



A consolidated fleet management solution to help Nestle maintain their values and eyes on the road of the network of 22,000 retailers and over 250 distributors in one city.

## About Nestle

Nestle Pakistan today is the leading food & beverage company in Pakistan with key focus on Nutrition, Health and Wellness and reaching the remotest of locations throughout Pakistan to serve the consumers.



Nestlé Pakistan is proud of its commitment to excellence in product safety and quality and to providing value and aims to be the leading Nutrition, Health and Wellness Company. As a socially responsible corporate, they always focus on environment friendly operations, ethical business practices and our responsibility towards the communities.

To Nestle being in the beverage industry, transportation plays a key role in the values providing to end users. When products are released from the factory, company makes sure they reach their destination in optimum condition. For chilled or frozen products, this also means ensuring they are stored and transported at the correct temperature.

## Challenge

Nestle is committed to respected quality to the remotest end users. Nestle distributor network forms 22,000 Retailers and 250 distributors for one city Lahore only to firm that the company is successful in serving its customers. Nestle Pakistan emphasizes strongly on the company mission of caring for the Pakistani people, rural development and environmental sustainability.

With the vehicles from 9 different vendors running over 7,700 km per day with the number of fleet in the near future going up to 100-250 per vendor, fleet management at Nestle has been very challenging. Failing managing this complicated fleet causes not only the imbursing on high cost but also the failure in delivering values to end customers.

The vendors have run their own fleet management solution, giving Nestle managers in a passive position and creating high agency cost. Nestle failed to attempt to have the consolidated view of the whole fleet.

## Why XGear?

Nestle was actively searching for a fleet management solution that could be integrated with their internal ERP solution. A lot of companies were evaluated but the criteria was simple for the vendor induction. Data should be seamlessly integrated with the ERP and all stakeholders should get automated KPI alerts. XGear was chosen because of the sophisticated data background and the ease of integration.

## XGEAR for all vendors

All the recorded data from XGear hardware has been analyzed to give Nestle a complete and visual view of the whole fleet. Now that with the solution knowing when vehicles need to be maintained and how drivers should break, accelerate, managers save themselves much of effort and time. Such visibility of the behavior monitor of driving behaviors lead to cutting a big amount of operational cost in term of less fuel consumption and no surprised engine failure. However the benefit the solution has offered is much more value added, a better service to end users.

The data has kept into the Cloud and restrictedly accessed by client.

## Recorded trip profile nurture Nestle values as claimed

XGear has successfully proved to be one step further in assisting Nestle to investigate one accident. By looking up the recorded trip profile, XGear was able of giving detailed information about the accident trip names of drivers, length and path of the trip and more important drivers 'speed and brake pattern. This information carries significant value for Nestle as it helped in reconstructing the whole accident to enable them to do a forensic audit on what actually caused the accident.

## Next Steps

As a next step XGear is integrating their services seamlessly into Nestle ERP systems to ensure KPI assurance and better automated reporting, and expansion of these operations nationwide.

## Testimonial

*Partnering with XGear had been one of the best decisions we've made at Nestle in our logistics department. At any given time I can see exactly what's happening with any of our cars and drivers. It's incredibly powerful!*

Tehman Lall – Transport Manager