



Global Coverage,
Two-way Satellite,
Real-time, Rugged, Remote

Transportation / Logistics / Military Contracts

Mission Support • Fleet Allocation • Safety • Security



KGL Transportation Company

"We selected FMS because they had the most innovative solution that could meet our needs... The FMS system is helping us achieve our goal to be the most competitive, highest quality transportation provider in the region"

-Philip Sordian, Vice Chairman and COO, KGL TC

Background

When it comes to safe, reliable and cost-effective movement of goods in the Middle East, KGL Transportation Company (KGL TC) is a leader. With a workforce of more than 1,000 and a fleet of more than 2,500 trucks, the company has built an impressive 25-year track record for providing the fastest transit time by road within the region to both government and commercial organizations.

Challenge

- » Incomplete tracking of missions in remote regions resulting in lost revenue
- » Inefficient allocation of equipment and resources due to inaccurate status and location data
- » Increasing competition for military and commercial logistics contracts in the Middle East
- » Threats to employee, truck, trailer, and load safety requiring real-time location awareness

Solution

Mission Support

The U.S. military is one of KGL TC's most prominent government customers. KGL TC provides logistical mission support to the coalition forces and their vendors from Camp Arifjan, Kuwait—including transportation between Kuwait and Iraq. To ensure it could support the military's uniquely stringent operational requirements, KGL TC turned to FMS to enhance its fleet tracking capabilities. With sensitive details about the load, driver, route, time of departure, arrival time, speed and vehicle maintenance requirements, security was imperative.

Fleet Allocation

When KGL TC receives a request for logistics support, the company can quickly identify the location of all assets, determining available trucks for mission assignment and dispatch or reroute as needed. KGL TC even has the flexibility to separate the assets to pick up a more urgent load and return later to deliver the original load.

KGL TC can now identify asset usage previously unrecognized enabling them to start recovery of lost revenue within the first week of use. Praising the superior asset allocation, Philip Sordian, states, "The FMS system gives us the information and visibility we need to increase efficiency, allowing more accurate billing, outstanding asset management and reliable mission completion."

Safety and Security

Speaking to the safety benefits, Sordian continues, "FMS provides connectivity 24/7 no matter where our assets may be. This near real-time information is critical for driver, truck and load safety."

Competitive Advantage

Based on the positive results seen to date, KGL TC plans to rollout the solution to other military customers as well as to the commercial sector extending the benefits and cost savings.



Results

"The FMS system helps us stay on the cutting edge of transportation support in the Middle East with a standard solution that is top-notch and the ability to customize it to meet our clients' needs"

Pete Swift,
Project Manager, KGL TC

Corporate Offices

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Client satisfaction, results and continuous return on investment begin with quality training and installation support.

FMS works closely with every client to ensure system installation and deployment is complete and on schedule.

With an online knowledge base and truly helpful documentation you may never encounter a problem you can't solve yourself. But if you do, FMS is just a phone call away.



Ready for a live system demonstration?

To request a live demo, or if you have any questions, visit www.fmsgps.com/contact.aspx

Complete the contact form and a qualified FMS representative will respond promptly.



Benefits achieved by KGL Transportation Company

Customer Satisfaction

Readiness and responsiveness to customer requirements have improved dramatically

Fleet Efficiency

Improved truck and trailer allocation and higher percentage utilization

Truck, Trailer, Driver and Load Security

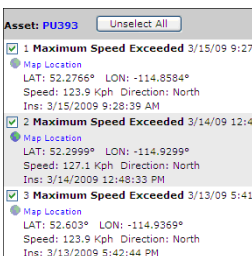
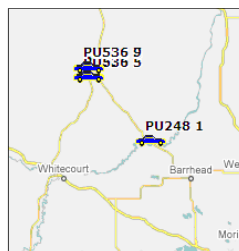
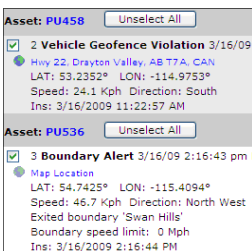
100% location and status knowledge via FMS satellite data communications

Competitive Advantage

"The competitive advantage has exceeded our expectations." Philip Sordian, KGL TC

Fleet Central provides KGL TC with Complete and Timely View of Logistics Operations

Behind all the benefits provided to KGL TC is FMS Fleet Central. Fleet management tools and administration of KGL TC logistics are available via web browser and supported by the FMS network operating center. Create landmarks, boundaries, program alerts, run reports, and improve fleet operations all from Fleet Central.



Remote Asset Tracking

Location Awareness, Anywhere, Anytime

Location knowledge is key to operational efficiency and satellite communications is the key. FMS maps with landmark and rolling asset views assist fleet operations teams make better decisions, faster.

Geofence Boundaries

Proactive Notification of Fleet Activity

Knowing when expensive fleet assets arrive or leave a location or landmark can save time and money. Policy abuse and theft can be immediately reported for quick response, reducing costly equipment replacement.

Speed Reporting

Alerts to Enforce Policies and Lower Costs

Automatic alerts on speeding, harsh driving or excessive idle time reduce the cost of fuel, while improving the overall safety and security of remote teams in the field.

About Fleet Management Solutions, Inc.

Fleet Management Solutions provides GPS and all-satellite fleet tracking and monitoring with 100% remote coverage and two-way communications. FMS manufactures rugged and reliable on-board equipment and web-based mapping and reporting tools. FMS clients improve asset utilization, safety, and productivity while reducing theft and the costs associated with fleet operation, management, insurance and deployment. FMS is a total solution provider for all fleet tracking requirements, including satellite communications services.

