

Wireless Vehicle Management Systems (VMS):

New Best Practices
for Managing Lift
Truck Fleets Across
Your Enterprise



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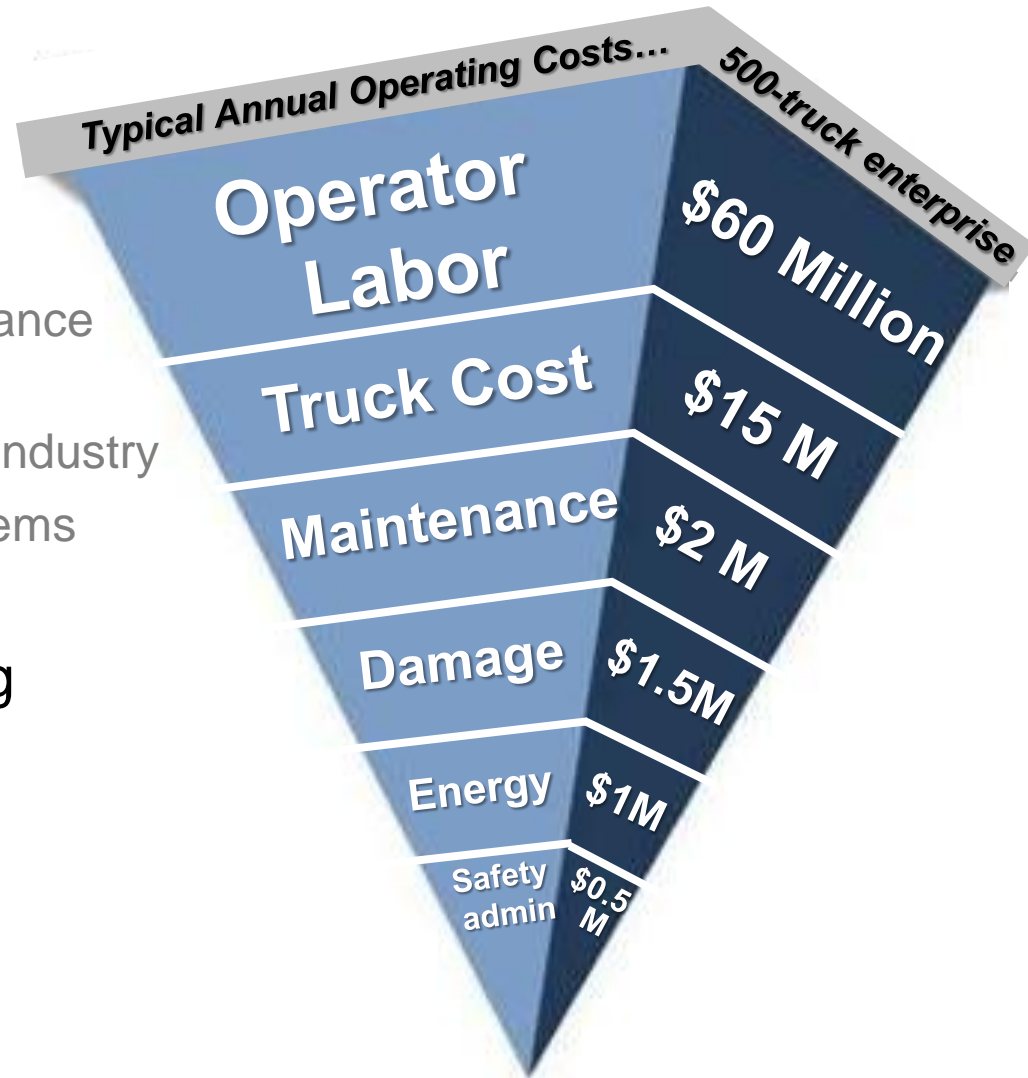
VMS Benefit/Function Summary

- Improved workplace safety
 - Vehicle/operator access control
 - Automated impact management
 - Electronic safety inspection checklists
- Lower fleet maintenance costs
 - Consistent controls for all vehicles
 - Automated PM management to reduce labor
- Increased efficiency/productivity
 - Wide range of features & options (text messaging, real-time visibility/location tracking; fork load sensing, battery management, job coding, etc.)
 - Extensive vehicle/operator data (dashboards & reports on motion/idle, loaded/deadhead, safety compliance, maintenance planning, etc.)



