CASE STUDY

Pulaski EMS

ACETECH™

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ACETECH integrated EMS solutions

provide vehicle intelligence specifically for EMS.

Pulaski County Ambulance District

Fleet of 8 Ambulances and 3 Supervisor response vehicles.

Over 6,000 patients are served per year in a district of 700 square miles.

Over 319,000 Fleet Miles Driven in 2021.

In 2014, Pulaski EMS began designing a new ambulance with a goal in mind: providing their staff with as safe and cost efficient ambulances possible. When looking into driver alert and fleet management systems, deputy chief and paramedic Mike McCart was always running into problems with generic fleet management systems. “Pulaski EMS appreciates our ACETECH systems because they integrate different aspects of the vehicle using their deep understanding of the EMS industry and how it operates. ACETECH knows that Pulaski and other EMS fleets are not the same as truck drivers and delivery drivers, and they allow for integration with essential EMS technologies and medical supplies,” Mike stated.

The Problems:

1. Pulaski was receiving a complaints from the public on their driving while doing patient care.
2. Their 911 Center did not have AVL, so they had no way of real-time tracking their fleet.
3. Their maintenance plan relied on the crews to input mileage by hand and they were having trucks go way past routine service.
4. They knew that they had an exorbitant amount of idle time, but could not quantify or rectify it.

The Solutions – Why ACETECH?

Fleet, Insurance, & Fuel Cost Savings with ACETECH CONNECT

Pulaski is currently running 6 Mercedes and 2 Ford Transit ambulances with **ACETECH Asset Intelligence and CONNECT systems. ACETECH** data has greatly improved the Pulaski fleet operations with years' worth of metrics on fuel consumption, labor costs, mileage/mpg, and scheduled maintenance. When it was time to grow the fleet, Mike used the **ACETECH** data from their old Chevy trucks to make informed decisions regarding which model of vehicles would be most logical to purchase. Comparing the day-to-day data from the Ford gas trucks to the ECO boost motors in the Mercedes has greatly improved their fleet operations and saved them from many unnecessary costs. As of today, Mike says that the average mileage of Pulaski's ambulance fleet is 20 mpg, and that includes three suburbans. With official **ACETECH** report tracking all kinds of data like this has had very positive outcomes with board members, who are "ultimately the final decision-makers." Using **ACETECH** data, Pulaski is able to prove that even though Mercedes is a more expensive model than Ford or Chevy, their Mercedes trucks operate at "a much higher level of productivity" than any of the older models – this data even shows that the newer models are optimizing fuel costs, reducing maintenance needs, and experiencing less wear and tear over time, ultimately saving Pulaski EMS thousands of dollars.

