

A Common Ground; Successful Partnership Creates Ultimate Resources for Customers

Sometimes the best partnerships stem from the most fundamental similarities. With Tyler's VersaTrans® Solution and Zonar® the situation was exactly that: both companies are dedicated to providing the K-12 school transportation industry with exceptional software solutions and customer service. Their partnership was a perfect fit.

On their own, both VersaTrans and Zonar provide software solutions that streamline day-to-day tasks and eliminate much of the paperwork and manual processes that transportation departments would otherwise have to complete. When the two companies came together, the benefit to school transportation departments increased.

VersaTrans is known throughout the industry as a leader in school bus routing, district planning, fleet maintenance and field trip management software. With products like VersaTrans RP®, VersaTrans e-Link®, VersaTrans FleetVision®, VersaTrans TripTracker® and VersaTrans OnScreen®, VersaTrans has helped numerous school districts save time and money by helping them automate their redistricting processes and create more efficient routes that reduce the number of miles traveled by their buses.

Zonar is just as highly regarded. The company provides a comprehensive electronic inspection, tracking and management system for fleet operations. By producing actionable data on a granular level, Zonar's suite of fleet management solutions enable transportation departments to reduce fuel consumption, eliminate excessive idling and increase operator accountability. Zonar's electronic inspection product, the Electronic Vehicle Inspection Report (EVIR®), for example, has transformed the inspection process for districts that utilize the tool. This easy-to-implement system ensures pre- and post-trip inspection compliance, eliminates paperwork, and speeds vehicle repair.

According to Ted Thien, VersaTrans' Vice President of Sales, management at the two companies recognized that although they offered different products, their business philosophies were similar. "Both companies are very solution and customer focused," said Thien. As such,

both VersaTrans and Zonar strive to anticipate and respond to customer needs, technology and other changes that impact all facets of fleet operations and routing. In working together, the two companies recognized areas where each other's products could enhance the services they already provide to their customers, such as integrating Zonar's EVIR® with VersaTrans' FleetVision. Combining the products provides a more robust service for school districts, enabling them to further streamline operations.

"Zonar and VersaTrans make perfect partners because both companies are very solution and customer focused."

-Ted Thien
Vice President of Sales
VersaTrans

William Brinton, Vice President of Marketing for Zonar, defined the partnership as a seamless union of two innovative companies and technologies that will not only increase efficiency for users, but safety as well — a key component to fleet operations in pupil transportation.

"Each of our solutions was derived from simplifying inefficient and often inaccurate processes. By partnering together we are working toward a common goal to streamline the daunting charge of fleet management for all our clients."

-William Brinton
Vice President of Marketing
Zonar

The Zonar and VersaTrans partnership helps to provide school districts with cutting-edge solutions. By combining VersaTrans' flagship product, VersaTrans RP and VersaTrans OnScreen, with Zonar's High-Definition GPS (HD GPS) system, the companies are integrating routing and planning software with GPS collection and processing systems in an innovative way. Rather than leaving it to the user to analyze the collected data, the new service created by the partnership provides a fully automated solution.

VersaTrans and Zonar found common ground in their goal of helping pupil transportation providers achieve success by simplifying workloads and improving processes all while complying with safety and other regulations. Using that common ground as a foundation, the two companies are proud to share technologies for the benefit of their customers.