Salubris S.A. with a single word, we received the most remarkable response, 'It is CONTROL.' We are happy to meet our customer's needs and enjoy our successful partnership with iSYS, too. We are confident that Romania is, in fact, under "control" of fuel efficiency.'

Omnicom is working round the clock to maintain its global reputation of an advanced and reliable partner when it comes to fleet management solutions. The company is always open to suggestions and enquiries from customers all around the world.





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