



## IOCL EMBRACE TRACER DATA TO MONITOR ITS TRANSPORT VENDORS PERFORMANCE

*IOCL uses the services of third party transporters to distribute its products from Refineries to bottling plant and bottling plants to distributors. It uses around 24000 trucks and tankers*

IOCL is one of Fortune 500 companies, Public sector undertaking in the business of Petroleum products, such as Petrol, Diesel, LPG. Petroleum products are manufactured at Various Refineries located in the various parts of India and then moved to Bottling Plants ( for LPG) , to get filled in Gas Cylinders for distribution to Public and to Industrial needs.

Indian oil , deploys around 24000 tankers and Gas cylinder Distribution trucks to distribute its Products. Since the Products are in huge demand for Common man's day to day life, it is critical for the product to be available at all time in every nook and corner of the Country.

LPG is carried ( BULK from Plant to bottling plants) through Bullets fitted in Trailers, and since it is Dangerous and explosive only special purpose tankers can transport, and hence , both for transporters and for Indian Oil, it is a challenge to optimise the running of the tankers.

IOCL Customers, India Carriers Private Limited, Karamveer Transport Private Limited, Durga Transport company, Subrato Banerjee are some of the major players in the LPG bulk transportation. They are present in West Bengal, Bihar, Uttarpradesh, Delhi, Haryana, Rajasthan, Bihar, Jharkand, Punjab and Gujarat doing the transportation contract job.

### **Challenges**

1. Transporters are working in competitive rates, and they are bound by three year contract
2. Once , they make tankers , this cannot be used elsewhere, and transporters do not have choice but to Run only for such business under contract.
3. Since LPG is highly inflammable safety and security measures needs to be strictly adhered.
4. Since, the products are required by each and every common family, Risk for pilferage is very high .



*IOCL Transporters are getting paid on the basis of Round Trip Kilometers. In order to achieve this IOCL gets data from TRACER - Real time Vehicle Tracking System*

5. Complex distribution structure of oil companies, the tankers keep getting shunted to different plants for transportation( Driver would not be familiar with routes etc)
6. Transporters get paid on the basis of "Round Trip Kilo metres"from IOCL, and they need to ensure driver adheres to the route to ensure their thin margin.
7. Since Drivers are not literate, controlling the Expenditure , repairs and maintenance schedule,cost and cash flow is a challenge .

## **Solution**

IOCL Transporters choose Tracer - Real Time Vehicle tracking system to be installed in all its Tankers carrying LPG from from Pan India Locations.

The advance features of the system offered them clear real time visibility regarding their status, control cash flow, get repairs and maintenance alerts for preventive maintenance.

Tracer System also offered them critical activities such as

- a. Excessive idling
- b. Unauthorised Stoppage
- c. Prolonged Stoppage
- d. Deviation from the set routes
- e. Harsh Acceleration / Harsh Braking Data
- f. Real time reports on No of Trucks parked at Plants and bottling plants
- g. No of Trucks running on road
- h. No of Trucks halting at same location for more than two hours .
- i. Cash requirement for every trip

*Tracer Pushes data generated from its Transporters vehicles to IOCL. No of trips, distance travelled , routes followed etc.,are given in real time.*



## Implementation

Every tanker is fitted with TRACER - real time tracking device and special services are activated at the back end software application for Route Mapping, capturing of critical parameters on Safety, Halt, Over stoppage and to generate automated reports on a daily basis.

## Results

Implementation of the Tracer - Real time vehicle Tracking System gave our customers great relief on accuracy of information to take action. This helped our customers in controlling Trip operations, Cost, Preventive maintenance of tankers, and they have been able to increase efficiency 10 to 12% and cost reduction.



Lateral emSoft Pvt Ltd (LEMS) is an ISO 9001:2008 Electronics engineering Company specialised in Real time embedded systems. LEMS design manufacture products and solution under its brand TRACER. LEMS offer Wide range of Telematic, RFID & Custom solutions in the Indian and Middle East Markets since 2004.

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