

Azuga Fleet Customer Success Story

Satellites Unlimited, Inc.

A family-owned and operated business with 14 branch offices, Satellites Unlimited Inc. (SUI) sells and installs DISH services across Alabama and six other Southeastern states. The Birmingham-centered company was founded in 1994, employs over 600 team members, and serves more than 450,000 customers annually. SUI is a repeat Azuga Safe Driver Award winner.

“Azuga has gone out of their way to put things into the fleet tracking system to help us.”

Jon Sims, Fleet Manager, Satellites Unlimited, Inc.



Challenges

- ▶ Monitoring and recording proof of on-time arrival and valid fuel card use.
- ▶ Maintaining a high standard of safety practices on the road.
- ▶ Finding a fleet tracking provider with a reasonable price and adequate customer support.

Solutions

- ▶ With Azuga's real-time vehicle tracking software and FuelSaver feature, management effectively monitors vehicle movements and fuel purchases.
- ▶ Fleet management utilizes Azuga's Posted Speed Limit alerts to monitor speeding events and discourage unsafe driving behaviors with individual workers.
- ▶ The company switched to Azuga Fleet from a competing vehicle tracking provider.

Results

▶ User-Friendly Experience

Increased Accountability: Management is able to track service site arrival times and present proof of on-time arrivals for Dish partnership assessments. Additionally, they are able to pinpoint and discourage unauthorized use of company fuel cards.

▶ Boosted Performance

By reinforcing their strong focus on safety, the SUI team has already reaped rewards—repeatedly winning the prestigious Azuga Safe Driver Award. Stellar productivity has also allowed the team to receive rewards from Dish for installation performance.

▶ Incredible Support

After a smooth transition to Azuga, the SUI team has been continually impressed with the level of customer support it has received. “Azuga's support does an excellent job staying on top of it.”



“We absolutely love it.... I'm a believer in the Azuga fleet tracking system”