

Right data, right questions

THE
BUSINESS
OF
SAFETY

It's easy for your business to drown in data.

Modern fleet operators often use multiple software packages, each with specialised functionality. Each can also generate multiple reports and reams of data.

The key to getting good value from these investments is to access the right data, not the most data.



Spreadsheets can only take you so far

Many transport businesses still operate off a series of spreadsheets, each tracking a different data set.

This approach makes it difficult to share data, limiting the operator's ability to understand their business.

It also means you can't analyse information in-depth to discover operating efficiencies, business opportunities and competitive advantages.

If you can't track data for jobs, maintenance, staff and logistics, **YOUR BUSINESS RISKS FALLING BEHIND**



Software is the solution

Even for a small business, the better way is to deploy the software packages you need to automate data-gathering and facilitate data-sharing.

It's worth checking out systems to help you manage and track key operational tasks and systems, such as:

- Truck speed and driver fatigue
- Health and safety
- Maintenance
- Transport management
- Accounting and business management

Deploying the right software packages can help your business **IMPROVE SAFETY, OPERATIONS AND CASHFLOWS**



Improve driver safety

Automated systems have one critical benefit: they can improve driver safety.

Speed and fatigue alerts can help save lives, though drivers don't always like the idea at first.

The solution is to work with your whole team, for example by asking your lead drivers to trial the technologies first. You can also ask for feedback on what are the most useful settings and data to track.

Work with your drivers to **UNDERSTAND THE DATA AND SET OPERATIONAL LIMITS**



Reduce costs, boost efficiency

Gathering data and automating systems can do much more than improving safety.

It can also simplify operations, for example by using tablets for pre-start checklists and job sheets.

Accounting and freight management systems can also play a key role. Business information becomes readily available on 'dashboards' showing critical data on revenue, expenses, purchase orders, staffing levels and more.

It can also make invoicing fast and straightforward, as all the information is at hand, saving the time and effort of invoicing manually, which can take weeks.

Automated billing systems can **EASE PRESSURE ON ACCOUNTS AND IMPROVE YOUR CASHFLOW**



Create your system

Every business is different, but systems are available to cover every aspect of transport operations. The key points to keep in mind when putting your suite of systems together include

- **GOALS: Be clear on what you want to achieve**
Be prepared to adapt and change. Look for service providers that can work with you and are ready to adapt their systems to meet your needs.
- **WORKFORCE: Make sure your team is on board**
Be open to feedback and practical suggestions from the people using the systems day in and day out.
- **PERSEVERANCE: Stay positive and don't be discouraged**
There is often resistance to change. Stay your course but keep in mind it's essential to listen to constructive criticism.

Putting systems in place to ask the right questions and deliver the right data can **TRANSFORM YOUR BUSINESS**

It's a great way to set yourself up for success. And a great way to improve driver safety, operational efficiency and cash flow.

It just might provide the boost your business needs.