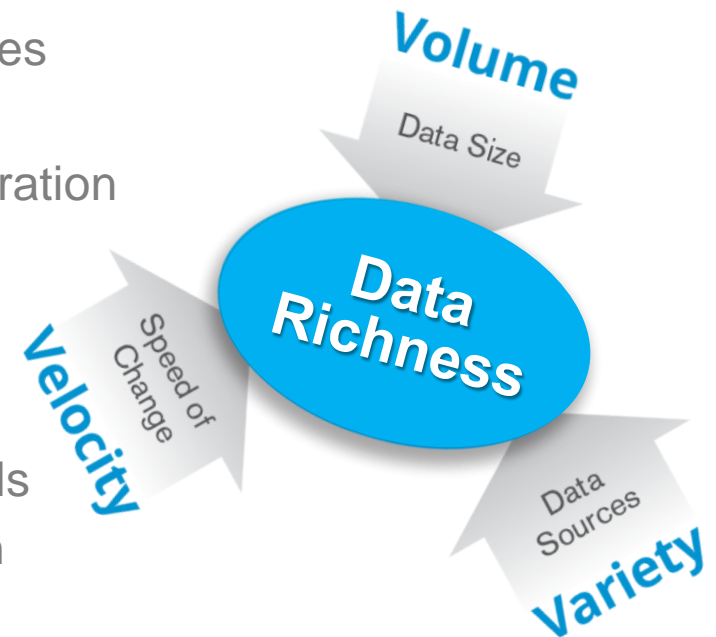
VMS Enterprise Integration

- Addresses major cost center
 - Enterprise with 500 vehicles typically spends \$80+ million every year to operate fleet
- VMS Analytics
 - Sets best-practices & performance benchmarks across enterprise
 - Enables comparisons to peer industry
 - Integrates data with ERP systems (WMS, LMS, etc.)
- Proven successful with leading global enterprises

