



## COMPANY BACKGROUND

Freightliner, Western Star and Fuso are brands of Mercedes-Benz South Africa (MBSA). MBSA is a wholly-owned subsidiary of the global motor manufacturer, Daimler AG, with a history of over 60 years in South Africa as a committed corporate citizen.

Unique in the sheer scale of its comprehensive vehicle offering in SA, MBSA has a strong tradition of innovation, coupled with a drive for superior customer service. This allows the company to tailor-make mobility solutions for its fleet customers through its extended value chain.

## BEFORE TRUCKSCIENCE

In his role as Product Manager for Freightliner, Western Star and Fuso; Duncan Prince has been using the software since 1997 and before that calculations were done with pen, paper and calculator.

*"While I believe understanding first principles of doing the calculations is important, using TruckScience is fast and accurate and that just changes the speed at which we can be productive."*

*Duncan Prince, Product Manager, Freightliner, Western Star, Fuso*

## HOW FREIGHTLINER, WESTERN STAR & FUSO USE TRUCKSCIENCE

Freightliner, Western Star & Fuso's Product Manager uses the software primarily for **weight distribution calculations and for specification comparisons between vehicles.**

*"Most of the weight calculations I do are done so quickly that they are finished and emailed to the customer while I'm still talking to them on the phone."*

*Duncan Prince, Product Manager, Freightliner, Western Star, Fuso*

He uses the Performance Module occasionally when testing fuel consumption, performance and cost effectiveness on specific trucks as a guideline figure. This really helps on a day to day basis in **building relationships with customers by understanding performance & behaviours of actual vehicles.**

*"In terms of support; the team is great. They are always willing to help. Typically we contact them when we want to introduce new models into the software. What we like is that if we put together a model that stretches the boundaries of what people have done in the past; they make it happen."*

*"As far as a single source solutions goes, TruckScience is pretty solid. In fact, I think it's the most complete package on the market."*

*Duncan Prince, Product Manager, Freightliner, Western Star, Fuso*

## CORE BUSINESS BENEFITS

### INCREASED PRODUCTIVITY

The ability to make Weight Distribution Calculations Fast & Accurate has increased Productivity.

### NEW MODEL INTEGRATION

New Vehicle Models can be easily integrated into the system ensuring our processes are always up to date.

## MODULES WE USE



Configuration



Performance