

Azuga Fleet Customer Success Story

GalaxyOne Marketing

A regional service provider for Dish Networks, GalaxyOne is based in Bettendorf, Iowa, and serves the Quad Cities area of Iowa and Illinois. With a fleet of 245 vehicles and an on-the-road crew of over 200 employees, the business services 600–700 homes per day and continues to grow. GalaxyOne is a recipient of Azuga's Safe Driver Awards.

“We run a lot of safety programs, most of which are punitive, but we like the rewards aspect of Azuga Fleet. It's a positive program we can rally behind and get everyone engaged.”

Brian Fickel, VP of Support Services, GalaxyOne Marketing

GALAXYONE



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TOP FLEET
Q4'16

Challenges

- Difficulty developing a safe driving culture amongst employees serving a wide, ever-changing range of destinations each and every day.
- Motivating over 200 individuals to engage in safety-mindedness and reduce vehicle accidents.

Solutions

- Employed Azuga's posted speed limit alerts and real-time vehicle tracking to monitor how and where drivers are operating.
- Azuga's Driver Rewards have been deployed to rally employees around a positive purpose and motivate safe driving behaviors.
- Management utilized Azuga's Driver Crash feature to alert managers and record vital accident information.

Results

- **Improved Safety Culture**
With Azuga's posted Speed Limit Alerts and Driver Scorecard features, management is able to open objective conversations with employees about areas of driving improvement and effectively reinforce safe driving habits with compensation reflective of driving scores.
- **Insurance Savings**
In the case of a recent on-the-job vehicle accident, management and the company's insurance provider gained powerful insight using Azuga's driving behavior data and map, resulting in an accurate insurance claim and savings of thousands of dollars.]reduction on the company's insurance premium.

Driving data...

...Becomes a driver incentive



“Our insurance carrier was very pleased that we were going down the path with telematics—specifically with Azuga”

azuga®

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