2020 Profits & Losses Sheet

- Line 172: **total fuel cost in 2020 was $53,910**

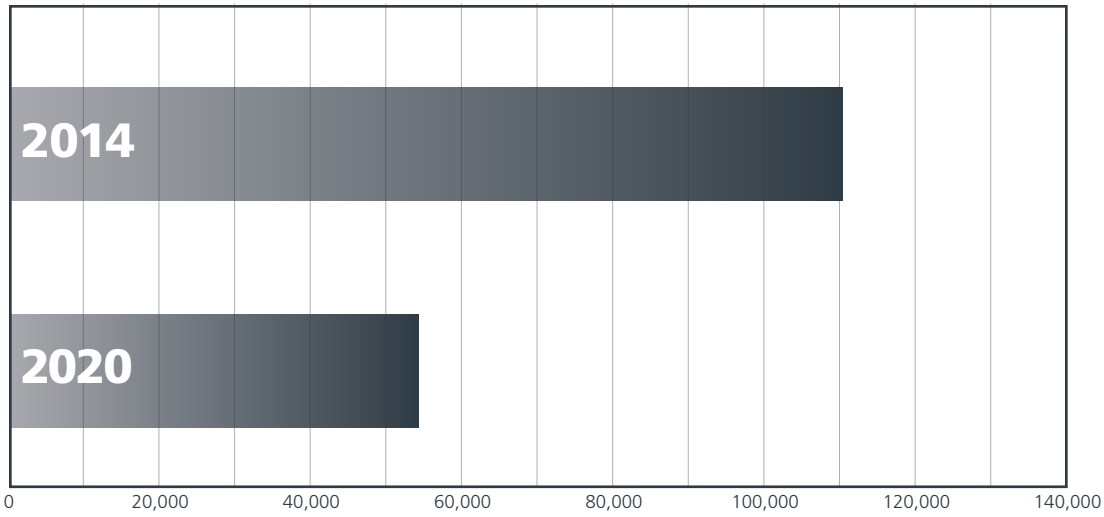
2014 Profits & Losses Sheet

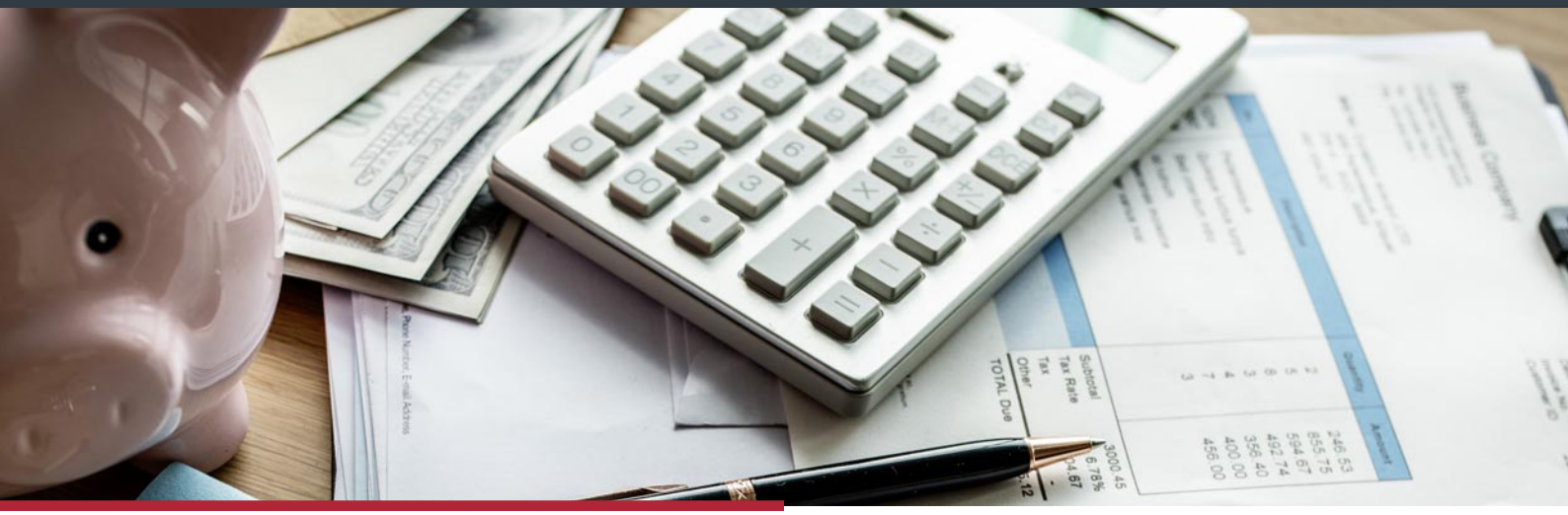
(2014 is the year before they got ACETECH)

- Line 85: **total fuel cost was over $110,000**

Comparing fuel costs from 2020 to those from 2014, Pulaski EMS was able to save almost 50% based on informed decision-making and fuel efficient vehicles.

Fuel Costs





Since Pulaski has all of its trucks running **ACETECH**, there are 8 trucks in the fleet, and they only run 5 of the trucks 24 hours a day, which means that they always have 3 backup trucks. The cost savings from no longer running 6 box trucks (like they did years back) allow them to be running 8 type II ambulances and fully equip them.

