



CUSTOMER PROFILE

ZONAR delivers added precision to the outside plant electrical contracting company when conducting business as usual and unusual

Overview

Leaders in Contracted Electrical Services

PAR Electrical Contractors Inc., a Quanta Services Company, is one of the largest and most respected outside plant electrical contracting companies in North America, specializing in the construction of high-voltage transmission lines, distribution lines and substations, and also storm restoration services.

Based in Kansas City, Missouri, PAR has permanent offices across the nation as well as temporary offices near its work sites. Offering capabilities that encompass the full range of electrical distribution, transmission, and substation construction and maintenance services, PAR utilizes more than 8,000 pieces of equipment—from air compressors to large road grading cats—at any given time.

Precision Gained with Zonar

PAR had been experiencing some challenges brought about by using manual systems to meet regulatory requirements. These requirements included having to keep track of the usage of its equipment by location for tax purposes, and ensuring mandatory safety inspections were being conducted on vehicles. By implementing Zonar Systems' High-Definition GPS (HD-GPS) and Electronic Vehicle Inspection Report (EVIR[®]) systems, PAR was able to more easily meet its regulatory obligations. PAR also gained a new level of accuracy on measuring its equipment utilization. The Zonar outfitted PAR equipment was able to "track itself", which has proven to be useful in its business operations both in the usual, day-to-day operations as well as in the more unusual or hectic times, such as PAR's mobilization to help southeast Texas restore power in the aftermath of Hurricane Ike.

Apportioned Taxes Leads to Finding a Solution

Because PAR is subject to apportioned taxes on its fleet, there is a need to account for the miles driven in any state in which the company operates. For PAR, which operates in multiple states, manually tracking miles driven in a particular location was a labor-intensive task. This was the primary reason PAR began looking for a solution which led them initially to Zonar's HD-GPS system.

Zonar HD-GPS Enables More Accurate Tracking

PAR began a pilot program using Zonar HD-GPS to automatically track and report on equipment usage that included verifying the miles driven in any state, at any given time. The result was a precise apportioning of the equipment and an elimination of the risk from uncertainty and fines.



"Since Zonar we've been able to provide more service to more vehicles (approx. 10%-25%). Issues are flagged and prioritized. And the GPS allows us to see what vehicles are grouped together to plan repairs in the same area."

*- Keith Burnet, PAR Mechanic,
Des Moines, IOWA*

From Five to One: A Shift from Manual to Paperless Practices Results in Same Day Repairs

While working with Zonar on the pilot, PAR learned more about its EVIR system, which provides a verified visual inspection of fleet vehicles. EVIR is the only solution that enables drivers and linemen to electronically complete the mandatory pre- and post-trip inspections as well as report defects of equipment.

By eliminating the use of paper for inspections and expediting the reporting of defects, PAR mechanics have gained a broader view of what needs to be repaired. This enables them to more efficiently fix multiple units located in the same general vicinity, in less time. Repairs can now be handled in the same day versus the five days it would have taken before using Zonar. This quick turnaround greatly benefits the drivers and linemen who depend on the equipment being up and running to get their jobs done safely.

New Clean Air Regulations Led to Zonar Roll-Out in California

Given that a substantial amount of work is conducted in California, PAR must also meet the strict air quality regulations recently established by The California Air Resources Board (CARB). These strict regulations mandate that all construction companies report engine hour usage for every piece of equipment, regardless of where it's located. Companies who can't demonstrate compliance run the risk of receiving potentially huge fines.

After the success of the pilot for addressing apportioned taxes, PAR decided to also use Zonar's HD-GPS system to meet CARB regulations. PAR is now able to automatically and precisely monitor the location of any piece of equipment at any given time, and accurately track and report engine hour usage. This level of accuracy couldn't be met without Zonar.

