

Three user trials won in succession:

Hans-Günther Funk: "ALTUS has everything I need!"

Like a Swiss clock, LOSTnFOUND wins one test after another / Test users in September also decide on the ALTUS telematics solution

Hamburg, 2011 - October (msc). For every company with a fleet it is important to be able to plan reliably. When will the drivers arrive at their destination, how long do they need for a stopover, and when can they be at the next destination? It is of course desirable that a member of staff need not be assigned extra work for this, but this is not always possible in everyday life. Whoever would like to save work time should consider a location device, particularly if one has to make very important deliveries.

BY MARTINA SCHEFFLER

Speed is of fundamental importance if goods and wares are transported. However, if the people who are to receive the delivery really need the goods urgently, absolute reliability is indispensable for time planning. This is the case at Funk Transporte, which delivers drugs to pharmacies and hospitals in the whole of North Rhine Westphalia from its location in Düsseldorf. Company owner Hans-Günther Funk therefore wants to know where his vehicles can be found and when they are ready for use again. He decided to test a positioning device – the device from LOSTnFOUND satisfied him.

Locations, driver information and idle times always ready to be retrieved

24 hours a day, the device should show Funk – when he so requires and without having to do anything else – where the company's vehicles can be found, the speed they are travelling and when and how long the drivers have for a stop. Funk also wanted to be able to check the duration of idle times. Together with the information where the drivers are currently stopped, the company boss can establish whether his driver simply leaves the motor running so that it does not get cold in the vehicle. "I would like to always be able to check where drivers and vehicles have stopped," says Funk.

member of staff simply to monitor the device – or even having to employ a new member of staff. Such fears are entirely unfounded with a device which is virtually self-explanatory and delivers data and information without having to make further entries. Fundamentally, adopting vehicle telematics like ALTUS can materially lower staff and operating costs in particular. The transparency provided regarding driver information makes scheduling, communication and also reasoning with customers and staff easier.

Document and deadline security when delivering to customers

With his company, Funk delivers drugs to hospitals and pharmacies. This always takes place according to a certain travel plan established prior to departure. "The patients shall be told that their medicine will arrive at this or that time. We rely on our drivers to inform us about a possible delay." Funk wanted to check precisely these actions more accurately with the device from LOSTnFOUND. He equipped five of his 40 vehicles with the device.

Bring the effects of ALTUS on the ground closer to the company

A LOSTnFOUND employee called on Funk at his company and held a first orientation on site. Funk was then provided with a contact partner who he could call for any subsequent inquiries. "I was able to ask very specific questions," Funk commends. In the first two to three days he called more often. It was quite difficult at the beginning to learn the ropes of the technology, but then the usability of the device became "remarkably simple".

ALTUS – a valuable, digital "employee"

Each minute the device recorded the location of the vehicle so that Funk could check the times at which deliveries were made and whether the prescribed route was also actually taken by the driver. "We were already able to establish that another

route was taken because of the traffic situation." That is to say that here the drivers can use the navigation devices to transmit between each other – namely, if they recommend an alternative route in the face of a traffic jam. For Funk, however, this is not a real alternative: he is paid for routes agreed in advance. If he travels further to get around the traffic jam, he pays for this. "We decided that we are able to save money with the device."

The green box collects more and more advantages for the user

The intervals in which the device sends data can be adjusted and changed individually – another plus point. Funk could transfer the data afterwards to an Excel table without any problems. "We could do everything with the device which we require: time, distance travelled, speeds, stops and changes in the ignition status – we could check everything," summarises Funk. "I see where the vehicles are and it creates a complete movement profile."

A lot more quiet and clarity in daily scheduling

The time procedures can be optimised for the company through the device from LOSTnFOUND. "If one of our vehicles can be found in Cologne and has a problem there, such as delays caused by road works, a traffic jam or an accident, then we are able to react. The driver who is then closest can switch with the waiting driver and take over the goods." The sphere of activity of the vehicles can also be virtually isolated, in Funk's case for example in North Rhine Westphalia. "If a driver then leaves the area, I know that he is travelling privately."

There's only one small drawback: the device has two antennae which must be attached to the windscreen and be freely accessible. "Initially we did not know this and attached them hidden – then no signal was emitted." Funk finds that suggestions for improvement are otherwise unnecessary: "One should leave it as it is because it already has everything."



Der ALTUS ist mehr als nur eine grüne Box. Er steht für innovative Fahrzeug-Telematik, mit deren Hilfe viel Geld im Unternehmen eingespart werden kann.

Important information without the need to employ more staff

Like many businessmen, Funk wants to avoid giving staff extra work. Many companies worry about increased labour costs and some worry even before that about assigning a



Tester: Funk Transporte GmbH, Langenfeld

Core business:

drug delivery and delivering for Deutsche Post

Vehicle fleet:

40 vehicles
North Rhine Westphalia
time-dependent regular service

Specifications:

The customer would like a device where it is possible to have comprehensive control of the company's vehicles 24 hours a day without employees having to do anything else. It should be able to check speed, stops and idle time so that it can be known in the head office where drivers and vehicles can be found.



A system is only as good as the developers appreciate the need to put themselves into the position where they can understand and realise the company's requirements and situation. ALTUS is a testament to the expertise of the developers at LOSTnFOUND, as users have now confirmed again and again.

The top-class jury of scientists and specialists also recently confirmed the high standard of the technology and distinguished LOSTnFOUND AG with the Telematik Award 2011 for their newest product WATCHIE®.

The Telematik Award in 2011 is under the patronage of acting premier Morlok (3rd from the right) and was awarded to the team through CEO Daniel Thommen (left).

Foto: Telematik-Markt.de

An overview of the most important advantages of the ALTUS solution:

1. The user sees at a glance where all vehicles are at that moment.
2. The route the vehicles have taken is traceable at any time.
3. The user can optimise chosen routes.
4. The system minimises unnecessary telecommunication times and costs.
5. Data collection about effective mileage and consumption per assignment.
6. Optimising insurance costs through improved transparency (accidents and thefts).
7. Records made according to vehicle, group and fleet make it possible to determine changes earlier.
8. User sees immediately which vehicle is closest to the customer who is to receive the delivery and which customer gives what waiting times.
9. Insight into the driving behaviour of the driver e.g. which driver drives too fast and does not choose the optimal route.
10. Deters potential thefts with the sticker "GPS Monitoring".
11. Owner shall be alerted if the vehicle is towed. „GPS-Überwachung“.