

CASE STUDY FLEETMAN AND BRINKS



Previously, regular reporting used to take us half a day. Now, we have it at the click of a button at any time.

Matyáš Binter,
ATM & Digital Retail Solutions Manager,
Brinks

Summary

Brinks Czech Republic, operating a fleet of **over 300 vehicles, manages and transports cash for hundreds of retail clients.** Although their internal fleet management system had accurate route tracking capabilities for each vehicle, operational information **was scattered across numerous manually maintained spreadsheets and documents.**

The Fleetman application finally provided the company's fleet manager with a clear overview and organised data regarding mileage, fuel consumption, servicing, and other financial costs at both fleet-wide and individual vehicle levels. **Fleetman has streamlined daily administration as well as regular reporting at Brinks.**

About Brinks

Brinks has operated in the Czech market since 1990, when it became one of the first security agencies in the then Czechoslovakia, originally registered under the name GROUP 4 SECURITAS a.s. Today, Brinks Czech Republic holds a significant share in the banking sector, especially in ATM network management. The company provides customers with comprehensive cash management services.

Brinks CZ is part of The Brink's Company, which is publicly listed (NYSE: BCO). In the Czech Republic, it operates seven branches and employs more than 730 individuals. Its fleet numbers approximately 350 vehicles and continues to grow.



Photo source: Courtesy of BRINKS

Challenge

In 2021, a new **fleet manager, Matyáš Binter**, joined Brinks. At that time, the company had **nearly 300 uniquely equipped vehicles for safe cash management and transport**. However, there was a pressing issue that needed to be promptly addressed.

While the internal system could track vehicle routes and mileage, **all data and statistics on vehicle operations were dispersed among various manually managed Excel spreadsheets**. Repair costs were in one spreadsheet, mileage in another, and fuel consumption elsewhere. Linking costs to specific vehicles was a challenge, monitoring regular maintenance was complicated, and the ability to track long-term operational efficiency statistics was lacking. Occasionally, something would be overlooked (oil change, mileage, MOT), increasing the risk of higher costs.

Fleet manager Matyáš Binter convinced Brinks management that **truly responsible fleet management required a new system**. Together with colleagues, he **explored the market and approached around ten potential suppliers**. However, most available applications were designed more for drivers and lacked core features essential for a fleet manager's administrative work. Additionally, **Brinks also required seamless integration with existing internal systems and bespoke functionalities**.

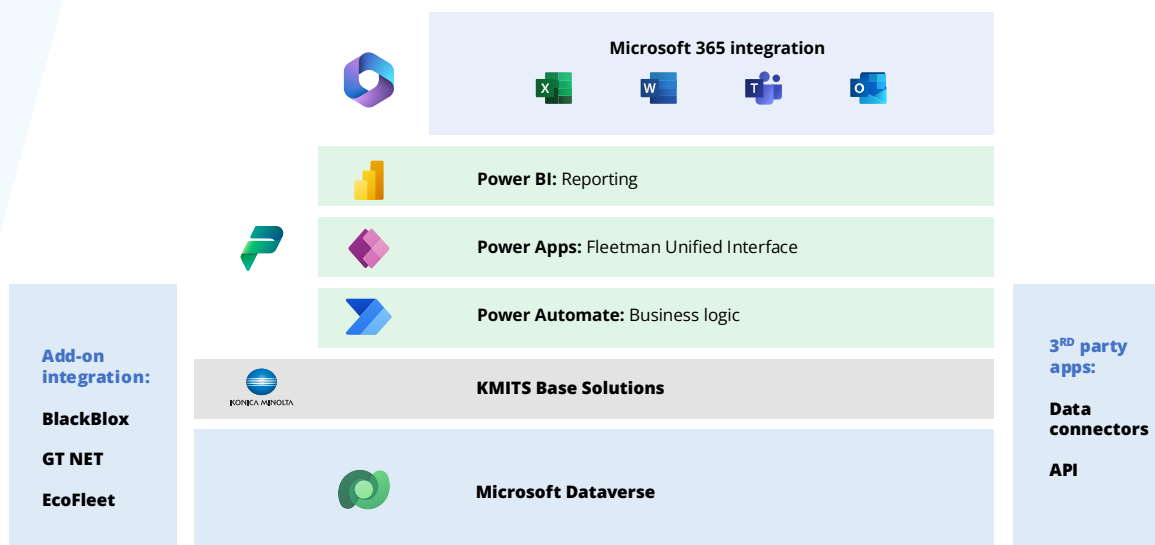
The only **provider meeting the criteria for both functionality and system openness** was Konica Minolta IT Solutions Czech with the Fleetman application.

Solution

Fleetman is built on the low-code **Microsoft Power Platform and Dynamics 365**. This ensures system openness as well as **stability, security, and continuous updates**.

The application covered both standard and specific requirements of Brinks:

- **Vehicle records** (technical documentation, registration plates, drivers) and accessories (parking cards, satnavs) linked to documentation (contracts, invoicing, repair records), vehicle-related events (MOT, servicing, inspections, accidents), and other data
- **Tracking fleet costs** down to each vehicle and driver – for example, fuel, repairs, tyres, tolls, and more
- **Alerts for upcoming maintenance**, inspections, mileage, contract expiry, and similar deadlines
- **Automated data import**
 - from the internal BlackBlox GPS system (mileage),
 - from the GT NET servicing system for communication with service providers (estimates, invoices),
 - from fuel cards (template-based, API development planned),
 - option to manually import additional data from Excel,
- **Pre-set reports and statistics** in interactive dashboards covering:
 - Costs and profitability
 - Fuel consumption
 - Mileage



Fleetman architecture

A white Brinks truck is shown in the background, with the company logo on the side. The truck is a modern cab model with a large windshield and side mirrors.

Fleetman is built on Microsoft Power Platform, a low-code platform for developing business applications. This gives us great opportunities for integration and the necessary flexibility. We can quickly adapt to customer requirements and appropriately tailor the product.

Roman Berger,
Senior Solution Architect a Team Leader, DIM Power Platform,
Konica Minolta IT Solutions Czech

Benefits

Centralised data
for the entire fleet.

Comprehensive overview
of current fleet operational data.

Predictive maintenance
enabled by continuous monitoring of vehicle condition and usage

Time savings in report preparation
– from half a day to a single click, available anytime

Elimination of risks
from missed deadlines, exceeded mileage, lapsed servicing, etc.

Increased operational efficiency using data
– driven tools and Lean Six Sigma methodology.

Integration with Microsoft 365
– exports to Excel, documents in SharePoint, instant communication via Teams and Outlook, Power BI reporting

Scalability for fleet expansion
and multi-branch operations

Naturally, Fleetman handles operations and vehicle record integration very well. But what really convinced us was its openness to customisation and integration into Microsoft 365. And we were originally a Google company.

Matyáš Binter,
ATM & Digital Retail Solutions Manager, Brinks