



## 3100 units of DriverLinc Light

Interview with Barna Erdélyi, Deputy CEO and CFO of Waberer's International Zrt.



Waberer's International has chosen DriverLinc Light® solution from Astrata to equip its fleet of 3100 vehicles. Being one of the largest owned vehicle operator within the European international FTL segment of the transportation market and the largest logistics service provider in Hungary, Waberer's International is committed to serving its customers with quality solutions and Astrata has already proven itself by offering professional, innovative and flexible telematics over the years, with the first contract with Waberer's signed in April 2010.

Implementation of 3100 new DriverLinc Light on board computers is another step towards using advanced technology solutions, supporting Waberer's competitive advantage. The company uses the most cutting edge assets, therefore was looking for a new innovative solution with the aim to optimise costs by using data. Astrata's industry specialized On Board Unit provides real-time interface data connection to Waberer's transportation management system (TMS-ERP system). Furthermore, thanks to the Remote Tachograph Download Service, the system allows for download of tachograph memory and driver card data from a distance at desired time from any fleet vehicle.

*"During past years of cooperation with Astrata we have experienced high service level and reliability. Our top priority is to continuously provide the best possible solutions for our clients. We achieve this by ensuring constant innovation, through efficiency, innovative resolutions and cost optimisation. This is the goal and mission of our company, and we do not expect anything else from this project as well",*

Barna Erdélyi, Deputy CEO and CFO, Waberer's International Zrt.

### Brief overview:

3100 vehicles  
Specialist in international FTL  
Largest logistics provider in  
Hungary

Important:  
Innovative solutions  
Fuel management  
Driver Coach  
Guided Navigation  
Integration



## Operational efficiency

The success and continued growth of Waberer's comes as a result of innovation, ongoing cost optimization and operational efficiency, responding to the market challenges and ever-changing external circumstances.

## Well trained drivers are a key to cost optimisation

With Astrata's fleet management solutions, Waberer's is able to monitor fuel consumption, work more efficiently and resourcefully. Control of fuel usage and operational fuel management at Waberer's is tightly related to the implemented customised Driver Rewarding Program. This program has been designed around specific fuel consumption target and is based on individual targets. Progress and driving improvement are monitored with the use of sophisticated advanced Driver Coach Fleet Dashboard reporting, allowing to customise scores and filter on multiple criteria.

Waberer's is able to more accurately control fuel consumption, monitor fuel usage trend evolution and improvement of driving styles of their drivers, as well as develop and implement driver incentives in order to trigger more advance eco-driving and lower overall fuel consumption.

## Always on track

With the use of Guided Navigation functionality a fleet manager is able to define and share with the driver the exact route with specified sequence of actions to be followed. Scheduled activities are executed following precisely calculated transport plan. Waberer's gains more control over their operational processes and overall risk of falling behind the schedule is limited.

## DriverLinc in the cab:



Driver Coach



Navigation



Workflow



Driver Hours



*"Thanks to cooperation with Astrata and using Astrata's fleet management solutions, Waberer's is able to conduct fuel consumption tracking, leading to work more efficiently and resourcefully."*

Barna Erdélyi,  
Deputy CEO and CFO,  
Waberer's International Zrt.