

Lightfoot and A&E Fire & Security

Building a safer, greener fleet through improved driver behaviour

A&E Fire & Security, one of the leading fire and security protection services in the south of England, has installed Lightfoot's innovative driver behaviour technology to reduce the company's carbon footprint, fuel use, and claims incidence.

Having learned about Lightfoot through social media, A&E Fire & Security spoke at length with Lightfoot's Technology Specialists and Fleet Specialists to determine the ways in which the business could benefit from improved driver behaviour. After taking the time to learn and appreciate Lightfoot's innovative approach to fleet management and driver behaviour, A&E elected to install Lightfoot across its fleet.

"We feel strongly about being able to carry out our daily work to a high standard for our customers. In order to achieve this vision, we require a safe, motivated, and highly-skilled team of engineers who are out on the road 24/7 tending to problems big and small."

Lynn De Backer (Finance Manager, A&E Fire & Security)

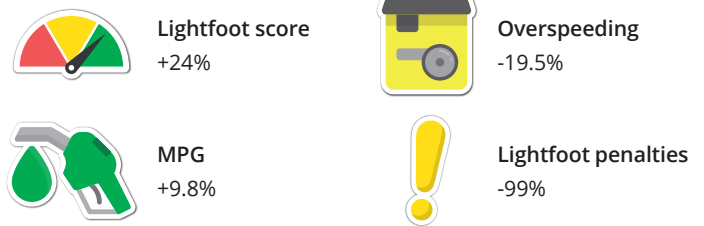


With such high expectations on A&E's drivers, the company was eager to explore the role technology could play in improving working conditions and wellbeing for the people who play such a vital role in the business.

In the initial weeks after installing Lightfoot, A&E used the devices solely to record performance. There was no in-cab feedback or interaction with the drivers, the technology was only being used to establish a definitive baseline for the fleet's efficiency. With a clear picture of A&E's fleet performance established, Lightfoot turned the devices 'live' – activating real-time visual and audible feedback to help drivers maintain a more efficient driving style.

Comparing performance between the two periods made the impact of Lightfoot abundantly clear.

Since running Lightfoot live in-cab, A&E drivers improved:

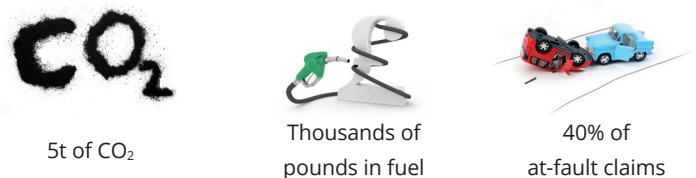


"Introducing Lightfoot has not only helped us to make driving conditions better and journeys safer, our staff are now also rewarded for their commitment, whilst introducing a little competitive edge to keep team spirits high."

Lynn De Backer (Finance Manager, A&E Fire & Security)

But what does this look like in the long-term for A&E Fire & Security?

Over the course of one year, the business can expect to save:



"Lightfoot innovatively monitors our CO2 emissions and encourages better, more fuel-efficient driving which in turn helps to reduce emissions. As a company we are looking beyond our competition, setting a benchmark and making our fleet more efficient and green."

Lynn De Backer (Finance Manager, A&E Fire & Security)

The team at A&E have taken to Lightfoot like ducks to water, with everyone in the company proud to be contributing to the reduction of its environmental impact.

Such is the support for Lightfoot and the company's environmental efforts within the business, the A&E engineers have proposed a new slogan to be added to the fleet's livery:

"Extinguishing Carbon... One Mile at a Time"