

## A case study

# Terracon

## increases safety through telematics

LeasePlan implements telematics in this engineering firm's fleet and reduces the accident rate by 31 percent.

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### Client profile

Terracon is an employee-owned consulting engineering firm that operates mobile labs and dispatches thousands of field personnel to work across the country.

### The situation

Terracon desired to improve driver safety and better monitor its fleet. LeasePlan provided the company with a solution that would meet those goals.

### The results

After the initial success with a pilot in 42 vehicles, Terracon began using telematics in its entire fleet. After three years, the company saw a 31-percent reduction in its accident rate, a 6 percent decrease in maintenance costs per mile and a 7 percent increase in miles per gallon efficiency.

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### A client's dilemma

With more than 100 offices stationed around the country, and employees using company vehicles to travel to client locations, Terracon needed a better way to ensure driver safety and manage its largely dispersed fleet.

### LeasePlan's process

Terracon installed telematics devices in 42 pilot vehicles across two of its Texas service areas to measure, track and report on fleet activity.

These devices measured the vehicle's revolutions per minute, wear and tear on the vehicle, and driver safety incidents, including speeding, hard-cornering and hard-braking. Then, the devices reported findings to Terracon's local managers.

The use of this system eliminated manual safety reporting from drivers. It also allowed for local managers to discuss safety issues with drivers when needed and more effectively identify, correct and reward significant driving behaviors.

### A satisfied client

After only three months, Terracon improved driver safety by 33 percent. Because of the pilot's success, Terracon installed the devices in 1,449 of its vehicles and saw

16,000 fewer hard-cornering incidents, 21,000 fewer hard-braking incidents and 7,500 fewer speeding incidents.

After three years, the company saw a 31-percent reduction in its accident rate, a 6 percent decrease in maintenance costs per mile and a 7 percent increase in miles per gallon efficiency.

By leveraging expertise, innovative solutions and key partnerships, LeasePlan was able to deliver excellent customer service to the client and help Terracon achieve its safety goals.

"After sharing the results of our telematics pilot test with our leadership, it was an easy decision for them to approve a rollout to the entire fleet. Now we are able to obtain and quantify real safety improvements."

-Paul Howard  
Director of Procurement  
Terracon