

# STRABAG FLEET UNDER THE CONTROL OF OMNICOMM

**30%**  
REDUCTION  
OF FUEL COSTS

**1 MONTH**  
THE RETURN ON  
INVESTMENTS

[WWW.OMNICOMM-ONLINE.COM](http://WWW.OMNICOMM-ONLINE.COM)  
[INFO@OMNICOMM-ONLINE.COM](mailto:INFO@OMNICOMM-ONLINE.COM)  
[WWW.FB.COM/OMNICOMMINTERNATIONAL](http://WWW.FB.COM/OMNICOMMINTERNATIONAL)  
[WWW.LINKEDIN.COM/COMPANY/OMNICOMM](http://WWW.LINKEDIN.COM/COMPANY/OMNICOMM)

**STRABAG**  
SOCIETAS EUROPAEA

**OMN*i*COMM**  
FUEL MONITORING FOR  
TELEMATICS SOLUTIONS



# ONE OF THE LEADING INNOVATIVE PLAYER IN CONSTRUCTION SERVICES

*STRABAG SE is a European-based technology group for construction services, one of the leading innovative players in the sector. The headquarters of the global corporation are situated in Austria. The activities of Strabag comprise a wide range of services covering the entire value chain in the construction industry: Building Construction & Civil Engineering, Transportation Infrastructures and Special Divisions. Besides Austria and Germany, STRABAG is present in all countries of Eastern and South-East Europe, in selected markets in Western Europe, on the Arabian Peninsula, as well as in Canada, Chile, China and India. In 1991 the company initiated its activities in Romania, opening its office in Bucharest in 1992.*

Guava 7 was established in 2012. It is an authorized dealer of Omnicomm in Moldavia. Operating in the market of transport telematics for several years, Guava 7 offers its clients a full range of services from choosing the optimal solution for the needs of an enterprise, to make good recommendations for management decisions based on analysis of data from the monitoring system. Among the Guava 7 clients are such companies as ABE, STRABAG, Evrascon, Chisinau International Airport, Orom-Imexpo SRL – one of the largest exporters of agricultural products in Moldavia.



### THE TENDER AND TEST INSTALLATIONS

In 2014 STRABAG in Romania came to a conclusion that the fuel costs were too big. The company's management decided to reduce fuel consumption with the help of fleet management systems. Following this objective, a tender was organized. Six companies competed in the tender. At the first stage only three of them were selected for test installation, including Guava 7.

As the second stage began, STRABAG thoroughly examined different fleet management equipment to install in its vehicles. The test installation lasted for 1 month. In its course three analogous vehicles were fitted with fleet management systems of various manufacturers. Omnicomm equipment was installed in one Mercedes Actros. As a result of the testing only Omnicomm showed the optimum results. After installation of Omnicomm solutions in test mode fuel consumption dropped from 65 liters per 100 km to 43 liters per 100 km. During that month the vehicle made 8 000 km.

In addition to those results, the management of STRABAG liked the terms of the contract, which provided for fast and high-quality installation and maintenance from Guava 7. That helped to win the tender, despite the fact that the prices for the offer were the highest.

### SERGIU SOKYRKA REPRESENTATIVE OF STRABAG IN ROMANIA

*"STRABAG is known for very high quality of construction and engineering. In Romania the company is successfully operating in many areas including hydraulic engineering and canal construction as well as redevelopment of supply lines. All these spheres involve a great deal of responsibility. The company possesses an excellent quality management system and pays thorough attention to all the aspects of work. High standards are applied to vehicles and machinery. In order to equip our fleet we organized a special tender. Omnicomm equipment provided significant results just in one month. That's why choosing the offer is no coincidence. We have always looked for reliable products of experienced global players".*

GUAVA 7 WON THE  
TENDER TO EQUIP THE  
ROAD CONSTRUCTION  
VEHICLES OF STRABAG with  
Omnicomm fleet management  
solutions despite the highest  
prices in the offer





### SPECIFICS OF THE PROJECT

The fleet to equip was operating in road construction in Romania. It is involved in construction of outdoor facilities, parking spaces, pavements and sport grounds which are also part of the field of activity.

Omnicom equipment was installed in 110 vehicles of STRABAG fleet in Romania. Thus, following the results of the test installations and signing of the contract all the fleet was equipped in 30 days period by Guava 7.

### RESULTS

The work of Omnicomm equipment made a tremendous difference in the operation of STRABAG fleet.

- 30% monthly reduction of fuel expenses
- Besides optimization, Omnicomm solutions helped to identify 60-65 fuel drains each day
- The return on investments (ROI) in fleet management in 1 month
- Optimized organization of the fleet: better discipline among the drivers, more efficient functioning of the vehicles, less breakdowns, more operational and pleasant environment at work

### EVGENY ILI CEO, GUAVA 7

*“As an authorized dealer of Omnicomm we can guarantee the quality of installed equipment and service. The whole fleet management systems and its components are developed and manufactured by Omnicomm: from on-board GLONASS/GPS-terminals and fuel level sensors to software and various associated equipment. That insures high quality, great compatibility of components, user-friendliness and what’s most important, visible results. All of that allows us to compete and win in tenders implementing projects for such international giants as STRABAG”.*

### THE INSTALLED EQUIPMENT INVOLVED:

- 110** Omnicomm LLS 20160
- 48** Omnicomm Optim on-board terminals
- 62** Omnicomm Light on-board terminals

