

# Viridor Recycling and Waste Management selects Microlise Telematics to help with emissions reduction, safe driving and to enhance customer service.

Submitted by: Microlise Limited

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Viridor, one of the UK's leading recycling, renewable energy and waste management companies, has chosen Microlise, a leading vehicle tracking, telematics, journey management and ePOD specialist, to support their continual drive to improve efficiency within their transport operations.

Viridor offers a wide range of services to its customers from recycling and waste collections, skips and bins, through to fully integrated contracts for both the private and public sectors which has led to procurement of a wide range of vehicles to meet the needs of its customers.

The Viridor UK fleet of over 600 rigids and HGVs will be installed with Microlise Telematics devices at 40 locations over the coming months.

Viridor has clearly define goals in implementing Microlise's Telematics and Transport Management solution – including reduction in carbon emissions, improvement in the safety of both drivers and the general public and further advancement of their already high standards of customer service.

Eight telematics suppliers were invited to tender and were eventually whittled down to two suppliers. Trials were carried out at Viridor's London and Berkshire depots where the Microlise solution showed that an average fuel and carbon emissions saving of 5.9% was realised.

Andy Cordery, Regional Manager - Collection Services & Fleet at Viridor commented, "By using the data to focus on driving style, we saw a significant reduction in fuel consumption, which is beneficial in both economic and environmental terms. For a variety of reasons, some drivers save 3% in fuel and others save up to 11% - but we're happy with the average."

In terms of product, Viridor have opted for Microlise Fleet Performance Telematics ([http://www.microlise.com/?page\\_id=1228](http://www.microlise.com/?page_id=1228)) package with the Safety Module - to provide detailed but easy to communicate information on how safely and economically vehicles are being driven, enabling targeted training – The Journey Management ([http://www.microlise.com/?page\\_id=168](http://www.microlise.com/?page_id=168)) package - to monitor the progress of vehicles on planned routes, highlighting forecast exceptions and allowing routes to be debriefed to improve planning and fleet usage - and the Electronic Proof of Delivery ([http://www.microlise.com/?page\\_id=170](http://www.microlise.com/?page_id=170)) package - to pass Viridor drivers route and job information and to electronically confirm proof of service.

Installation is ongoing with five additional depots now installed and a further 6 depots being implemented at present, with e-POD being implemented as a second phase.

Andy commented; "The Microlise Fleet Performance ([http://www.microlise.com/?page\\_id=1228](http://www.microlise.com/?page_id=1228)) and Journey Management ([http://www.microlise.com/?page\\_id=168](http://www.microlise.com/?page_id=168)) packages were also able to cope with the way we work. Some services are scheduled routes whilst others require us to find the nearest vehicle, at a glance and in real-time."

Microlise won the contract due to its superior product offering, stable financial position, its fit with the Viridor company culture and above all, the confidence gained from listening to testimonials of clients who have the system installed and have already realised the benefits Microlise can offer.

Andy Cordery commented, "This in an ongoing project and we have committed to a lot of product modules, but have opted to install in bite-size chunks so that we can keep people focussed. We have appointed a Champion, trained in the use of the system by Microlise, in each of our 4 regions to make sure that the system is used correctly."

"I'm confident that we have chosen the correct partner in Microlise, their products are innovative and have been a good fit with our company culture."

Matt Hague, Product Strategy Director at Microlise comments, "We are quickly increasing our presence within the Waste Management sector and are delighted to be working with such a high profile company as Viridor. They were very thorough in their selection process and have approached the project in a very measured manner – aligning the operational and process aspects required to get the most out of the information that the Microlise system will provide them."

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#### About Microlise

Microlise is a leading Transport Management Systems provider specialising in Vehicle Tracking, Telematics, Fleet Performance, Journey Management and Proof of Delivery systems. Our systems enable our customers to reduce their operating costs and environmental impact by maximising the efficiency of their transportation. Key drivers for implementing a Microlise system are to increase utilisation & productivity, reduce fleet & operational costs, improve customer service, improve driver safety & fuel economy and ultimately lower CO2 emissions.