

Navman partnership with Transport Exchange reaping rewards

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A partnership between Navman Wireless and Transport Exchange Group is providing users with increased efficiency less than two months after launch.

"The industry is quickly taking advantage of the live vehicle tracking data integration," said Andy Ling, owner of Redhead Couriers, one of 4,500 plus users hoping to eliminate

empty running and wasted capacity following the launch of the initiative.

"Our revenue has increased almost overnight as a result of picking up more work and the integration is going to be very attractive to anyone interested in increasing their profit margin."

With around 40,000 loads posted on the exchange each month, the potential for transport operators to streamline their supply chain processes appears to be huge, particularly for the small to medium size same-day and overnight courier fleets, arguably the backbone of the UK business freight industry.

"The Navman partnership with the Exchange allows us to pick up and see loads that are available around our vehicles quickly," said Mike Morton, owner of Direct Courier Solutions.

"It is very easy to use and the notifications coming through are all in real time which makes everything a lot quicker than before the Integration."

Navman Wireless say transport operators registered on the Transport Exchange platform can easily utilise their vehicle tracking system to promote available capacity and match precise vehicle locations.

"There was a gap in the market for an exchange site that benefits both our customers and the industry. We identified that integrating our tracking solutions into the freight exchange platform could optimise fleet performance and boost profitability, and that is exactly what we are seeing," said Scott Hutchins, VP sales UK & Ireland, Navman.

Lyll Cresswell, managing director, Transport Exchange Group, said: "This integration makes it so much easier to post the whereabouts and status of any empty capacity into the market. It also improves the levels of operational visibility between contracting parties during the course of a delivery - once a sub-contractor allocates a new load to one of their tracked vehicles then both parties receive regular email updates all the way from collection to delivery point. That can only improve the overall experience and enhance the levels of trust between all of our member businesses.

"We see this type of integration as a ground-breaking feature within the Exchange for the benefit of our members."