Telecom case study

Comcast saves millions of dollars in fuel costs with Derive's technology







1. OVERVIEW

As the 5th largest commercial fleet* in the nation with thousands of daily service calls to homes and businesses across 40+ states, Comcast needed to explore fuel efficiency options for their fleet vehicles. Comcast approached Derive to achieve highly ambitious savings and sustainability goals for its large-scale operations.

Within one year of partnership, Comcast reduced fuel costs by 9% and the advanced fuel efficiency solution provided by Derive had paid for itself. In addition to improvements in fuel efficiency, Comcast also maintained the high fleet sustainability standards they had set prior to the initiative.

2. ACTIONS

Leaders in Comcast's Environmental, Health & Safety as well as Operations teams spearheaded a pilot of 150 Comcast cargo vans and bucket trucks against a control group of 300 similar vehicles. The purpose of the pilot was to validate Derive's solution before initiating a larger roll-out across the entire fleet.

Using Derive's vehicle optimization software, Comcast's vans and trucks were calibrated to the requirements of the fleet's specific mission and the environmental and road conditions of the daily routes.

Derive focused on four distinct areas for the program:

- Optimizing idle RPM to improve fuel consumption
- Implementing a speed governor to improve safety and reduce fuel consumption
- Tailoring shift points to achieve better fuel efficiency and mitigate the effects of harsh driving
- Managing torque settings to deliver more controlled driving

*http://digital.automotive-fleet.com/FL5002018#&pageSet=7&contentItem=0=0



3. RESULTS

Derive successfully helped Comcast meet its goals of fuel efficiency and sustainability with the following results:

- 9% savings on fuel spend worth \$7.5M savings in fuel costs**
- 2.7M gallons of fuel saved, equivalent to the CO_2 consumed by 620,000 trees over 10 years $^{\rm t}$

As a result of the success, Comcast now plans to integrate Derive's technology in its entire fleet.

SEE MORE AT:

derivesystems.com/enterprise/ testimonials/



Comcast saw 9% fuel savings for a total cost savings of \$7.5M.



QUICK & EASY INSTALLATION

Derive's handheld programmer is plugged into a vehicle's on-board diagnostic port (OBD-II). During installation, the device walks through a set of basic inputs, such as type of fuel used and the top speed permitted. The programmer then optimizes the engine control module settings with Derive's proprietary software in order to achieve the customer's desired results. The entire process takes about 15-20 minutes per vehicle.

The software does not affect the manufacturer's warranty, and it utilizes settings already available in the vehicle's computer system.

Derive's technology was installed at nationally recognized and validated upfitters. Bucket trucks were fitted at **Altec** and **Versalift**. Cargo vans were fitted at **Adrian Steel**, **Knapheide**, and **Leggitt & Platt**.

Derive Systems is a leading automotive technology company with over 2 million software installations powering upgraded experiences for drivers on the road today. Derive connects vehicles and their engines to the digital world, enabling individuals and enterprise fleets to take control and optimize their vehicles for performance, fuel efficiency, safety, and more.

The Derive Systems platform leverages added on-board intelligence, powerful cloud data integration, enhanced sensors, and further technologies to personalize every automotive experience. We transform vehicle experiences from one-size-fits-all to smart, dynamically adaptable, and mission-specific.

** Assumptions based on Derive's insights on average fleet performance indicators † EPA Greenhouse Gas Equivalencies Calculator.