





At the point of delivery all orders are processed on the hand held computer using the data from the on board electronic meters and the customer is invited to sign the screen. The customer is presented with an accurate, meter driven delivery ticket or invoice and within one minute an exact electronic pdf copy is sent back to the dashboard as a POD. These are stored electronically in conjunction with the invoice in the back office system for further distribution or recall. So on a daily basis Jones management have all delivery information back in the sales ledger ready for posting; eliminating any administration errors and they get the invoices out quicker which results in getting paid quicker.

## Benefits

Over a period of time the data relating to tanker performance i.e. Number of deliveries per day, average delivery size, time from first order to last, average time between deliveries etc builds up a picture that allows them to plan their resource allocation much more accurately. This has had a profound effect on growing volume not only can Jones Oil make sure that their vehicles assets are performing to their maximum but they can redeploy any extra capacity to new geographies. All income earned from these redeployed tankers was of course incremental to their normal business.



Using OutTrak, [www.outtrak.com](http://www.outtrak.com) Jones Oil have addressed most of the challenges and waste a manual paper based system gives to a fuel distributor. This in turn has brought increased efficiency allowing them to significantly grow their volumes without adding to the overhead, doing more with less.

*"The OutTrak system has paid for itself in a very short time; we have no hesitation in recommending it to any fuel distributor looking to grow their volume and improve their bottom line fast"* said **Paul Curran**, Finance Director, Jones Oil Limited.

Innovation House,  
510 Grants Avenue,  
Greenogue Business Park  
Rathcoole,  
Co.Dublin,  
Ireland  
Tel : +353 1 2570400, UK: +44 1 612102129, Fax: + 353 1 4019903  
Email:sales@outtrak.com  
[www.outtrak.com](http://www.outtrak.com)