



**Mobile Solutions**  
*Mobility Made Smarter*

# NALCO Champion

An Ecolab Company



**ONEFLEET**  
SAFETY, SERVICE, OPTIMIZATION

## Case Study

# Scout Leads the Way

**DCT Mobile Delivers “One Fleet” Roll-Out to Nalco Champion in 90 days. By “eating its own dog food” company streamlines complicated technology deployment for 1,100 truck fleet**

A tectonic shift occurred in the chemical management and oil and gas industries in mid-2013 when Ecolab closed a \$2.2 billion acquisition of Champion Technologies. Combined with the 2011 acquisition of Nalco, the new Nalco Champion represented a \$12,000,000,000.00 behemoth in the oil and gas and industrial chemical industries.

Just months into the merger, the Houston-based company sought a systems integrator for a monumental, multi-million dollar project — unifying equipment and capabilities of a 1,100-plus vehicle fleet.

DCT Mobile Solutions, had successfully worked with Nalco in 2010 to deploy on board computers, fleet management software, and it’s own Scout Mobility Suite field service software. After a thorough vetting process, DCT was selected as the sole provider for mobile technology and charged with leading the deployment effort – to be completed within 90 days beginning August 15th 2014.

“We had a very tight time frame to get everything done. Logistics required we start in the southwest and move north. Because we had a number of trucks in Canada and Alaska we had to get done before the snow flies.” Bill Perry, DCT Professional Service Manager.

DCT immediately reached out to its Kansas City neighbor Velociti, Inc. Velociti is an industry

leader managing the installation and deployment of a wide range of technology solutions for Transportation - See more at [www.velociti.com](http://www.velociti.com)

The project, which concluded on time in November 2014, entailed installing roughly 466 trucks with equipment, hardware and accessories to improve oil field services and chemical delivery throughout operations in the U.S. and Canada. In addition, more than 500 additional trucks were inspected to ensure all existing systems were in proper working order.

The new technology on the trucks allows for better processes in chemical delivery, proof of delivery and oil field service. Using multiple pieces of equipment from numerous vendors, DCT assembled kits for each of the 466 trucks and preloaded all necessary software. The local company also created exterior barcode labels for each kit with all serial numbers.



Nalco Champion's trucks were equipped with a Motorola VC6090, a truck mounted mobile computer, and Option Technologies Corp. CloudGate modems, allowing trucks to connect with any cellular network. Satellite modems were also installed in some trucks, allowing for constant communication with the vehicle concerning service work and driver safety.

The installation and inspection activities were executed by

**“That’s what we do, we capture data. We’re providing you with a huge amount of information that can be leveraged to change the game in your business.”**

**Bill Perry - DCT Professional Services Manager**

Velociti, Inc., a global leader in technology deployment. DCT's signature product, Scout Mobility Suite was used by the field technicians to manage day to day service activities associated with the massive deployment.

Each day, Velociti technicians logged in to Scout software, accessing a list of trucks for that particular day's work. Once installation was complete, Scout was automatically updated.

“We had an 8:00 am standup call every morning and every morning we knew exactly what was completed the day before and what was scheduled to be done that day”, said DCT's Perry.

There's a common phrase in the technology business, that summarizes DCT's deployment of Scout for the Nalco Champion project.

“Eat your own dog food.”

In layman's terms, be confident enough in the quality and capabilities of your own product to use that product in the field.

Shane Langston, DCT Mobile Solutions CEO stated, “When

we were selected we immediately recognized that we need to utilize Scout to effectively manage this project.”

Langston credits DCT Development Manager Jeff Simmons with encouraging the company to utilize Scout on the Nalco Champion endeavor.

“I was really excited about having the opportunity to use Scout on an internal project. While we constantly try to educate our technical team on how customers use Scout it was a real eye opener for them to see it in use every single day. I think we all took a lot of pride in the role Scout played in the project,” said Simmons

While the project achieved its main goal of enhancing the capabilities of Nalco Champion's fleet, it had another fortunate byproduct — it provided the company with a better idea of what that fleet entailed.

“At the end of this project, we were able to provide Nalco Champion with a master data list of every single one of their vehicles, and where it is and what's in it,” Langston said. “Prior to this project, they had maybe 70 percent accuracy.”

With each truck valued at approximately \$350,000, DCT helped Nalco Champion pin down more than \$100 million in fleet assets.

“Automating workflow, eliminating paper, reducing your DSO, increasing accuracy, improving customer satisfaction, these are all the traditional hallmarks of mobile computing,” Langston said. “However, done properly, it also harvests a tremendous amount of data that can become one of a company's biggest assets, if properly utilized. That's the future of this: leveraging and sharing that data.”

Bill Perry, DCT professional services manager, oversaw the Nalco Champion project. He likened the effort to his company's name — Data Capture Technologies.

“That's what we do, we capture data,” Perry said. “We're providing you with a huge amount of information that can be leveraged to change the game in your business.”

