

BML Case Study

Fleet Manager of the Year 2018 credits Fuel Card Services and Tele-Gence

Steve Hobbs, transport manager for telecommunications company BML Utility Contractors, has credited fleet solutions experts **Fuel Card Services** for helping drive his business forwards. Having bought into their telematics solution **Tele-Gence**, which enables him to track and reward driver behaviour, his company “are already reaping the benefits,” says Steve. “Driver league tables aligned with a company policy of £100 reward monthly for the top driver has already yielded driver improvements.”

Taking advantage of Tele-Gence

Over 100 of Steve’s mixed-use commercial vehicles use **Tele-Gence**, which integrates fuel card data and live tracking data, resulting in savings on fuel.

Tele-Gence is also intuitive and alert-driven for exception-based management of fleet and fuel, as well as in-depth reporting on fuel fraud, pump pricing, driver behaviour, vehicle tracking and much more – with no long-term commitment.



Steve Hobbs, transport manager for BML Utility Contractors

Making the winning difference

“We get phone calls weekly from companies offering cheaper fuel, better telematics etc.,” said Steve who previously had a more basic system in place.

“It was quickly apparent to me as Transport Manager that **Fuel Card Services** would make an ideal fit for our business.” As soon as a demo took place, they were impressed with the range of services and were quick to sign up.

“Quite simply, no one else provides the level of service that **Fuel Card Services** does,” says Steve.

“When people phone offering their services, I quite happily explain all of the benefits – linked fuel cards, excellent reports, a dedicated team that stays in touch, and they all quietly go away.”

In summary, Steve said, “I’ve been very impressed with the level of professionalism, the help and support, and with the relationships that I am building with **Fuel Card Services**... we are reaping the benefits.”

Find out more about Tele-Gence by visiting our website www.tele-gence.com
or email us info@tele-gence.co.uk