

DATA ANALYTICS

CUSTOMER STORY

Montrans harnesses the power of analytics

Qlik takes to the road to save money and
resources for fleet managers



CUSTOMER STORY



“I have seen how Qlik has grown and it energizes me. Its example will enable us to grow Montrans to many times its current size because I see our future in this Data Analytics technology platform.”

Stanislav Emelianov, Managing Partner, Montrans

Challenged by a deluge of data

Transport fleets are the lifeblood of modern commerce, so it is essential that they work to maximum efficiency. When fleets are small, effective management is easy but size brings complexity and it becomes impossible to track all the important information.

To keep track, organizations have equipped their fleet vehicles with sensors. However, the sheer volume of telemetry data they receive is difficult to consolidate and convert into meaningful reports that point to effective business decisions.

Moscow-based Montrans is Russia's leading transport monitoring company whose satellite-based object monitoring systems are now used by over 1,000 companies to track some 30,000 vehicles.

With 100 employees, eight offices in Russia and one in the EU, it serves both small corporate vehicle fleets and the largest and strategically important infrastructure projects in Russia and the CIS, including Moscow International Airport, Power of Siberia, PSJC Gazprom, TurkStream and Yamal LNG.

Move towards interactive fleet control

Montrans started life purely as a fuel consumption tracker but its systems have since grown in sophistication and it wanted to move away from static reports to provide interactive fleet control and data-driven management.

This saw the formation of a new Montrans Analytics service based on Qlik Sense technology. Initially, Montrans used Qlik Sense for its own internal operations, monitoring 50 cars.

Solution Overview

Customer Name

Montrans

Industry

High Tech

Geography

Moscow, Russia

Function

Finance, IT, Sales, Supply Chain Management

Business Value Driver

Customer Intelligence, New Business Opportunities, Reimagined Processes

Challenges

- Enable fleet managers to consolidate masses of telemetry data into meaningful reports
- Reduce fleet management costs and resource overheads such as fuel costs
- Use Qlik technology to move from static reporting towards interactive fleet management

Solution

Implemented Qlik Sense internally initially, then signed an OEM agreement with Qlik to go to market as Montrans Analytics. Montrans Analytics simplifies financial and administration tasks by combining all data under a single control standard.

Results

- 90% improvement in data quality, with insights of direct relevance to business needs
- Reduced need for physical inspections by 70%
- Improved service with dashboards to monitor factors such as fuel level, safety, and profitability

“Qlik enabled us to produce many new reports for our own company and I cannot imagine how we would work now without the platform that we have created with Qlik,” says Stanislav Emelianov, Managing Partner at Montrans.

“We soon realized that we could go further with our software platform. It was a basic platform for collecting data so we began to look for a partner with a Data Analytics solution. We compared vendors and finally made the decision to choose Qlik because it was a leader in the field,” says Emelianov. “That was our next big step towards becoming an IT company, not just an integrator of hardware.”

The company conducted pilot tests and was so impressed by the analytical power of the software that it signed an OEM deal with Qlik and went to market.

Importance of integrated data

The Montrans Analytics cloud solution is a comprehensive fleet management and control product that simplifies financial and technical administration tasks by combining all data under a single management and control standard.

Sensors monitor the condition of the vehicle, its location and movement, mileage and fuel consumption, engine hours and even the way it is being driven. The system checks the availability of permits and authorizations, and enables operators to respond to emergency situations such as route deviations, service requirements or speed delays. It also provides useful information for bookkeeping and payments.

Montrans connects to the customer’s information systems, such as ERP. All vehicle information is combined into an integration module and is checked by a validation module. After validation, the data is sent to Montrans Analytics. Here, the system modules collect and compare data with the monitoring objects. For example, data on refueling is checked with waybills and fuel tank gauges.

Using comprehensive dashboards, information can be analyzed by periods, types of vehicles and branches, and scores are generated for factors such as driving, safety, the volume of production output and the level of profitability. All data reports are visualized in a moment and can be reproduced in daily, weekly, monthly or yearly reports.

Savings in cash and resources

Tracking the savings on money and resources, Montrans says that there is a 90% improvement in data quality, 60% lower data costs and 30% reduction in paperwork. It has also reduced the need for physical inspections by 70% resulting in overall fleet efficiency gains of 28%. Expenses such as fuel costs, new auto parts and vehicle idle times are all reduced.

Montrans now has ambitious plans for the future as Emelianov explains: “Using Qlik was like a new world, and now we are a fresh and new company. It is like we were blind before and now we have opened our eyes because we can make so many different reports and dashboards with the help of Qlik.

“Our future plans with Qlik are to make more and more reports for different spheres where transport is used, like mining and construction. This cooperation with Qlik will help us to grow not just in Russia but in different countries around the world.

“I have seen how Qlik has grown and it energizes me. Its example will enable us to grow Montrans to many times its current size because I see our future in this Data Analytics technology platform.”

Future plans include a move away from the roads and into the home. Montrans believes that its Qlik-based systems may be adapted to use Internet of Things (IoT) to control household devices and improve lives.

The keys to success



28%

overall fleet
efficiency gains



60%

lower data
costs

“We compared vendors and finally made the decision to choose Qlik because it was a leader in the field. That was our next big step towards becoming an IT company, not just an integrator of hardware.”

Stanislav Emelianov, Managing Partner, Montrans



About Qlik

Qlik's vision is a data-literate world, where everyone can use data and analytics to improve decision-making and solve their most challenging problems. Qlik provides an end-to-end, real-time data integration and analytics cloud platform to close the gaps between data, insights and action. By transforming data into active intelligence, businesses can drive better decisions, improve revenue and profitability, and optimize customer relationships. Qlik does business in more than 100 countries and serves over 50,000 customers around the world.

qlik.com