When Disaster Strikes, Business is More Unusual

When Hurricane Ike began moving in on Galveston, Texas, CenterPoint Energy, the primary utility company in Texas, reached out to numerous electrical contractors for support, in anticipation of the outages Ike would certainly bring. As it turned out, more than 3 million of the 3.5 million electrical customers in the Galveston area were without power after the storm.

PAR responded to the call, sending more than 640 people and 750 pieces of equipment to help out for 17 days, including the equipment recently equipped with Zonar's HD-GPS system. Once the work had been completed and power restored, the tedious billing process began. In the past, after times like these, it was always time consuming to document what equipment was used, where, and for how long.

After responding to this disaster with equipment that was using Zonar, PAR realized Zonar's short- and long-term value:

- **The Power to Know:** Being able to immediately know what equipment was dispatched, where it was at any given time, and how long it was there.
- **Substantiate Billing:** Automatic reports generated on the whereabouts and utilization of equipment provided the necessary documentation to support billings and protected the revenue earned.

Customer Snapshot



Industry

Outside plant electrical contractors

Company

PAR Electrical Contractors, Inc.,
a Quanta Services Company

Employees

2,500

Locations

Based in Kansas City, Missouri with
offices across the nation

Website

www.parelectric.com

Challenge

- Effectively track the whereabouts and usage of equipment throughout the various states in which PAR operates
- Verify usage and location to meet regulatory and billing requirements

Solution

Zonar Systems' Electronic Fleet
Management Solution

Benefits

- Lower risk of fines and uncertainty by meeting regulatory requirements
- The ability to substantiate billing in hectic times
- Significant time savings in responding to repairs - same day vs. five days
- More effective allocation of equipment
- Improving the fleet department's response time and satisfaction levels with its customers, the construction crews



Conducting Business as Usual is Easier When Equipment Tracks Itself

With so many pieces of equipment, keeping it in good working order or reporting on its location or engine hours at any one given time can be a real challenge. In addition, meeting state and other operating regulations is increasingly complex.

Zonar's Electronic Fleet Management solution enables PAR to more quickly and easily track and respond to inquiries about its equipment. For the fleet operations team it became instantly apparent that Zonar provides significant benefits in two primary areas:

- **Time Savings: Same Day Equipment Repairs vs. Five Days.** By eliminating the use of paper for inspections and reporting defects, mechanics are able to more efficiently and expediently repair equipment.
- **Cost Savings: More Effective Equipment Allocation.** The added precision and reporting capabilities provided by Zonar is enabling PAR to better manage equipment utilization. This added visibility will lead to less money spent on renting equipment, determining which pieces are profitable, and which are underutilized and can either be more effectively allocated or in some cases sold.

Innovative Products and Partnership Provides the Precision to Protect Revenue

While PAR is still rolling-out Zonar's solution, the innovative collaboration between these companies has already yielded significant results, in both the business as usual and unusual situations.

PAR is gaining the precision with which to more effectively report on its equipment whether for billing, utilization, or more importantly, contributing to the bottom line. Benefits already realized include:

- A lower risk of fines and uncertainty when meeting regulatory requirements
- The ability to substantiate billing in hectic times
- Significant time savings in responding to repairs, enabling mechanics to more quickly service equipment and reduce vehicle downtime
- Visibility into equipment utilization which will contribute to more effective allocation of the equipment, increasing the profitability of the various departments
- Improving the fleet department's response time and satisfaction levels with its customers, the construction crews

CONTACT ZONAR TODAY:

Email: info@zonarsystems.com

Call toll-free: 877.843.3847

Or visit: www.zonarsystems.com



"With Zonar, we can and are able to dispatch equipment much more quickly to a specific location."

*- Keith Burnet, PAR Mechanic,
Des Moines, IOWA*



"Zonar's solution is truly concept to completion. They're not just an integrator but an OEM, one that continues to do an outstanding job of interfacing with us, listening to our needs, and producing a solution that meets not only our operation requirements but the regulatory ones too."

*- Rick Roton, Director of Fleet Operations
PAR Electrical Contractors, Inc.*



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