Case Study

NexTraq™

"Quickly doing the math, we realized that we were saving tens of thousands of dollars just on the 'stop/start' report alone."

Dion Calheta, Project Manager for Capeway Roofing Systems

Challenge:

Capeway Roofing needed an intuitive GPS fleet management system to track its drivers' performance and hours worked.

Solution Results:

- Recognized solution R.O.I. in two months
- Saved tens of thousands of dollars in labor costs
- Lowered Insurance premiums
- Decreased amount of email alerts by 90 percent

Fleet Size:

20 vehicles

Quality, Reliability, Professional
Capeway Roofing Systems

About Capeway Roofing Systems, Inc.

Founded by Joe Calheta, Dennis Mello and Manuel Hermenegildo, Capeway Roofing Systems has established itself as the leading providing in roofing and sheet metal services in the northeast. Capeway Roofing specializes in commercial and industrial buildings in addition to providing spray foam and sheet metal services. For more information, please visit http://www.capewayroofing.com.

Capeway Roofing Optimizes Driver Productivity with NexTraq Fleet Tracking Technology

Massachusetts-based roofing and sheet metal service provider realized R.O.I of NexTraq fleet management system within two months of purchase

Challenge:

Established in 1986, Capeway Roofing Systems, Inc. was rapidly expanding from a small local business to a roofing and sheet metal provider servicing all of New England, as well as New York and New Jersey. With numerous construction vehicles crossing state lines, Capeway needed a solution to track driver activity and performance.

Solution:

Dion Calheta, Project Manager for Capeway Roofing, said, "We selected the NexTraq™ GPS Fleet Tracking solution because no other vendor offered the robust functionality we needed." A key business reason for selecting the NexTraq platform was the ability to track drivers' actual worked hours versus the hours that they put on their timecards. Calheta adds, "By using the reporting within the NexTraq fleet management system, we were able to minimize driver time discrepancies and realize R.O.I. within two months."

Results:

Capeway Roofing used the NexTraq platform's "start/stop" report as a virtual timecard to account for employee hours. Calheta, said, "Quickly doing the math, we realized that we were saving tens of thousands of dollars just on this one feature." Additionally, Capeway Roofing used the "Speed Alert" notifications to track the safety of its drivers, significantly influencing drive accountability.

Calheta, said, "We used to receive 60 to 70 emails a week on speed alerts resulting in disciplinary action. Now, we receive five to six emails a week." That's more than a 90 percent reduction in email alerts.

Implementing a GPS vehicle tracking solution has provided Capeway Roofing with additional savings. Calheta, said, "The ability to find vehicles in real-time has lowered our insurance premiums. In fact, our insurance company's safety division uses us as model for other businesses for the anti-theft and speed alert functionality."

As Capeway Roofing continues to expand, they know they have the right solution in place to proactively manage their drivers and their vehicles.

For more information on NexTraq, please visit:
http://www.nextraq.com/