



Tailored Solutions Consulting

What's on your applications wish list?

Chances are, PeopleNet Tailored Solutions Consulting can build it for you. From automated workflow and data capture analysis to capturing data from remote sensors, PeopleNet customers utilize Tailored Solutions Consulting for almost any application imaginable. Applications you never thought possible. Applications that yield serious ROI. PeopleNet's open architecture makes possible the rapid design and development of custom, turnkey back office and in-cab applications.

- Gathering and understanding system requirements
- Software analysis and design
- Development testing and implementation
- Experience working with multiple operating systems and databases
- Hardware interface design
- Project management

Fast, turnkey, custom application design and development.

Do you wish you could capture more data from your trucks or trailers, perhaps information specific to your line of business? Want your onboard to interface with specialized equipment and peripherals? What if your onboard could lead your drivers through your company's specific daily processes? How about reports that compare data from multiple sources the way they want to see it?

You can have all of this—and more—with PeopleNet Tailored Solutions Consulting. PeopleNet's open architecture is the foundation for easy integration and the platform on which we've built an impressive array of tools that makes virtually anything possible. Our design and development experts, working with a variety of resources, including Connectors and Application Program Interfaces (APIs), can provide you with solutions that seamlessly integrate with your back-end and in-cab systems—to meet your fleet's specific requirements. With PeopleNet you have the power and control to develop applications and manage them directly without our support, including remote diagnostics. Or you can rely on Tailored Solutions Consulting to do it for you. You get direct access to the PeopleNet network so you can do your own over-the-air programming. Our open software environment enables full data exchange with back-end systems, as well as in-cab devices and serial devices such as mobile printers and scanners.



Back Office Reporting

PeopleNet uses custom applications on PeopleNet Link® to:

- Present PeopleNet data in unique formats
- Combine PeopleNet data with your legacy system data
- Combine PeopleNet data with third-party data

In-Vehicle Integration and Applications

PeopleNet uses BLUSDK, g3 SDK or PLC gateway for:

- Integrating PeopleNet OnBoard Computer System with third-party in-vehicle technology
- Developing your own custom software applications to run on PeopleNet's in-cab PC

Preparing your wish list yet?

With Tailored Solutions Consulting, you not only benefit from PeopleNet's technological expertise and years of development experience, but you also enjoy individualized attention and support. We do everything possible to make sure your customized solution is implemented quickly, efficiently and to your complete satisfaction. Tailored Solutions Consulting can work with you on a per project basis. We also offer combined services with PeopleNet Professional Services. Either way, Tailored Solutions Consulting will provide a thorough statement of work, including a functional description, a high-level design and a high/low cost estimate. You can take it from there—or let our team of experienced programmers manage the project for you.

Tailored Solutions Consulting Performance Stories



TAILORED SOLUTIONS CONSULTING SAVES CAROLINA CARGO ABOUT \$50,000 A YEAR.

Carolina Cargo, a major carrier based in the Southeast that hauls dry goods and produce to and from California, had a business challenge: The company was losing a significant amount of time and money because their drivers had to go out of route—and make additional stops (and risk potential accidents)—to retrieve faxed orders from produce brokers.

The PeopleNet Tailored Solutions Consulting team came up with a customized solution to address the problem: a PeopleNet Link-enabled system that allows Carolina Cargo drivers to view scanned produce order images via BLU® in-cab PC. In the first year of implementation, this investment yielded an ROI of more than \$32,000—and the company estimates a 5-year ROI of \$219,000.



HANSEN & ADKINS BENEFITS FROM AUTO-MATED EFFICIENCY.

In the car haul business, hauled vehicles are easily scuffed, scraped, dinged, or even inoperable. Proper handling and reporting requires drivers to work closely with dispatch, yard personnel and dealerships to communicate unique or specific data at loading and deliver events.

Thanks to PeopleNet Tailored Solutions Consulting, Hansen & Adkins Auto Transport now has a spreadsheet application that permits drivers to change, delete or insert information, and transmit changes to its back office application. It automates load changes, report exits and deliveries in real time, and documents exceptions in the system much earlier than previously possible. And, because any process that would benefit from a driver interacting with tabular data is a candidate for future implementation, possibilities for this application are limited only by the company's imagination.



TAILORED SOLUTIONS CREATES GROCERY WORKFLOW.

A major grocery chain needed to track driver activities by count, code, description and time for each stop of each delivery route. The company wanted drivers to allocate their time across activities and unplanned in-store delays without exceeding the actual duration of the stop. This required an easy-to-use graphical interface that could take advantage of PeopleNet eDriver Logs® and Automated Workflow.

The solution was a tailored workflow for the PeopleNet BLU® in-cab PC consisting of a sequence of GUI screens, triggered by automated workflow events that lead drivers through each step of their delivery, whether allocating time to delivery activities, recording enroute delays or layovers, or dropping and hooking trailers.

“Tailored Solutions has really enhanced our PeopleNet experience. They listened and took the time to understand what we needed—and created a specialized reporting solution that’s perfect for our operation.”

Jim VonAchen

Logistics, McLane Company, Inc.

“This is another example of how People Net responds to my operational needs. Most companies put the brakes on when asked to make changes, PeopleNet embraces them, they really do listen. Every change has been thoroughly prepared and executed to my expectations in a very timely manner.”

Mike O’Hearn

J Polep

“Working with Peoplenet Tailored Solutions Consulting has been a very positive experience. The team members were very professional, insightful, and provided a lot of guidance to help flesh out the solution to a seemingly unsolvable problem.”

Gary Collier

Hansen and Adkins

“Working with David and the Tailored Solutions Team was great. They were able to take my ideas, and develop them into reality. This reality went straight to our bottom line. The ROI took less than 4 weeks. I want to come up with another idea just to work with David again.”

Jim Crowder

Carolina Cargo

READY TO EXPERIENCE A NEW LEVEL OF PERFORMANCE?

To find out how other fleets have blown past their performance limits, visit www.peoplenetonline.com, call 888.346.3486, option 3 or email info@peoplenetonline.com.

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