

PRESS RELEASE

LocoNav's Fleet Management and Video Telematics Solutions enabled logistics company Medallion Translinks to save INR 7.25 crores+ in One Year

- *Medallion Translinks, an Indian logistics company, with a fleet size of 170 commercial vehicles saved up to ₹4 lacs per truck annually through a reduction in running costs per mile.*
- *INR 45 lacs was saved in penalties this year by deploying AI-powered Video Telematics using dashcams.*

New Delhi, 4 May 2022: LocoNav, a full-stack fleet software company today announced that it helped Medallion Translinks, an Indian logistics company save more than INR 7.25 crores in a year by deploying its fleet management and video safety solutions for its fleet of 170 vehicles. Working closely with LocoNav, Medallion Translinks got a better understanding of fleet management and it has now been able to diversify its portfolio and grow into a complete logistics business from being a traditional FMCG company.

Medallion Translinks provides transportation services to global Consumer Packaged Goods (CPG) and automotive companies. It started as an in-house fleet for its own CPG business with trucks and motorcycles carrying the finished products to micro-retailers in the interiors of India. It went on to adopt LocoNav's solutions to address challenges including pilferage of cargo and fuel, misuse of vehicles, and delay in delivery.

Pranjal Tulsian, Founder, Medallion Translinks, said, *"Using LocoNav's solutions gave us the confidence to diversify into a full-blown logistics business from being a traditional FMCG company. We have not only been able to reduce our costs significantly but also improve our fleet, driver, and cargo safety by using solutions such as e-locks and video dashcams. The solutions have enabled us to maintain a check on our drivers and prevent misuse of vehicles."*

Co-Founders - Shridhar Gupta and Vidit Jain, said, *"Digitalization in fleet management is proven to drive positive impact on the bottom line and the overall ecosystem. The time is now for businesses to understand and implement fleet tech for a lasting impact in the future as well. Medallion Translinks' success story is a testament to the opportunities fleet tech can unlock for businesses across industries and we are thrilled to be a part of this transformative journey."*

Maximized cost savings and enabled operational efficiencies

LocoNav's solutions have helped Medallion Translinks to reduce its average running cost per km for each vehicle resulting in savings of INR 4 lacs per truck annually. LocoNav's solutions including efficient tracking, geofencing, and trip management resulted in doubling the growth in trips traveled per month. With more fleet visibility, the period of storing raw materials in factories was reduced from 25-30 days to 2-7 days, resulting in a 20% reduction in operational overheads at the manufacturing end too! Additionally, Medallion Translinks saved 10% of fuel cost as a result of using LocoNav's fuel monitoring solution that uses tank-mounted IoT fuel sensors leading to mileage improvement and lower pilferage. Through the use of



AI-powered video telematics leveraging dual-channel dashcams, the company has reduced its annual penalty cost by INR 45 lakhs (INR 53,000/vehicle).

Increase in business efficiency

Starting as the logistics arm of a Food & Beverage major, Medallion Translinks today is a full-size logistics company with the business oversight and efficiency it has secured leveraging LocoNav's solutions. With this, it has also helped its global MNC clients with efficient fleet management service. The company experienced increased customer satisfaction as the cargo was delivered safely and there were fewer delays in the transportation process. It has further registered 2X growth in trips per month via efficiencies derived using efficient tracking, geofencing, and trip management. This business growth gave Medallion Translinks confidence to invest in rapid business expansion and it has grown its fleet size by an additional 130 vehicles, taking its total fleet strength to 300 vehicles within a year of adopting LocoNav's fleet tech.

By implementing LocoNav's solutions, Medallion Translinks has been able to improve its operations and increase efficiency helping the business to grow to the next level.

About LocoNav

Founded in 2016, LocoNav is a full-stack fleet software company focused on democratizing access to fleet technology for drivers and fleet owners in emerging and high-growth markets around the world. With a presence in over 50 countries across the globe, LocoNav is a one-stop fleet-tech solutions platform. Backed by AI and IoT-led innovative offerings, LocoNav empowers fleet owners and operators to achieve operational efficiencies and cost savings, along with driver and vehicle safety. LocoNav's products and services include LocoADAS - advanced video telematics & driver safety solution, LocoNav powered Fastag solution that helps drivers in India to experience hassle-free toll payments and save fleet owners money by automatically triggering refund requests on incorrect deductions. LocoNav has raised \$37M in a Series B round from Quiet Capital, Anthemis Group, Sequoia Capital India, Fundamental, RIT Capital Partners, Uncorrelated Ventures, Village Global, and other leading investors. LocoNav was awarded the Best Software Solutions Provider of the Year: SaaS in Startup 2022 awards by Entrepreneur India. For more information, please visit: <https://loconav.com>

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