



# Johnston Logistics

<b>Established:</b>	1979, Ireland
<b>Headquarters:</b>	Rathcoole, Co. Dublin with centres in Cork and Limerick
<b>Employees:</b>	125
<b>Industry type:</b>	Supply chain management
<b>Solution:</b>	Vodafone Wireless Office Plus, Vodafone Mobile Broadband, Windows Email and data SIMs

**Johnston Logistics, an indigenous Irish supply chain management company, came to us because they were looking for communication solutions that would give them a technological edge.**

They wanted to maintain the high level of customer service they are renowned for, while reducing their telecoms spend. At the time it was in excess of €4,000 a month.

“Telecommunications solutions have become an integral part of the day-to-day running of the business. Timely responses to customer queries are essential and real-time access to email is critical. However, these solutions need to be implemented economically so we can continue to offer a cost-effective service.”  
Carl Johnston, IT Manager, Johnston Logistics.

We set about developing a custom-made solution for Johnston Logistics that incorporated fleet, depot, subcontractor, management and sales team requirements as follows:

1. The entire company fleet was fitted with mobile phones on a Vodafone Wireless Office price plan to allow easy communication between vehicles and depots at minimal cost. A number of Johnston Logistics subcontractors were signed up as company mobiles, which now means free calls to their mobiles.
2. Depot-based landlines were fitted with tellular units which re-route calls to mobiles back to the Vodafone network where they are connected at very competitive rates. A facility that limits the number of calls made by specific user groups has also lowered costs.

3. The management team and sales personnel were provided with company laptops, Vodafone Mobile Broadband and phones with mobile email which gives them easy connectivity with the office, colleagues and customers, wherever they are.

4. A bespoke handheld fleet management tool, which is currently in development with **The company has implemented a communications solution that's cutting monthly bills by 60-70%.** a transport software provider, will soon be fitted with Vodafone Data SIMs and will enable vehicle tracking and delivery schedules with real-time reporting.

In a nutshell, since moving to Vodafone, the company has implemented a communications solution that's driving efficiencies while cutting monthly bills by 60-70%.

“We switched provider as we felt we were lagging behind in the technology stakes and were becoming less competitive as a result. Vodafone offers the most up-to-date yet cost-effective technology and a first-class customer service.” Carl Johnston



**Vodafone's innovative solutions have changed the way we do business while reducing our costs.**

Carl Johnston,  
IT Manager,  
Johnston Logistics.



**To see what we can do for your business, talk to your Vodafone Account Manager.**



Vodafone

# case study