



CUSTOMER CASE STUDY



SAV Sweeps Away Environmental and Fuel Cost Concerns with Powerfleet Solutions

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 /channel partner**
SAV / Chip2Chip
- **Regions**
Spain
- **Business & industry**
Waste management / Transport & distribution
- **Total fleet size**
483 / 145
- **Vehicle types**
Truck and street sweepers
- **Customer since & subscription**
2011 / On-road IoT and in-cab driver display
- **Aims**
Fuel savings and a reduced environmental impact
- **Results**
12% reduction in fuel expenses, 400 tonnes reduction in carbon dioxide emissions, "Sustainable City Co-Operation Public Private Sector" award winner
- **Customer website**
www.sav.es



Looking Towards the Bigger Picture

Spain-based company SAV has been involved in waste removal and management for over a century. Currently, they provide street cleaning, waste collection, landscaping, and water treatment plant maintenance services to many municipalities across Spain.

SAV aims to provide effective responses to the environmental and urban needs of the city of Valencia. They are committed to delivering excellence in environmental innovation and services that aim to meet customer needs. SAV consistently participates in activities that enable it to remain a responsible, efficient, and competitive organization.

The above commitments are exactly why SAV needed a solution that would, firstly, reduce the environmental impact of their trucks and street sweepers, and secondly, decrease fuel expenses to save costs. They approached Chip2Chip, one of Powerfleet's channel partners in Spain, to provide them with a solution.

Powerfleet was an ideal choice because the company has a global footprint, strong infrastructure, value for money, and local support through Chip2Chip. Chip2Chip is a leading technology firm specializing in managing municipal solid waste and industrial waste fleets. By partnering with Powerfleet, Chip2Chip gains worldwide recognition and can offer SAV the best technological support.



An efficient and fluid driving style saves fuel and is eco-friendly, which is very important for our sector.”

Jeronimo Franco

Head of R&D and European Projects, SAV

Comparing and Improving

First off, Powerfleet installed a comprehensive fleet management solution in SAV's trucks and street sweepers to gather and transmit vehicle and driver data. It also tracks vehicles in real time and provides detailed reports on the collected data.

RIBAS, Powerfleet's in-cab driver display system and an add-on to the fleet management platform, was then installed to monitor drivers who rev and idle excessively, brake and accelerate too harshly, and speed. These behaviors are essential to track because they can jeopardize the safety of SAV's fleet and waste fuel unnecessarily.

During the initial phase of implementation, drivers were not made aware of the presence of a telematics solution. SAV needed to establish baseline behavior without driver interference. If drivers had known they were being monitored, it could have affected accuracy and made it harder to identify necessary improvements.

Reports were generated from the data collected during this no-visibility period. Then, drivers were informed about the telematics solution and provided with proper training.

This training included explaining how the solution works, what behaviors are monitored, and which techniques they should use to drive safely. After some time, the results were measured again. These were compared to the no-visibility stage to identify issues that need attention and determine which drivers require additional training.

SAV now also has continuous local support thanks to Chip2Chip, ensuring that any challenges can be addressed immediately. Support covers all phases, including training, driving models, and results analysis. Powerfleet also helps organize seminars and meetings with Chip2Chip experts to properly orient employees and to provide essential advice aimed at project success.





Positive Impact and Recognition

SAV saw a return on its investment within six months of implementing Powerfleet's fleet management platform and in-cab driver display. They also achieved both of their initial goals and boosted their fleet's efficiency.

They reduced their fuel costs by 12%, saving money that can now be invested in other parts of the business. Additionally, SAV managed to cut carbon emissions in their lateral loading systems by an impressive 400 tonnes in Valencia. This number is expected to keep growing over time.

SAV's efforts to become more environmentally friendly were also recognized by the Fundació Fòrum Ambiental (the Environmental Forum Foundation) and the Spanish Ministry for Ecological Transition. They received the "Sustainable City Co-Operation Public Private Sector" award. This furthered their goal of becoming an industry leader.

About Chip2Chip

Chip2Chip is a leading technology company that specializes in managing municipal solid waste and industrial waste fleets. By partnering with Powerfleet, Chip2Chip has worldwide endorsement and can offer customers the best technological support.



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Having Powerfleet be able to give local, easily accessible support for Chip2Chip has been crucial to the success of this project.”

Jeronimo Franco

Head of R&D and European Projects, SAV