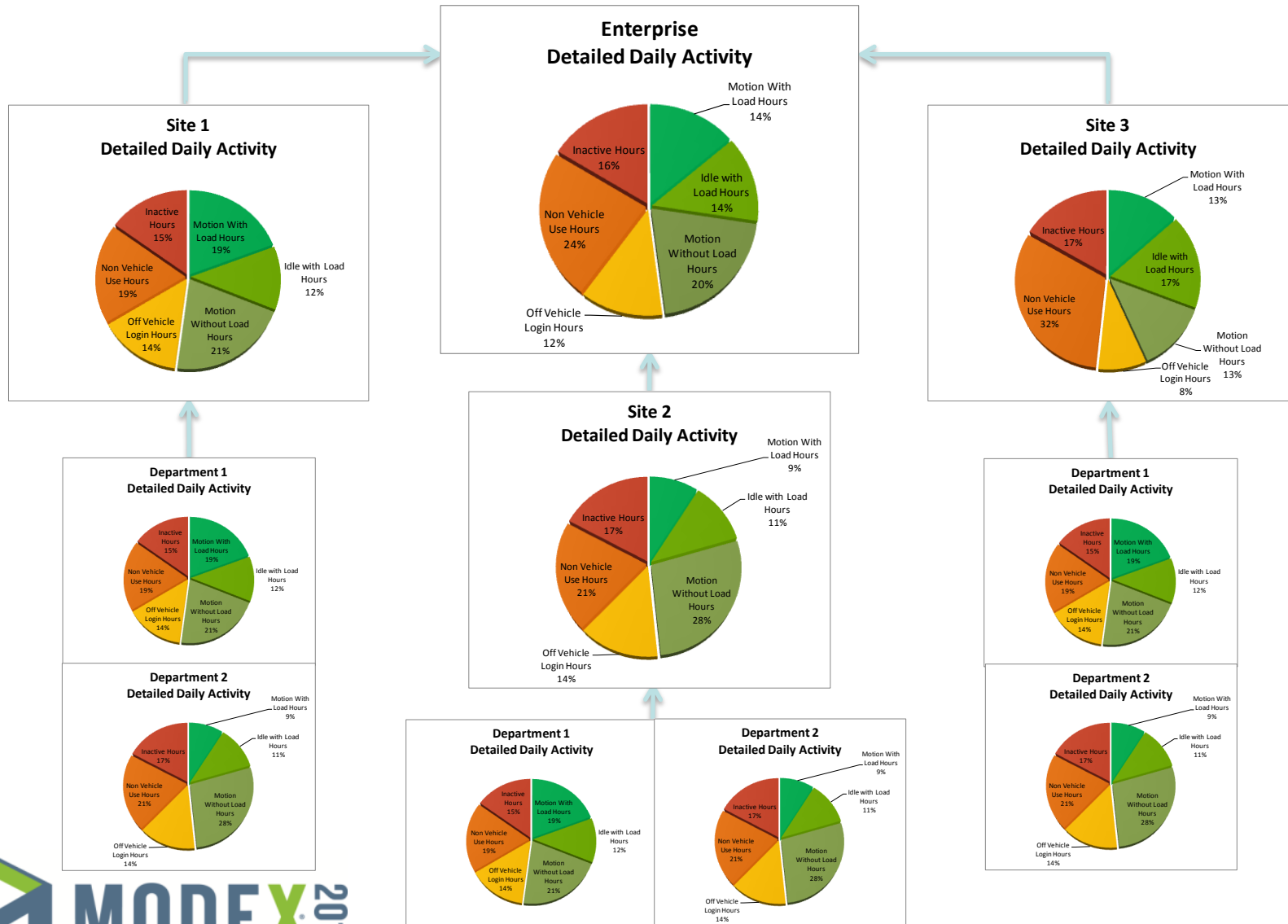
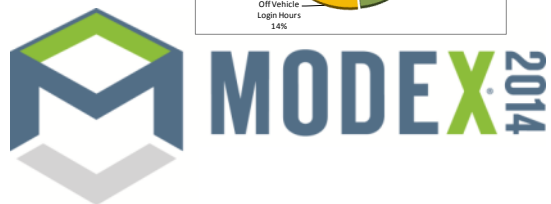


VMS Analytics Overview

- Why Enterprises need VMS Analytics
 - Limited ability to compare multiple sites
 - No visibility of peer industry benchmarks
- What to look for in VMS Analytics
 - Large, multi-industry database
 - Fresh data flow from all types of sites/vehicles
 - KPIs that measure financial benefits
 - WMS, LMS, MRO, Time & Attendance integration
- Paths to action & financial rewards
 - Quantify differences between sites
 - Compare your data to peer industry data
 - Define best-practice benchmarks, reset goals
 - Analyze impact of new VMS benchmarks on performance, including WMS & LMS



Analytics Data Flow



VMS Analytics KPI Data

Fleet Health Check Report

Name: Enterprise Customer

Number of Sites: 14

Number of Vehicles: 643

Number of Operators: 1,479

Start Date: January 1st

End Date: December 31st

Key Performance Indicators (KPIs):

Days in Service



Activity Rate



Fleet Utilization



Operator Utilization



Overtime Rate



Sleeper Rate



Peak Fleet Login Rate



Safety Rate (Impacts/Motion Hour)



Compliance Rate



Your Total Annual Improvement Opportunity By Increasing All KPIs By 1% = \$1,286,902

Your Total Annual Improvement Opportunity By Increasing All KPIs to Industry Top 15% = \$20,586,717



- ROI easily measured by comparing baseline and current KPI levels

VMS Analytics Benefits

- Quantify best-practices for industrial vehicles and replicate them across your enterprise
- Elevate material handling performance of low-performing regions/sites/assets
- With enterprise awareness, reallocate and/or downsize fleet to cut capital & operating costs
- Balance vehicle mix and inform decisions on rentals vs. leases vs. capital purchases
- Understand activity trends to forecast material handling asset requirements
 - Avoid underuse of assets
 - Avoid excess capacity
 - Reduce overtime costs



Thank You!

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