CUSTOMER CASE STUDY

Archrock

Archrock creates a culture of safety using Powerfleet expertise

About Powerfleet

Powerfleet (Nasdaq: AIOT; JSE: PWR) is a global leader in the artificial intelligence of things (AIoT) software-as-a-service (SaaS) mobile asset industry. With more than 30 years of experience, Powerfleet unifies business operations through the ingestion, harmonization, and integration of data, irrespective of source, and delivers actionable insights to help companies save lives, time, and money. Powerfleet's ethos transcends our data ecosystem and commitment to innovation; our people-centric approach empowers our customers to realize impactful and sustained business improvement. Powerfleet serves over 2.8 million subscribers across more than 48,000 customers in 120 countries, with commercial operations in every major continent.

Customer
Archrock

Regions
United States

Business & industry
Natural gas compression services / Oil and Gas

Total fleet size
1,250

Vehicle types
Commercial fleet vehicles

Customer since & subscription
March 2018 / On-road IoT

Aims
Reach an HSE goal of zero incidents, accidents, injuries, and environmental incidents. Monitor and curb unsafe driver behavior. Comply with the ELD Mandate.

Results
70% reduction in speeding; 30% to 40% reduction in harsh acceleration; 20% to 25% reduction in harsh braking; 20% reduction in idling time; 8% to 12% increase in fuel economy.

Customer website
www.archrock.com

A commitment to safety

If you're seeking high-quality natural gas compression services in the United States, Archrock should be your top choice. For more than 60 years, they have served as the leading provider across 20 states and boast the largest fleet of its kind in the US, with over 1,200 vehicles.

Archrock's customers place a high value on safety. To meet customer expectations, they renewed their strong commitment to safety by initiating "Goal Zero" in 2015: to achieve zero incidents, accidents, injuries, and environmental incidents while becoming a safety leader whose HSE performance is a key measure of success in the industry.

To help meet safety goals, Archrock reached out to Powerfleet for a solution that would monitor and reduce unsafe driving behaviors while ensuring compliance with the ELD Mandate and other vital safety regulations.

Manage what you measure

Archrock collaborated closely with Powerfleet to identify and establish their most important Key Performance Indicators (KPIs). These KPIs were developed to assist them in measuring and managing risky driving behaviors within their fleet.

They selected KPIs designed to help them:

- **Create a "safety-first" culture** by monitoring individual driver behaviors and using RAG (Red-Amber-Green) driver scoring.
- **Raise cost-saving opportunities** by improving total fuel economy (MPG), implementing a payback period, and reducing excessive idling.
- **Comply with the ELD mandate** and other safety regulations.

With guidance from Powerfleet experts, these KPIs were used to determine what data is required and how results should be evaluated. There was a strong focus on open communication. This was accomplished through kick-off meetings with all business units, training, and the implementation of safety initiatives.

Archrock decided to implement Powerfleet's comprehensive fleet management solution, On-road IoT, which would provide the necessary safety, fuel, and idling data. This data included weekly and monthly push reports on driving behaviors, company RAG scoring reports, monthly vehicle cost reports, monthly excessive idling reports, detailed potential savings opportunities, and historical idling performance reports.

Impressive results

By utilizing On-road IoT and considering the advice from Powerfleet's team of experts, Archrock achieved improvements in safety, finances, and compliance on multiple levels.

To help achieve their safety goals, Archrock implemented RAG scoring for its drivers. RAG scoring, often referred to as the traffic light system, categorizes driving incidents as Red, Amber, or Green. Red indicates a serious incident that must be addressed immediately; Amber suggests that some corrective action is necessary before the next assessment, and Green signifies no issues.

This RAG scoring helped managers assess how risky individual drivers were by examining the type and number of incidents they were involved in and then assigning them a relevant score. Within a year of implementation, Archrock's fleet experienced nearly a 60% reduction in the driver risk score. Additionally, occurrences of harsh acceleration and harsh braking were reduced by between 20% and 40%. Over-speeding saw an impressive decrease of around 70%.

In terms of financial benefits, there was a noticeable improvement in fuel economy, which in turn resulted in cost savings. Monthly economy increased by 8% to 12%, while it rose by 12% annually in 2017. This was likely due to the 20% reduction in idling time and the decrease in inefficient and risky driving behaviors such as speeding, harsh acceleration, and harsh braking.

Financial results:

8–12% increase in monthly fuel economy

12% increase in the 2017 annual fuel economy

20% reduction in idling time per event

Safety results:

60% reduction in driver risk scoring

30–40% reduction in harsh acceleration

20–25% reduction in harsh braking

70% reduction in over-speeding

"

Safety is Archrock's top priority, and Powerfleet unquestionably helped us identify and reduce or eliminate unsafe driving behavior, leading not only to significant dollar savings but also helping to improve our overall safety profile."

Grady Kelly
Senior Manager: Asset Management, Archrock

www.powerfleet.com   **POWER⊗FLEET®**