

User Success Stories

Spartan Logistics, LLC

Based in San Juan, Texas, Spartan Logistics, LLC is a for-hire carrier and brokerage that hauls a wide range of freight such as furniture, tools, office supplies, and refrigerated and frozen goods on short and long hauls throughout the United States, Canada, and Mexico. The company routinely handles complex logistics processes, transferring freight between plants, ports, warehouses, and more. It is also certified for several types of equipment and materials and operates in full force around the clock while maintaining impeccable on-time and safety records. Company owner David Aleman finds particular satisfaction in taking a hands-on approach with his customers, giving each of them the personalized attention they deserve. This level of service is a tall order for any trucking company owner, particularly one juggling the complex processes of Spartan Logistics.

Aleman was General Manager of a large national transportation and logistics company when, in July 2007, he set out on his own to found Spartan Logistics. Knowing that a business will fare much better in today's industry when keeping up with the latest available technology, Aleman decided right away to look for a powerful software system to run his daily operations. Via the Internet, he gathered information on several leading solutions, ultimately identifying Prophesy Transportation Solutions as his most promising option. "As a new business owner I had to watch every dollar and was forced to put cost above most other factors in my software investment," said Aleman. "But I was pleasantly surprised when I saw that Prophesy is extremely versatile and has the same, and in many cases, even more capabilities than other higher-priced vendors but with a much smaller price tag."

Later that month Aleman reviewed the Prophesy Dispatch-Series software one-on-one with Prophesy National Sales Manager Kevin Pasternack. Given his limited funds, Aleman was happy to learn about Prophesy's "building block" approach to software. "It was great to know I could add only the exact features I needed at the time," said Aleman. "This allowed me to make cost savings my biggest priority in the beginning, and think about more advanced features later. This was exactly what I needed to free up capital while still having the functionality I needed to effectively run my new business." Initially Aleman invested in the basic Prophesy Dispatch with integration to his existing QuickBooks accounting software, along with modules for fuel tax reporting, commercial mileage and routing, driver management, and fuel card importing. To keep tabs on his important assets, he purchased Prophesy's web-based GPS truck tracking solution.

Aleman received the software at his office and quickly installed it on his network server and 10 workstations without the need for help from outside technical consultants. At the same time he received phone-based software training at the University of Prophesy, learning the ins and outs of his new system during multiple sessions with an expert Prophesy instructor. "My instructor was excellent," said Aleman. "She was very patient and taught me everything I needed to know

in a clear and interesting way. I was able to take that new knowledge and easily pass it on to my employees, and we hit the ground running with no hiccups."

Over the following months and years Aleman has continued to build upon his Prophesy software suite, now utilizing the powerful GPS-enabled TrackerDispatch to track his trucks and transmit load data directly to and from drivers, as well as the GlobalWave GPS trailer tracking interface and Prophesy's brokerage module. He has added several user licenses to accommodate his growing workforce and has gained enhanced data speed and stability with Prophesy's SQL database upgrade. One particularly opportune addition for Aleman is Prophesy FuelLogic, which allows him to optimize fuel purchases for his vehicles. "FuelLogic has become part of our regular routine," said Aleman. "Before every trip we generate a FuelLogic fuel solution and give it to the driver so he knows exactly where to fuel up for the most efficient consumption. It has given us a tremendous advantage in fuel savings, which couldn't be more important in the current times."

Certain Prophesy additions have even allowed Spartan Logistics to offer new services to its clientele. Thanks to Prophesy VisiFreight, Spartan customers now have the ability to view the status of their shipments from any web browser, much like large parcel services such as FedEx® and UPS®. And with Prophesy Document Imaging, Spartan personnel are able to scan and store all important documentation and make it immediately available to their customers on demand.

After two years in business using Prophesy software, Spartan Logistics has not slowed down one bit. From an initial 10 trucks, Aleman now runs a fleet of 41 and plans to purchase five more vehicles in the short term. To manage his growing fleet, he is currently reviewing Prophesy FleetTrax to track complex preventive maintenance schedules and necessary repairs. But of all the advantages gained by using Prophesy software, the most gratifying to Aleman is that he can spend less time worrying about kinks in running his business, and more time giving his customers the special hands-on attention for which he is known.

For more information about Prophesy's Total Solution for Trucking, email moreinfo@mile.com or call 800-776-6706.

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