

H2Flow Moves from Multiple Systems to One; Reduces Admin, Anticipates 12-15% increase of fleet use per hour, per day.

Sydney 22 June 2010: H2Flow, the largest specialist water carrier in South-East Queensland, has selected the Sapphire Transport Management Suite from premier transport and logistics solutions provider, TransLogix, to streamline its business, optimise fleet use and deliver market leading customer service.

Three directors, Paul Ryan, Mark Broekman and Scott Beioley, bought H2Flow in 2004 and have taken it from a handful of trucks two years ago to a fleet of 20 specialist water carriers servicing landscape, civil and construction industries.

They recognised that only through sophisticated automation of H2Flow's business practices could they reduce administrative costs and improve cash flow. Total visibility across fleet operations was also critical to achieving greater efficiencies and improving customer service.

Paul Ryan said: "We've just scratched the surface of what we can do and we're already the largest carrier in the greater Brisbane area. We're not just a truck operator; we're all about service delivery. What we deliver to our clients needs to be the best.

"H2Flow reached the limits of existing hybrid systems which were not capable of growing with us or providing the sophisticated functionality offered by today's leading technologies.

"We were looking for a partner with the same business driver as us: to become number one in their area. We sought industry advice on the best transport and logistics partners in Australia. We met with TransLogix and homed in on them once we'd seen a demonstration of the Sapphire Transport Management Suite," he said.

The fully integrated Transport, Workshop, Mobility, Compliance, Payroll, Accounts, Data Imaging and Email modules of the Sapphire suite will provide end-to-end control over H2Flow's business from job booking through to allocations, operational management and invoicing to payment of drivers and staff. TransLogix' partner, Mobile Tracking and Data (MT Data), will supply its robust 5080 devices to run Sapphire Mobility & Compliance functions and for driver tracking and monitoring.

The new system will allow complete visibility between H2Flow's three depots, located at Seventeen Mile Rocks, Griffin and Nerang, which operate 24x7 to maximise truck and service use. With the business now secured on a sound technology platform, H2Flow anticipates a 12-15% increase of fleet use per hour, per day.

"H2Flow won the Isuzu Truck Power Magazine 'Truck of the Year' award and we have the most visible fleet in the market. We've invested in the best equipment and we expend a lot of energy in providing the best product. We now have the back office efficiencies and functionality to support that public face," Ryan said.

Back-end Workshop and Finance modules have already been successfully implemented and are currently running in tandem with the existing systems

through the testing phase. "These modules are already showing us where we're gaining efficiencies," Ryan said.

"We've moved from many systems to one integrated system and have already reduced the administrative burden on staff and the associated costs. High on the list of benefits is the elimination of re-keying data," he said.

H2Flow is now preparing for the roll out in July of the "pointy end mobility technologies" which Ryan sees as further improving the bottom line in the company's move to paperless administration and field operations. The clean integration between Sapphire and MTData's in-cab terminals will provide full job data, GPS tracking and customer service functionality.

H2Flow will be using MTData's 5080 7" colour touch screen and G-Force sensors across its fleet. The comprehensive in-vehicle computing solution offers one touch satellite navigation, driver login and software-controlled hands-free phones.

Newly introduced driver guidelines and automated monitoring, as well as wear and tear analysis on the trucks, will see a reduction in maintenance costs.

With GPS and automatic job allocation for the fleet, H2Flow will be able to provide timely and accurate customer service.

"If we're asked by a client to prove whether a truck was on site when we said it would be, we can simply print out an automated report. If a site supervisor or client asks for proof of activity we can identify time, date and speed. We'll have objective data on what we're delivering to clients," Ryan said.

"With the new TransLogix system we're ahead of the market. For the best margins you need to spend money. We're working for an early total cost recovery on the new system of about two to three years maximum.

"Our competitors are a long way from achieving what we have," Ryan concluded.

Anselm Waterfield, CEO of TransLogix, said: "TransLogix' wide industry expertise and fully scalable Sapphire suite will complement the drive of H2Flow to secure this specialist transport company's profitable future."

About H2Flow (www.h2flow.com.au)

H2Flow is Brisbane and South East Queensland's leading water carrier for the landscape, civil and construction industries. From its three depots at Seventeen Mile Rocks, Griffin and Nerang, H2 Flow currently has accreditation with six Queensland councils to access recycled water. Additionally their water for swimming pool services has been approved by the Swimming Pool and Spa Association of Queensland (SPASA).

H2Flow's main focus is the provision of services involving the hire of water trucks and it provides these services 24 hours a day, 7 days a week.

About TransLogix (www.translogix.com.au)

TransLogix is Australasia's leading supplier of transport and logistics solutions with more than 350 customers ranging from small family operated businesses through to large, publicly listed, multi-depot transport companies. With offices in Sydney, Melbourne, Brisbane and Auckland, it works closely with customers to provide effective solutions to the rapid and significant changes that are encountered in today's competitive marketplace.

The TransLogix Transport Management and 3rd Party Logistics suite includes more than 30 integrated modules covering accounting, transport management, warehouse, workshop, service, optimisation, scheduling, driver fatigue management, web portal, mobility, POD, GPS, mapping, tracking, Business Intelligence, and document imaging.

TransLogix acquired Transit Computer Systems in January 2010, adding the Odyssey routing and scheduling technology to its portfolio. Odyssey is used by many of Australia's leading companies as part of an integrated approach to reduce carbon emissions, as a tool to produce daily schedules, re-organise fixed routes or for strategic modelling.

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