

FlexiVan

Delivering holistic visibility with "People-Powered AIoT"

Background

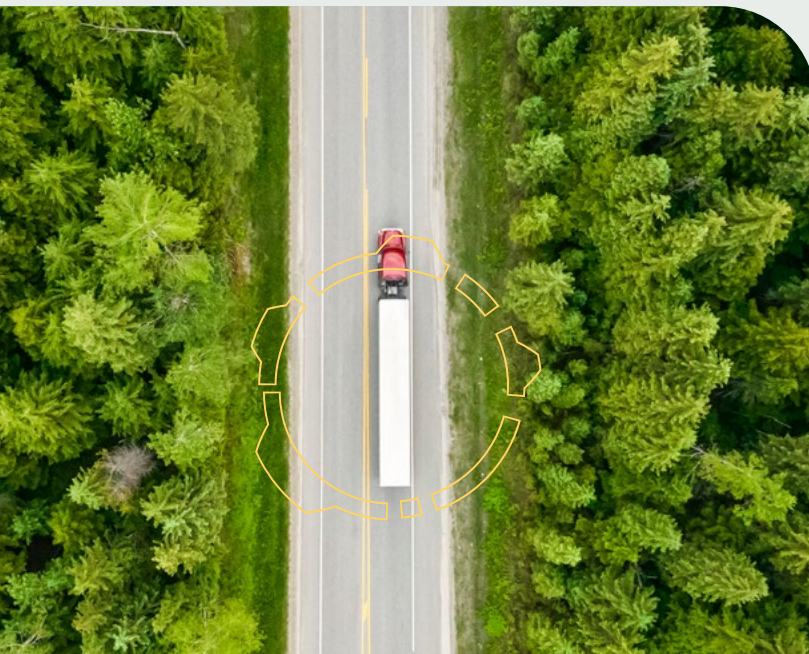
FlexiVan is a leader in intermodal chassis leasing services throughout North America, managing a fleet of over 120,000 chassis with a wide network of depots and service centers. FlexiVan's leasing options range from Managed Fleets and Pool Chassis user agreements, to daily, short and long-term contracts that include motor carriers, logistics providers, ocean carriers, railroads and beneficial cargo owners.

The Challenge

Traditional methods of asset management often fall short in providing holistic views necessary for efficient operations. As the intermodal industry and technology landscape advances, visibility and status have become crucial to provide real-time data and insights. Moreover, the friction in supply chains has prompted customers to seek direct visibility solutions, moving away from centralized pools and carrier-arranged haulage.

Locating 120,000 assets across the U.S. posed a significant challenge for FlexiVan to support internal processes and controls. In a competitive environment, FlexiVan understood the need for highly reliable equipment combined with state-of-the-art Smart Chassis® that allow customers to track their shipments to and from any location.

Consequently, FlexiVan sought a solution that could provide a competitive edge by enabling near real-time remote visibility of assets. The goal was to gain actionable insights into asset movement, utilization patterns, and performance metrics needed to better manage supply chain resources and create a responsive ecosystem capable of meeting dynamic market demands.





The Solution

To transform chassis leasing, FlexiVan partnered with Powerfleet to develop its software visibility platform from the ground up. This technology provides unprecedented data and asset visibility capabilities, seamlessly integrating with Powerfleet's [Unity Platform](#), [Logistics Gateway](#), and sensors to collect, process, and centralize data from all assets, vehicles, and drivers.

“Powerfleet has provided an AIoT SaaS solution that yields near real-time location information, easing visibility concerns for our customers. FlexiVan focuses on providing innovative solutions for our customers and Powerfleet’s willingness to work with us to develop and implement these solutions has been a key differentiator in the market”

Andy Dodge
Director of Technical Services
FlexiVan

Results

FlexiVan now utilizes several AIoT solutions throughout its networks, enabled by Powerfleet's Unity platform and Logistics Gateway, for constant asset visibility, offering maximized asset utilization and mitigation of unauthorized use and theft. With such large amounts of data within Unity, it is key that management teams have the tools to translate it into impactful business change. Through utilization of Powerfleet's fleet intelligence technology, FlexiVan is now able to synthesize millions of chassis data records each day - from every corner of the United States - to further understand customer needs and driver behaviors.

Customers can follow cargo movements, know when a container is mounted or dismounted, easily view when chassis and cargo reach their destination, and identify maintenance needs along the way. With Powerfleet's patented Weight Sensor technology, equipped chassis provide deeper insight into the loading and unloading status of containers, helping accelerate the velocity of shipment cycles.

From the beginning stages of engagement, Mr. Dodge has referred to Powerfleet as not only a strategic partner, assisting solution development from its early stages, but a true extension of their team. Mr. Dodge was particularly impressed with Powerfleet's dedication and responsiveness.

"The people who work at Powerfleet are what makes the partnership special," said Mr. Dodge.

"They have a unique willingness to be flexible and work together every step of the way."

FlexiVan is confident in the rich experience they can provide customers without the need for a third-party system. As customers look to blend leasing and visibility activities, FlexiVan now offers a seamless transition to one direct partner.

Conclusion

With tens of thousands of intermodal chassis now equipped with AIoT SaaS solutions, FlexiVan is pleased to work with Powerfleet. Customers can now locate, monitor, and control assets effortlessly - furthering the seamless, remote management of their freight. With Powerfleet's Unity Platform, data harmonization is made easy, providing real-world, actionable insights.

Mr. Dodge concludes: "Powerfleet has offered invaluable guidance and assistance as well as an effective solution with the reporting elements we needed for efficient, easy data-driven chassis visibility for our customers."

The Powerfleet team prioritizes a people-first approach, empowering companies to access and utilize their data in real-time. Through collaboration, FlexiVan and Powerfleet have achieved remarkable success, setting FlexiVan apart from competitors through optimized fleet performance and customer service.

Powerfleet (Nasdaq: AIoT; JSE: PWR; TASE: PWFL) is a global leader in the artificial intelligence of things (AIoT) software-as-a-service (SaaS) mobile asset industry. With more than 30 years of experience, Powerfleet unifies business operations through the ingestion, harmonization, and integration of data, irrespective of source, and delivers actionable insights to help companies save lives, time, and money. Powerfleet's ethos transcends our data ecosystem and commitment to innovation; our people-centric approach empowers our customers to realize impactful and sustained business improvement. The company is headquartered in New Jersey, United States, with offices around the globe. Explore more at www.powerfleet.com.