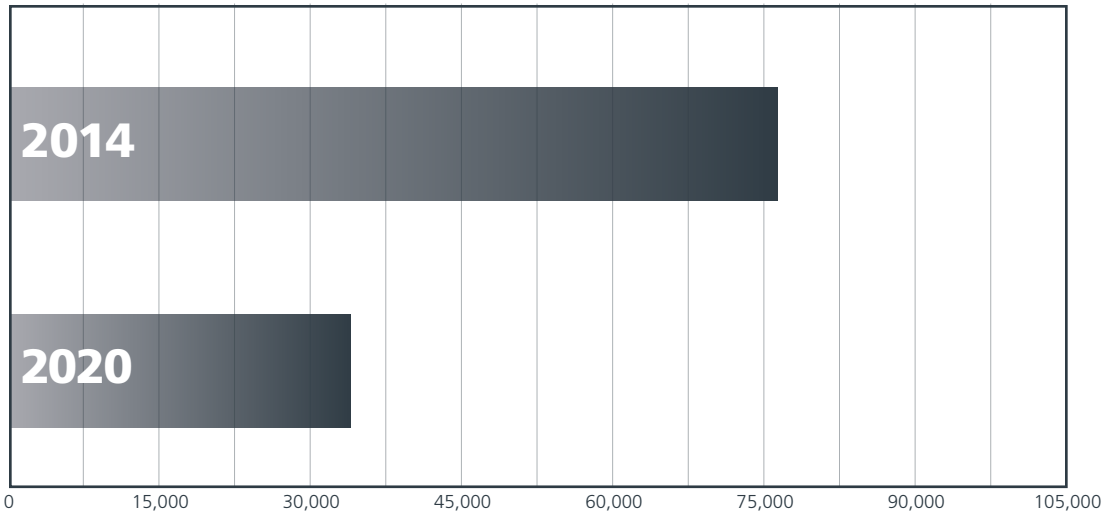
2020 Profits & Losses Sheet

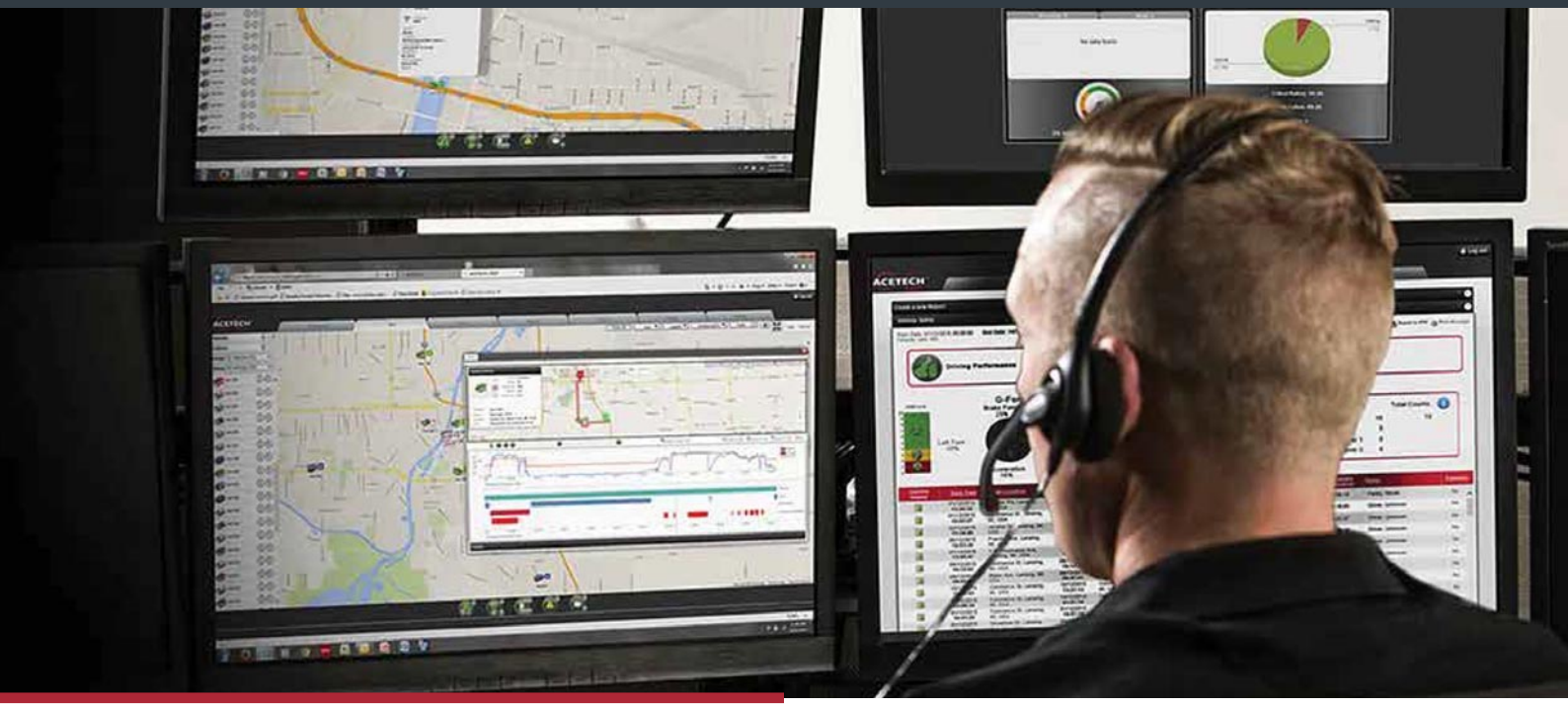
- Insurance cost was **$34,000** (Saver's Insurance)

