

# Installation Technology Case Study

## 'Immense savings' using Tele-Gence

Lower fuel costs, reduced emissions and an enhanced ability to monitor driver performance are three of the benefits offered by telematics services from **Tele-Gence**.

However, don't simply take our word for it, as that is the sentiment of Neville Hinchliffe, compliance and FORS manager for data and telecommunications business Installation Technology.



## Excellent service and savings

Mr Hinchliffe recently got in touch to offer his thanks for the "excellent service" his firm has received from **Fuel Card Services** and **Tele-Gence**. He also welcomed the significant savings the company has been able to make since switching to the Shell fuel card.

"One of the most important things for us was to get the telematics devices fitted when our vans were not where they are based, this was at locations all over London," he commented.

"**Tele-Gence** carried out our wishes, which saved us countless hours of lost time and worked perfectly for our needs."

Mr Hinchliffe concluded the introduction of the new telematics devices has also had a significantly positive impact on the behaviour of his fleet's drivers. The ability to check vehicle and fuel information online is a real benefit for the business.

The company operates a fleet of 17 vehicles and has a monthly diesel fuel spend of approximately £2,500.

Jenny Smith, product manager for **Tele-Gence**, commented: "It's great to hear from another satisfied customer, as we continue to place outstanding service and support at the top of our list of priorities."