



## **Tech Solutions Plus Announces Savings Guarantee Program at PCBC Homebuilder's Conference - First-Ever Firm to Guarantee Performance for a Fleet Management Solution**

*Tech Solutions Plus, the exclusive northern California dealership for FleetBoss GPS systems, offers new program to guarantee that the system will pay for itself in operational savings, including reduced fuel consumption. Solution comes at a time when Governor Schwarzenegger is urging fuel conservation with "Flex Your Power at the Pump".*

San Francisco, CA ([PRWEB](#)) June 28, 2004 -- Tech Solutions Plus (TSP) announced a unique Savings Guarantee Program during the recent 2004 PCBC Homebuilders' Annual Conference in San Francisco. The program guarantees that purchasers of a FleetBoss mobile fleet management system will save enough in fleet operations costs to completely offset the cost of ownership. If the system fails to do so, TSP promises to refund the difference.

As the first fleet management solutions vendor to specifically address the needs of the construction industry, the company created strong interest during the June 16-18 conference, held in San Francisco's Moscone Center. Several hundred visitors -- with fleets ranging from two to 200 vehicles -- were drawn to the TSP booth by the guarantee announcement and by the performance benefits of FleetBoss generally. From a conference-record total of more than 25,000 visitors, the core audience of homebuilders was well represented, but associated contractors and industries such as landscaping, pools and spa, HVAC, and distribution showed interest in the guarantee as well.

TSP is the exclusive Bay Area dealership for nationally-acclaimed FleetBoss GPS fleet management solutions, the only hardware and software package designed to meet the needs of small and mid-sized businesses. In addition, TSP offers the most extensive range of professional services to its clients of any vendor, including customization, training, analysis, and consulting.

### **Improving fleet productivity**

TSP describes its rationale for offering the savings guarantee as a natural part of its business philosophy: "GPS isn't about catching the bad guys anymore," says Wesley Leung, founder and president of TSP, "it's about overall productivity. We believe that, properly implemented, FleetBoss can increase the productivity of any business through cost savings in overtime, fuel, maintenance, and liability. And until the marketplace believes it too, we're willing to guarantee those savings for our clients."

With the announcement of the Savings Guarantee Program, Tech Solutions Plus expects to enhance its leadership position in the growing small-business market for mobile resource management -- and early interest from the PCBC show bears this out. By combining some of the highest-quality technology available with a service-focused, consultative approach, they already offer Bay Area businesses a unified approach to improving efficiency and cutting costs in their fleet operations. According to Leung, adding a guarantee "removes any financial risk associated with the investment, which previously might have caused a small-business owner to think twice."

### **Unique refund program**

TSP's Savings Guarantee Program is an optional program for purchasers of new FleetBoss systems. Clients pay



a one-time fee to join the program, and agree to provide baseline data and cooperation in analyzing and managing their fleet expenses.

TSP will then refund any difference between the actual savings in fleet expenses, and the ongoing monthly costs of owning the system, beginning three months after implementation. (Cost of ownership is based on a three-year amortization, and includes the initial program fee.)

#### TSP supports fuel conservation

Cost savings are the obvious bottom line results of installing a FleetBoss system, but there are other tangible savings to consider — like the real reduction in fuel use, supporting environmental concerns. In a May 26, 2004 press release, Governor Schwarzenegger urged, "I am calling on you, the state's workforce, California businesses, local governments and nonprofit organizations to commit to a series of actions that will reduce fuel use. We can keep California rolling by making common sense changes in the ways we use fuel."

"By using one of our solutions to monitor things like vehicle idle time, traffic and more direct routes, companies can see significant reductions in fuel consumption. We support the Governor's efforts." said Leung.

#### About the system

The Boss® systems combine GPS-based tracking data and proprietary software to deliver fleet information in a cost-effective way, monitoring efficiency and productivity. The systems provide managers with key vehicle data such as start and stop times, number of stops by address per day, mileage, maximum speed, idle times, routes traveled, and they can also be customized to monitor service equipment usage.

The Boss® systems use a small antenna on each vehicle that links it to the GPS system which can then monitor each vehicle's activity 24/7, all year round. The vehicle data is easily downloaded into the user's database, providing a permanent history of the entire fleet operation.

#### About Tech Solutions Plus

Tech Solutions Plus (TSP) is the exclusive distributor for FleetBoss in the greater San Francisco Bay Area. Combining many years of experience in the transportation management, technology, and software industries, TSP provides expertise, as well as the highest-quality GPS equipment and software, to clients. Professional fleet-optimization services include:

- \* Needs assessment
- \* Post-sale consulting and training
- \* System/reporting customization
- \* Around-the-clock tech support
- \* Risk management services

To learn more about products and services, contact: 415.282.3517 or visit: [www.sftsp.com](http://www.sftsp.com)

#### About FleetBoss

FleetBoss Global Positioning Solutions, Inc. is the industry leader in GPS-based vehicle tracking systems, used to monitor and manage fleet vehicles on a local, regional or nationwide scale. The company's The Boss® fleet management systems featuring FleetBoss AutoGraphics® software dramatically improve the efficiency and overhead cost of fleet ownership by identifying and monitoring vehicular events and activities such as speeding, unauthorized use, asset under-utilization, unnecessary idling, time at the job site, miles driven and more. The company distributes The Boss® fleet management systems through a nationwide channel of authorized dealers and sells directly in select markets. For more information, call 877.265.9559. Online:



[www.fleetboss.com](http://www.fleetboss.com).

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**Contact Information****Donna Lehman**

Tech Solutions Plus

<http://www.sftsp.com>

510-525-1474

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