

# Heinrich Schwarz GmbH

"By introducing the OPTITOOL APP, we have gained more flexibility and a much more transparent and simple process planning."

Sven Steckel, Fleet manager and safety adviser for the transport of dangerous goods, Heinrich Schwarz GmbH



## Why did you decide to use OPTITOOL?

Our reaction to rising fuel costs was the introduction of an efficient trip planning software which optimally plans our constantly growing vehicle fleet with regard to vehicle capacity utilisation and driver working time, among other things. We decided to use OPTITOOL because it was easy to integrate into our company. At the same time, all our restrictions, such as opening hours, time windows and capacity utilization, are kept in the planned trips. Since 2009 we have been planning and optimizing successfully and cost-effectively with OPTITOOL EE.

## Why did you choose the telematics app?

At the beginning of 2017, Heinrich Schwarz introduced the OPTITOOL Telematics APP to replace an existing, outdated system. Before the introduction of the APP, our dispatchers only received GPS positions of the vehicles.

The APP ensures more flexibility and spontaneity. All vehicles are equipped with tablets which have the latest version of OPTITOOL APP installed. Our drivers can now process the single orders quickly and independently at the customer's site and enter the actual delivered amount as well as the receipt number. The dispatcher immediately sees the delivered quantities directly in OPTITOOL EE. The permanent data exchange with the APP makes it possible to spontaneously plan an urgent order, even if a trip has already been started. In this way we can flexibly supply our shivering customers with heating oil in addition to our normal daily business.

## How did OPTITOOL support you?

We have chosen the "Software as a Service" option. OPTITOOL offers the map service via a protected network with backup. As a result, we save acquisition costs as well as follow-up costs and server capacities.

We also required special reports tailored to our company. The OPTITOOL team smoothly implemented this requirement.

OPTITOOL has also given us great support in integrating a new ERP system.

## Heinrich Schwarz GmbH

### Overview

Medium-sized company  
founded in 1925  
more than 60 employees  
more than 12 tankers

### Locations

Headquarters in Dietz,  
sales office in Koblenz,  
4 24-hours point petrol stations,  
more than 20 Shell stations,  
3 independent petrol stations

### Description

As a reliable partner, we ensure that every customer group receives the right product from our comprehensive product range - from high-quality products (mineral oil and lubricant products, wood pellets) to technical systems. We supply our innovative fuels to construction companies, carriers, bus companies, farms, public authorities, retailers and filling stations.



OPTITOOL GmbH  
Im Gewerbepark D85  
93059 Regensburg  
[www.optitool.de](http://www.optitool.de)