2014 Profits & Losses Sheet

- Insurance cost was **$76,000**

Insurance Costs





In addition, it is important to note that anywhere narcotics are stored, there needs to be a DEA number to comply with federal regulations. Pulaski set up **ACETECH** scheduling for rotating ambulances, so that every 3,000 miles, **ACETECH** will notify Mike to rotate a truck. That way, when the DEA shows up, they can pull the history of all the trucks and show them that every 3,000 miles they're rotating trucks from different bases to keep up with the mileage, maintenance, and efficiency of the fleet. Before **ACETECH**, the DEA would just have to "take their word for it," but now they can show official documentation and only keep one DEA number instead of eight.

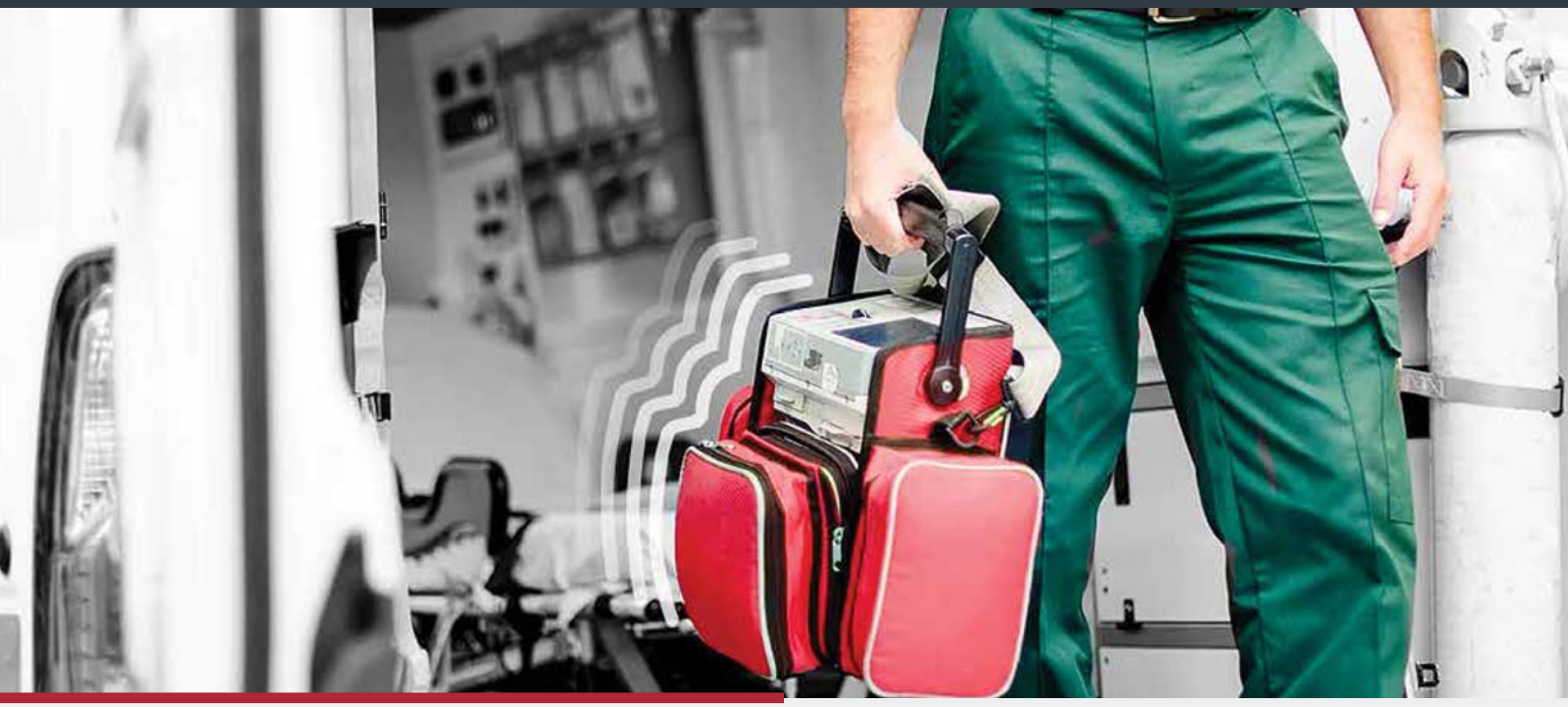
"We rotate trucks around the district to balance mileage and improve the longevity of the fleet. The **ACETECH** system helps remind me when the trucks need to move based on mileage, not just a calendar day," Mike stated.

RFID & Medical Supply Savings with Asset Intelligence

Mike also informed us that **ACETECH** Asset Intelligence has drastically changed Pulaski's fleet operations because now they know where everything is at all times. "I haven't lost a single handheld radio. We used to go through probably three or four glucometers a month…it's still a pain having to keep those things on staff and then when they need it they don't have it. So now that we've tagged those things, when they get in the truck, it tells them it's missing and they go get it," Mike stated.

