

Opus Fleet & Distribution

...An Overview

- ▲ PROFITABILITY
- ▲ SERVICE
- ▲ CUSTOMER RETENTION
- ▲ NEW BUSINESS
- ▲ MARKET SHARE
- ▲ SECURITY
- ▲ CUSTOMER VISIBILITY
- ▲ SLA/KPI VISIBILITY
- ▲ BACK-HAUL
- ▲ FLEET UTILISATION
- ▲ ASSET & LOAD VISIBILITY
- ▲ QUALITY LEVELS
- ▲ PLANNING ACCURACY
- ▼ COSTS
- ▼ FUEL
- ▼ MAINTENANCE
- ▼ INSURANCE
- ▼ LABOUR COSTS
(LEVELS, OVERTIME, STOP AWAYS etc.)
- ▼ BACK OFFICE OVERHEAD
(COORD & ADMIN)
- ▼ TURN AROUND TIMES
- ▼ FLEET SIZE
(OPTIMISED)
- ▼ QUALITY COSTS
- ▼ ERRORS
- ▼ DELIVERY DISPUTES
- ▼ INVOICING TAG
- ▼ JOURNEY TIMES
- ▼ DELAYS

“The Opus Fleet & Distribution portfolio seeks to address the “black hole” that often exists beyond the Loading Bay”.

The level of visibility and control within the Distribution Centre, from put away, to pick, through to order consolidation and marshalling is often high. Yet the lack of control and visibility once the goods are on the back of the vehicle is often considerable.

This lack of visibility and control can manifest itself in a number of ways, for example:

- Having no idea of how operations vehicles are utilised within an operation nor in fact where they all are, or the assets within them.
- Not having the right trailer at the right loading bay at the right time.
- High demurrage claims from the customer.
- The inability to react flexibly to changes in plan.
- Unable to quickly respond to, or pre-advise, a customer of an issue or speedily verify a customer complaint due to a lack of information or being unable to contact a driver.
- Delays in invoicing due to late or missing paperwork.
- High back-office overheads due to the amount of paperwork that needs processing after each delivery (re-keying, scanning, manning phones to drivers, taking a long time in answering customer queries, etc).
- Difficulties in route accounting - being able to put accurate costs to jobs to understand which jobs are profitable and which are not.
- Drivers taking advantage of poor visibility across the distribution operation, resulting in excessive over-time and stop overs, low productivity, assets going missing, debriefs not happening, mandatory vehicle inspections or fuel logging being poorly maintained.
- Not being able to quickly and easily produce operational and strategic reports.
- No ready means of understanding route performance, (planned and actual) and therefore no easy way of improving efficiency, vehicle utilisation or optimising route planning.

Product portfolio



Recent Implementations



Opus Fleet & Distribution solutions have been deployed to New Look and Allied Bakeries - over 1800 vehicles in the last 18 months.

Other customers include:

Global Retail Electronics Manufacturer

Automatic Vehicle Location, Door Sensors, TMC, Reports

Global Aero-Engine Manufacturer

Proof Of Delivery/Collection, Automatic Vehicle Location, TMC, Reports

European Electrical Goods Wholesaler

Proof Of Delivery/Collection, TMC, Reports, PDF Data Warehouse

High Street Ladies Fashion Retailer

Automatic Vehicle Location, Door Sensors, Wireless Panic Buttons, TMC, Reports

Global Office Furniture Manufacturer

Automatic Vehicle Location, Reports

High Street Retailer

Proof Of Delivery, Automatic Vehicle Location, TMC, Reports

Large UK Bakery

Proof Of Delivery, Automatic Vehicle Location, TMC, Reports

UK Stationary Distributor

Proof Of Delivery, Reports, PDF Data Warehouse

Petrol Forecourt Services Company

Automatic Vehicle Location, Reports

Aggregates Company

Automatic Vehicle Location, Dallas Key Readers, TMC, Reports

Recent Customer Benefits

Here are some of the recent improvements customers have accrued through the deployment of Opus Fleet & Distribution technology:

- Turn around time reduced from 40 minutes to 25 minutes
- 30% reduction in night outs
- An average of 2.2 hours out of 10 hour shift identified as excessive idling
- 7% reduction in fuel consumption in first 8 weeks of project - forecast as a £900,000 saving in first year across fleet
- 30% productivity improvement in the transport process - through the compression of turn around times, leg times and more drops per vehicle per day through better visibility leading to better fixed route planning
- Route adherence - projected saving of approximately 2.7 million miles of road usage by vehicles (for the period of the contract), reducing traffic congestion, pollution and fuel
- Transport efficiencies with real-time scheduling and visibility has resulted in a reduction of one vehicle from the fleet, a saving of 6%
- Security - reduction to 0% delivery shrinkage in 3 months
- Improved customer service with greater visibility of the supply chain allowing queries to be answered promptly with up to date information. 85% reduction in lead time to answer queries. (50 queries to 3 per week - a saving of 24.75 hours per week)