



Maximizing ROI With Intelligent Fleet Control



Today's companies need to justify every dollar they spend. The good news is that companies can turn what is usually a cost into continuous cost-savings with Borg Fleet™ from BorgSolutions.

Designed for the construction, government, rental and fleet services industries, Borg Fleet is a modular, easy-to-use fleet intelligence platform for tracking and management.

With Borg Fleet, companies can help streamline maintenance, improve inventory management, reduce theft, enhance employee productivity and maximize return on investment (ROI) on a continuous, predictable basis.

A Product That Pays for Itself

Recent customer experience shows that Borg Fleet can:

- Lower Operating Expenses \$1,300 per year per vehicle
- Reduce inventory expense by 30%
- Decrease number of breakdowns by 52%
- Increase fleet utilization by 32%
- Reduce maintenance expenses 15%

See the table on reverse side for more details.

"How Can Borg Fleet Put Money In My Pocket?"

Borg Fleet can give a company like yours the means to significantly decrease operating costs while increasing the revenue generating capacity of your fleet.

More specifically, a company can take a pro-active approach to dramatically improve the effectiveness of operations — while directly improving equipment uptime and, consequently, increasing revenues. Hidden costs can be identified and contained. Costly downtime can be reduced. And companies can enhance cash flow with better integration among field activities, maintenance and back office operations.

It all adds up to a powerful solution to help boost profits even in the most demanding and competitive marketplace. See the table on reverse side for more details.

The Results Are In – BORG Means Solid ROI

The information below is drawn directly from Borg Fleet currently used in construction, fleet maintenance services and heavy equipment sales and rentals. Percentages are based on internal audit tracking of capital expenditures, ongoing costs, depreciation and total ROI.

The Business Challenge

The Results with Astral

Excessive Maintenance Expenses

Outdated maintenance process and software applications can lead to inaccurate repair logs, incorrect job cost tracking, maintenance being performed too early or too late, and inefficient work order management.

Maintenance expenses reduced by 15% —

- Replacement of ineffective processes with an automated maintenance application hosted by BorgSolutions.
- Creation and management of work orders for all maintenance activity, based on key telematic data such as hours of use.
- Running tallies of all maintenance expenses by work order, asset and fleet levels.
- Accurate record of all maintenance work, including parts and labor.
- Reduction of errors in record keeping.

Inefficient Inventory Management

Some companies cannot accurately project inventory requirements for future maintenance. This leads to extended repair times, increased overnight shipping expenses for parts not in stock, and orders for duplicate parts.

Inventory expenses reduced by 30% —

- Improved inventory control of all parts in stock and all associated costs.
- Automatic notification when additional parts need to be ordered by establishing re-stocking levels for designated parts.
- Appropriate parts assigned automatically to scheduled maintenance tasks.

Excessive Service Scheduling

Preventative maintenance service agreements and equipment rentals can be a significant source of revenue for many companies. However, these same companies sometimes lack a true proactive maintenance process. This can lead to excessive service scheduling because of break downs. This, in turn, can reduce margins and damage customer relationships.

Service scheduling decreased by 52% —

- Ability to view and prepare preventative maintenance activities for the next 30 days.
- Assurance that the correct maintenance is performed at the correct time, maximizing equipment availability and uptime.
- Having accurate data on when maintenance is due and what work needs to be performed, thereby improving efficiency of service calls to customers.

Equipment Underutilized

A lack of real-time information on equipment repair, maintenance or location hampers equipment availability. In addition, some companies have to manually record this information for billing and maintenance purposes — a tedious, labor-intensive and error-prone process.

Fleet utilization increased by 32% —

- Ability to view and take action on real-time information for all equipment in the fleet.
- Immediate notification if equipment violates certain stipulations of the rental agreement, such as excessive hours of use.
- Performance of the correct maintenance at the correct time to maximize the fleet's uptime.

Unknown Total Cost of Ownership (TCO)

Outdated maintenance processes and inefficient, multiple systems make it difficult to accurately track the TCO of fleets. This situation also prevents companies from determining the best time to dispose of an asset or determining the true profitability per asset.

Accurate tracking of purchase, maintenance, depreciation, disposition and other factors

- View of current TCO by individual asset or for the entire fleet.
- Ability to set depreciation rates and be notified when an asset is "upside down" and needs to be disposed.
- Effective management the complete life cycle of all equipment.



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If You Want To Learn More

Contact BorgSolutions today. We'll be happy to show you how Borg Fleet can help you start saving money and increasing your profits from the very first day.

About BorgSolutions

Founded in 2003, BorgSolutions is a leader in providing hosted fleet management solutions for companies in the construction, government, rental and fleet services industries. Borg Fleet, the company's flagship product, combines telematics with comprehensive maintenance management to help reduce costs, streamline maintenance, improve inventory management, enhance productivity and increase ROI for vehicles and equipment. Based in Austin, Texas, BorgSolutions has offices in Puerto Rico and Germany.

TO LEARN MORE, CALL TOLL-FREE: 877-801-8084 OR VISIT WWW.BORG SOLUTIONS.COM

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