

Professional Services

TECHTERIORS

Professional services firm saves \$11,000 per year by using TeleNav GPS Navigator



BENEFITS OF TELENAV

• Financial savings

Employees on the road and at headquarters were spending considerable time dealing with the simple, everyday task of finding the jobsites. Using TeleNav GPS Navigator, Techteriors estimates it saves \$11,000 annually.

• Less frustration

Technicians no longer have to work with paper maps or outdated directions from headquarters, nor do they have to worry about finding new construction sites in remote locations with brand new roads.

• Higher morale

Employees now use TeleNav off-the-job too, and view the service as a company perk.

supposed to be has wasted valuable time and money for the company. A combination of paper maps, online maps and directions from headquarters has generally accomplished the task—but only at a cost in terms of employee time.

CHALLENGE

Two factors have complicated the situation. The first is that employees go from job to job, with various factors affecting the order of the client visits. Often the direction from headquarters would be rendered useless as the day's agenda changed—for example, if job #3 was placed ahead of job #2. After another call to headquarters, two employees were now spending more time on a matter as simple as getting to the jobsite. Second, many of the projects are new construction. Some maps don't show the brand new roads at these remote locations.

SOLUTION

In the process of investigating a switch to another wireless carrier, management at Techteriors came across TeleNav's cell phone GPS. "TeleNav was a pleasant surprise in the sales process," said Techteriors' principal Frank Porcaro. "It was a significant factor in our decision to go with a mobile device solution. Once the sales rep mentioned TeleNav, I tried it, loved it and quickly recognized the value of it. Then we got it for all of our professionals." Now employees simply enter in the desired address, and TeleNav provides them with voice and onscreen turn-by-turn directions every step of the way. No more maps, no long calls to headquarters.

"TeleNav was a significant factor in our decision to go with a mobile device solution. We're well pleased with how great the service is."

- Frank Porcaro, Techteriors' Principal

RESULTS

Techteriors estimates that it saves more than \$11,000 per year—simply by using mobile phone navigation. Managers, technicians and programmers get from job to job more quickly. Headquarters is no longer distracted by calls for directions. And no matter how remote the location, TeleNav can find it without fail. "We're well pleased with how great the service is," reports Porcaro. Plus, management at Techteriors has noticed an additional benefit they hadn't expected: because employees can use the handheld GPS service for personal reasons and they have come to see it as a company perk. For a company whose success depends largely on how well its professionals service customers, that kind of boost in morale is particularly important.

SITUATION

Techteriors uses technological expertise to help each client achieve an ideal interior environment. Working primarily on residential projects, Techteriors designs and installs systems for controlling light, entertainment, security and communication.

Of course, the bulk of the company's work takes place at the client's site. Because virtually every job is at a different location, getting managers, technicians and programmers where they're

How can we help your business?

For a free consultation contact us.

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