He also mentioned that they're talking about putting another RFID antenna in the front of the trucks so that they can RFID the two handheld radios and laptop in the front of each truck. Part of the implementation process will be putting some of the budget toward more expensive radios, which will be worth it as long as they have RFID tracking to prevent them from getting lost.

Cost on return for RFID = $24,000



"We tagged a lot of stuff for such a little department. We tagged our video laryngoscopes, every piece of our medical equipment, all of our patient handling devices, the cots, the stair chairs, cardiac monitors, the IV pumps, the ventilators… if a patient claims that we've gone into their house and we didn't do anything," I can look at the RFID data and see exactly where everything was and what was used. "RFID is a great way to assure that protocols are being followed and people are being held accountable."

Conclusion

Pulaski County EMS was looking for solutions for their vehicles that were more tailored specifically to the EMS industry needs. **ACETECH** was the perfect solution for them, as it bundled all of their equipment and helped them to save significant amounts on vehicle, insurance, and fuel costs every year since. Asset Intelligence RFID tracking allows Pulaski to keep track of all equipment in real-time, and Driver ID has helped immensely by monitoring drivers to ensure that all passengers stay safe at all times. Overall, Pulaski has seen major improvements since installing **ACETECH** products in their fleet in 2015. We have saved them countless amounts of time, money, and unnecessary extra labor so that they can focus on saving lives.

ACETECH™

a multi award winning company

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