

Azuga Fleet Customer Success Story

Bug-N-A Rug Exterminators

Bug-N-A-Rug Exterminators is a family run business established in 1996 in Wilmington, NC. Providing the best quality service at prices that reflect the true value of that service, Bug-N-A-Rug strives to be the best in the communities they serve. Continually looking for new ways to provide service and knowledge needed to solve customer problems keeps them on top.

We saved more than 50% by switching to Azuga. We found a solution that meets our needs of a busy pest control company, while not hurting our bottom line. Very affordable for a great set of features we need, but they are also quick in helping with account questions and making billing simple. The solution helps us keep track of our drivers in real-time while integrating with our other software."

Stuart Flynn, General Manager



Situation

Locked into a long-term, expensive contract with Verizon and MyFleet from AT&T was not the best solution for Bug-N-A-Rug. With multiple solutions to fit their budget, they were looking to streamline and cut costs. One solution had up to 10 invoices per month with separate unit charges and data fees. Stuart realized there had to be a better way to operate his fleet tracking system.

Challenges

As the company grew, more vehicles were added on with new contracts. With multiple contracts, there were multiple contract end dates. Buying out through the end of an expensive contract wasn't an option. Bug-N-A-Rug waited until there was a manageable amount of vehicles on the contract before buying it out for a better solution.

One key area that needed improvement was the real-time tracking on the vehicles to be able to dispatch the closest or next available technician for immediate service.

Solutions

A company that is easy to do business with, Azuga, came to the rescue. Azuga Fleet provided the features they wanted and needed at a price they could afford, AND with coterminal contracts. One invoice for all vehicles, no matter when the trucks were added on.

Azuga's GPS fleet tracking software allows Bug-N-A-Rug to see the location of their fleet and ensure the work is getting done in a timely manner.

Results

Not new to telematics or GPS tracking, Bug-N-A-Rug was looking for cost savings. By switching to Azuga they saved over 50% off their previous monthly payments and got a solution that met their needs. By shopping around, they were able to find a solution that works as good as the expensive one, with all the bells and whistles, but at a price that was reasonable.

Contract terms were easy. When they want to add on a new vehicle, it goes on the same contract they already have set up. No additional costs for data or hidden fees.

