

PREFERRED MEALS



Kevin Frey
Director of Warehousing &
Distribution

Preferred Meals is a school lunch provider located in Berkeley, IL. They needed to roll out a solution that would provide proof of delivery and make them FMCSA ELD (Electronic Logging Device) compliant. They were working with another mobile hardware provider that had convinced them to rollout Windows-Based Intermec CN70 devices. These devices lacked processing power and functionality and just wouldn't perform. This left Preferred Meals with a difficult decision to make. That decision consisted of trying to make their existing investment work or invest in a more modern and capable mobile solution. Luckily, they chose option two.

Preferred Meals was introduced to Chris Saunders of Integrated Communications by Omnitracs-Roadnet Technologies. The first thing Chris did was have a discussion with Preferred Meals about their end game and the goals they wanted to accomplish along the way. This allowed Chris to envision their optimal solution and plot a course on how to get there. "They had a challenging mobile environment, but I've always specialized in turning lemons into lemonade." Preferred Meals was in the middle of deploying the Omnitracs-RDC (Routing, Dispatch and Compliance) solution. This solution brings together route planning, proof of delivery and ELD compliance.

Chris went right to work on putting together a proof of concept of his envisioned solution that would check all the boxes for Preferred Meals. This solution consisted of a Sprint-connected Samsung Galaxy Tab E, a Proclip Tough sleeve Ruggedized case and mount with integrated charging, seat rail mounts because they have lease trucks, MDM/Lock Down Software and finally turn-

key staging. Preferred Meals deployed test units and the proof of concept passed with flying colors. The performance of the Sprint network was excellent, as was the tablets, mounts and MDM. Preferred Meals gave Integrated Communications' solution the green-light.

From there, the Integrated Communications deployment team, under the leadership of Liane Saunders, began working with Preferred Meals to procure the turn key solution. The project plan was laid out and firmed up. Preferred Meals wanted a phased, region by region and terminal by terminal deployment. Integrated Communications pre-staged and stored all of the equipment until time to ship prior to deployment. When it was time to deploy a location, Integrated Communications bundled all of the solution components along with the Omnitracs RDC ELD devices and everything arrived allocated by truck number, pre-configured and ready to use.

Preferred Meals made the right choice to entrust Integrated Communications to reverse their initial direction and get them on the right course. "Integrated Communications took a very Complicated Project and completely simplified it for us" says Kevin Frey of Preferred Meals. Since deployment, Preferred Meals has been a very happy and loyal customer to Integrated Communications. They have gone as far as invited Chris to speak during one of their breakout sessions at the recent Omnitracs Outlook conference about the success of their joint mobility deployment. They are now a reference customer to anyone who needs clarity as to what Chris Saunders and his team at Integrated Communications are capable of. 