



Tracking the bottom line one mile at a time.

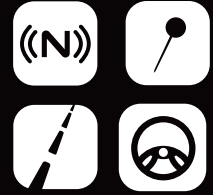
### Key Kleaning

One of Maryland's largest specialty cleaning contractors

Vehicles in Fleet 9

Product Profile:

Tracking, Messaging & Navigation



"Navman Wireless has really helped us reduce our labor cost – because now it's visible."

Key Kleaning serves the entire state of Maryland, providing specialty cleaning to mitigate property damage caused by fire, smoke, water or mold. They use the Navman Fleet Manager Solution for tracking and navigation of their 9 service vans.

Annual Tangible Savings

# \$35,316

Key Kleaning ROI

|                 |                             |
|-----------------|-----------------------------|
| Monthly Savings | \$380 per vehicle per month |
| Cost            | \$63 per vehicle per month  |
| Net Savings     | \$327 per vehicle per month |
| Total Savings   | \$2,943 per month           |

#### Billable hours Savings: \$190/vehicle/month

- Key Kleaning service vans carry a minimum crew of two men, each billable at \$19/hour.
- The company estimates that if the Navman system only reduces unauthorized stops and/or extended breaks by 15 minutes per vehicle per day, they are saving 2.5 billable man-hours per vehicle every week. This doesn't even factor in additional crew members in some vans.

#### Fuel Costs Savings: \$200/vehicle/month

- Idle reports enable management to monitor how long trucks are running unnecessarily – a significant expenditure at today's fuel prices.
- Annual maintenance costs are reduced, because unnecessary idling minutes quickly add up to engine hours.
- MNAV's integrated navigation brings even more savings, allowing Key Kleaning to send the closest available crew to every emergency call – minimizing fuel use, as well as response time.
- Management estimates a weekly fuel savings of \$50 per vehicle.

#### Additional Benefits

- Geofences enable Key Kleaning to monitor when their service vans enter or exit predefined areas, to better manage their use of their vehicles, maximize billable hours and reduce overhead.
- When drivers are dispatched to a job, MNAV's navigation capabilities can route them to their destination at the push of a button, without having to consult a map.
- Because crews may travel between multiple job sites in a day, Activity reports enable Key Kleaning to verify billable hours, as well as time spent on each job.
- When a storm rolls in or fires occur, scheduling can often be on-the-fly. One look at the screen tells dispatch, at a glance, where every vehicle is at any moment.
- Messaging keeps the office and crews in constant contact, whether it's a high-priority dispatch or simply, "Call the shop when you get a chance."