

“Automating timesheets in Xora® should save Sunstate about \$50,000 annually in payroll costs. Xora is a key part of our plans to double container shipments in a year and establish a national footprint without adding additional office staff.”

— Warren Woods, Managing Director

Benefits

- ▶ Accurate and electronic payroll processing has saved Sunstate about \$200/day or over \$50,000 annually
- ▶ Limited liability by verifying vehicle mass compliance limits at the point of accepting a load

Background

Sunstate Transport is a Brisbane based heavy transport company specializing in pneumatic tankers, container cartage and warehouse distribution. The fast growing company was started in 2006 with 6 trucks and 8 staff by Warren Woods, an industry veteran. The company now has 27 trucks and 39 staff and moves about 8000 containers annually. Key customers include Queensland Rail and Inghams Enterprises.

Situation

Prior to using Xora, Sunstate had no visibility into the location of trucks. Drivers maintained paper timesheets detailing a log of their daily activities on the job. While the drivers were generally honest, there was no way to maintain accountability for time spent in the field. Customer complaints were typically resolved on the driver's timesheets.

Since most of Sunstate's work was regional, it took a while for the paperwork to be delivered to the office. The paperwork had to be reentered into the system. A single person entered all the data for 29 trucks and 100 containers every day. This process was typically backlogged by 3-4 days. The manual process also introduced possible errors. All this delayed the invoicing process and impacted cash flow for the growing business. If invoicing was not done by the 4th of the month, it tended to delay payments up to 60 days.

Solution

Sunstate deployed Telstra's Xora service on GPS-enabled Nokia N95 handsets in December of 2008 primarily as a means to streamline repetitive activities and improve cash flow.

Using Xora, Sunstate was able to build driver timesheets in real-time starting with the pickup and throughout the day as the driver goes through the various tasks. Every activity is time and location stamped. The location validation based on Xora timesheets provided undeniable accountability towards customers.

In addition, the drivers are also using Xora to complete a pre-trip checklist on the condition of the vehicle as well as the odometer reading.

Sunstate Transport



Results

From just this first phase of deployment, Sunstate has seen a significant increase in accountability. The data collected in Xora automated driver timesheets. This has minimized re-entry of data, thereby reducing errors. Accurate and electronic payroll processing has saved Sunstate about \$200 per business day for an annual saving of over \$50,000.

Using Xora to collect the pre-start maintenance checklist simplified the weekly, monthly and quarterly compliance process for regulatory purposes. The reports are readily available as required to be shown to auditors. Ensuring regulatory maintenance requirements enables Sunstate to carry more weight thereby increasing the buffer for weight compliance.

Shortly, Sunstate is expecting to streamline the invoicing process using Xora. Managing pickup/delivery information in Xora will enable Sunstate to send invoices to customers the day after job completion, improving cash flow.

Sunstate is also viewing Xora as a competitive advantage. Xora will enable Sunstate to offer a real-time invoicing service to their customers helping them streamline their payment collection processes.