



We work with some of the world's biggest companies and organisations.

Here is a practical example of how the world's largest private sector employer leveraged WLS to win a contract with a national flag carrying organisation.



WLS is a **full-service, independent telematics and data processing consultancy and software house** with offices in the UK and Ukraine.



Ross Farrell

Managing Partner
at White Label SaaS LLP

With a full-stack in-house software development team, WLS is whatever you want it to be. If you want to use WLS to perform basic vehicle tracking, it can do it reliably and cost effectively; if you want to use WLS to implement business critical management reporting on fleet performance and utilisation, it can deliver customised and business specific management reporting; if you want WLS to provide in-field tools to inform or protect a mobile workforce, it can provide, customise, and build native iOS and Android Apps. to deliver a streamlined cloud based efficient workflow.



CHALLENGE

G4S approached WLS to support a response to An Post's Invitation to Tender for fleet wide vehicle tracking. An Post is the state-owned provider of postal services in the Republic of Ireland, and operates a fleet of **around 2700 vehicles**. G4S already had a relationship supporting cash in transit movements for An Post, but competition for vehicle tracking is fierce, and so G4S presented the WLS vehicle tracking platform as their solution, with G4S providing installation, support, data SIMs, and cashflow.

SOLUTION AND RESULTS

The decision to award G4S with the contract was in some part as a consequence of WLS being development focussed, and its enthusiastic approach in supporting An Post to replace some legacy processes in the performance monitoring of inter-site trunking between mail centres across the Republic. An Post's legacy performance monitoring required drivers to scan their departure from, and arrival at mail sorting hubs across Ireland, **the system relied on human interaction**, and had a compliance level that fell below the Board's desired standard. An Post provides the planned inter-site movements schedule daily, and the same is electronically collected by WLS and loaded into the WLS engine. The actual movements of vehicles is compared to the plan, and planned versus actual performance is prepared visually for the Board to monitor (see example). The complexity in the solution comes from the fact that An Post does not know which vehicle will perform each route in advance, and as such **WLS prepared an algorithm that makes intelligent guesses** as to which route is being performed by which vehicle. WLS knew that the algorithm may need tweaking after implementation, and were pleasantly surprised with 50% accuracy in the first week, only to discover that G4S had only installed 50% of the vehicles at that point. Now with 100% of the vehicles fitted with tracking devices, **100% compliance is achieved**.

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