

Case Study - Securing financial assets with Tramigo.

Heavy Construction Machinery.



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Tramigo case file:

Tramigo T22 as a passive tracking solution for valuable construction machinery.

Date: January 2009
Country: Malaysia
City: Kuala Lumpur

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Securing financed assets with Tramigo



Location reports sent automatically by the construction machines are logged into M1 Fleet.

Another problem solved by Tramigo comes from Malaysia where the local distributor of construction machines had a problem; Construction machines leased to clients were going "missing" among clients unable or unwilling to make payments, especially on sites near the border. To ensure that the valuable collateral does not disappear, the financier had been sending a representative to each site once per week to perform a manual count of the machines. Although a relatively effective early warning system, the method consumed too much valuable time and added unnecessary costs.

It was evident that a better solution needed to be found.

Once more, the Tramigo T22 tracking device provided a much more streamlined approach to finding valuable assets. T22 tracking units are now covertly installed to all leased construction machines and report in automatically every 24 hours.

Location reports are logged into a single M1 Fleet equipped PC and the leasing firm no longer has to send representatives at regular intervals just to check up on their assets as the location of the vehicles can be instantly seen on the screen of one PC or even checked via mobile phone!



T22 can be installed covertly into nearly any machine: The outside shows no visible signs of a device installation.

Not only is Tramigo providing a much more cost efficient method of asset tracking, it is also more functional as the perimeter alert allows instantaneous notification when a construction machine leaves the intended area.

In addition to ensuring that assets are not hidden by the lessor, the T22 also doubles up as a silent alarm that helps deal with actual thefts that are commonplace on remote construction sites that often are poorly guarded.

Compared to the risks of construction machines going missing, the T22 is an extremely easily justifiable investment: The installation is quick, requires only a small investment and involves virtually no monthly fees as the daily cost of reporting is limited to the price of a single SMS!

T22 units are already installed into the first 16 leased construction vehicles. The units were hidden into the vehicles, making it virtually impossible to find, or even be aware of, the T22's.



Inspired by the success, the manufacturer is exploring the possibility of installing Tramigo units into all produced construction machines.



The T22 can also be set up to send reports directly to any cellphone so that personnel on site can be informed the instant something happens.

Both the T22 and the external antenna were installed inside the vehicle chassis without drilling holes or other telltales of a device installation. This initially worried the Tramigo team as the sheer amount of metal around a construction machine makes GPS signal acquisition difficult. Tests and experience gained from use dissipated such worries: the effect on GPS accuracy is so small that it does not hinder the locating of such a large vehicle.

Several months and thousands of reports from the vehicles the Tramigos have proved to be up to the task; no machines have gone missing and the client is satisfied with the results.

With one Tramigo success story already in the works, the manufacturer of the construction machines showed interest in exploring the possibilities further and installed the first four Tramigo T22's into the machines used for demo & showroom purposes. Tramigo may well prove to be an invaluable tool to anyone wanting to safeguard construction machinery, whether leased or owned, against theft.

For more information, log on to www.tramigo.com

