

## Selective & Dynamic Routing

Operational Efficiencies in Winter Maintenance

Debbie Cavanagh UK Sales Manager



## **Business Progression**

25 years of innovative technology

De-icer Additive	1998
De-icer blending system	2007
Anti-frost surface overlay	2008
Liquid anti/de-icers	2009
Back to black plough blades	2011
Wireless weather sensors	2016
Salt cover solution	2017
GPS Tracking	2018
Saturators	2019
Floating car data	2022
Route Optimisation	2023
Timber salt barn	2023
Selective routing	2024



## **Business Progression**









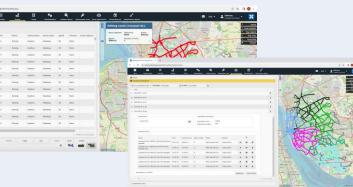










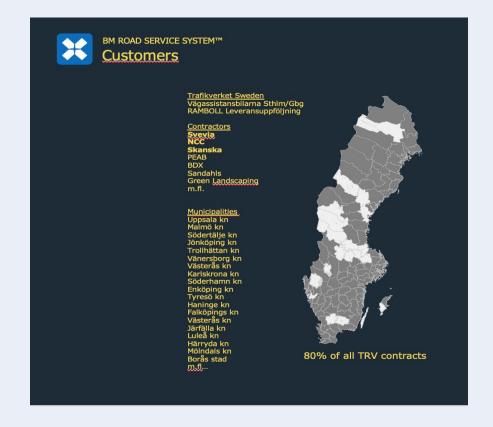






## BM ROAD SERVICE SYSTEM™

## Intelligent planning and management of highway maintenance operations



2018 – Cold Comfort, England Presentation by Andreas Bäckström Svevia, Sweden

"Millions to be saved on digitisation of road maintenance"

"With the exception of reduced costs and reduced negative environmental impact, we can provide higher traffic safety with higher forecast safety. Decision support systems and the increased degree of automation also improves the working environment with reduced stress for operating personal and machine drivers."





#### **Comprehensive Functionality - Modules**

- GPS Tracking
- Weather & connected vehicle data (friction)
- Route Optimisation (static)
- Selective & Dynamic Route Management
- Automated Call-out
- Navigation & Auto-salting

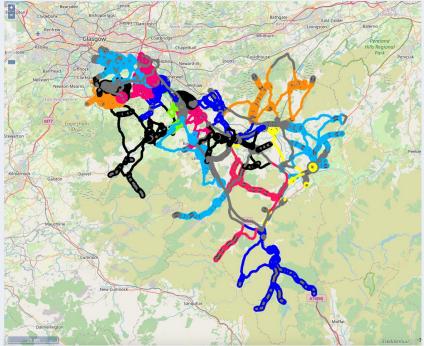


#### **Route Optimisation Module**

Cut back on wasted travel time and make £££ & Co2 savings without reducing the service

- Routes reduced to 19 (from 23)

- £350,000 saving year on year



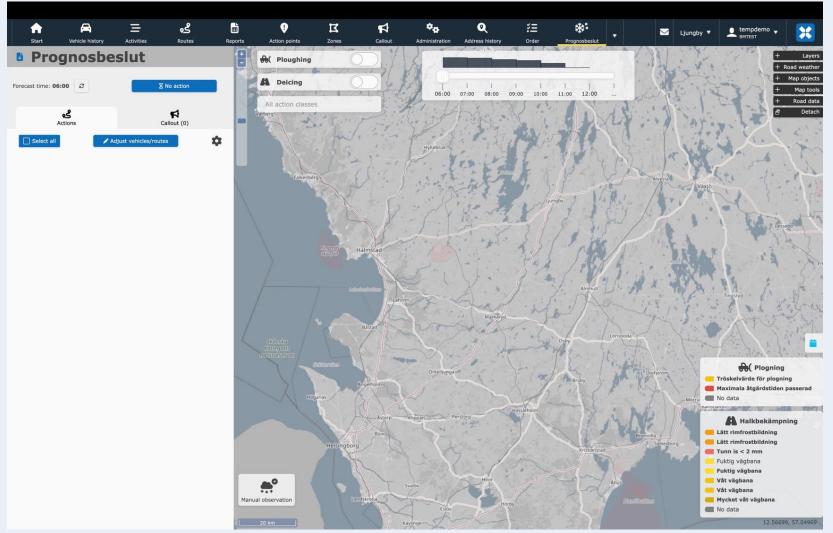
# Selective Routing Overview with Klimator forecasting





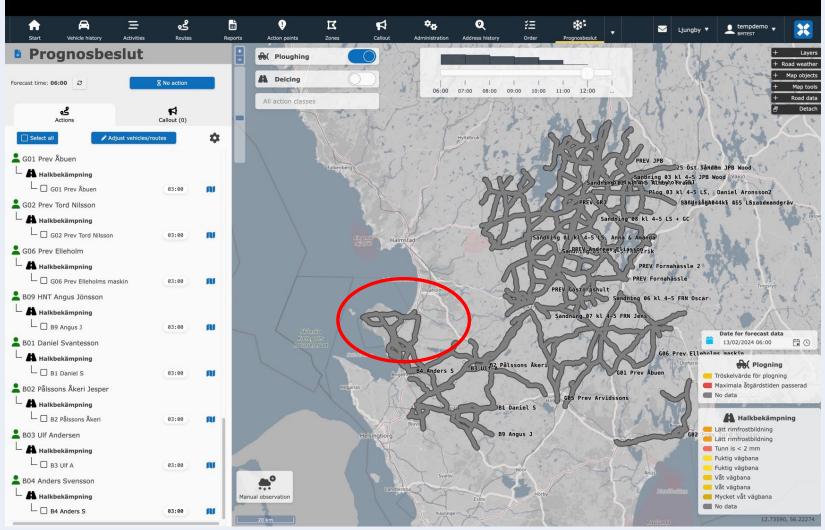


#### Blank canvas



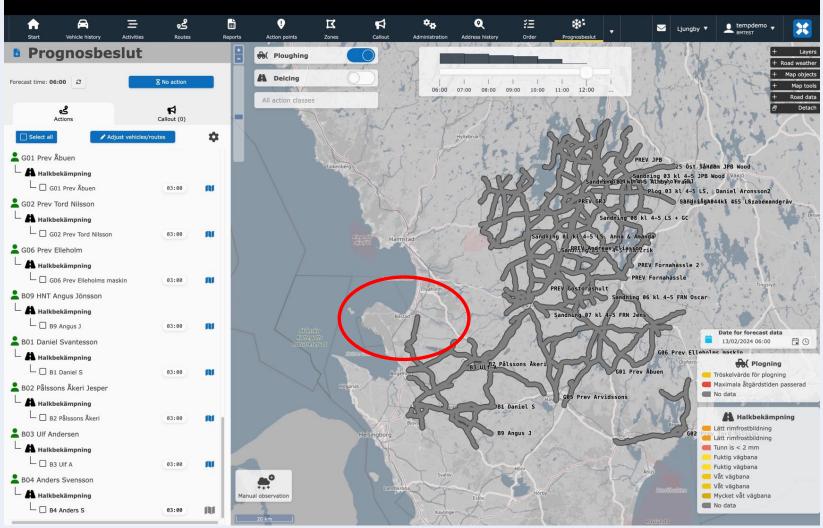


#### **Routes** plotted



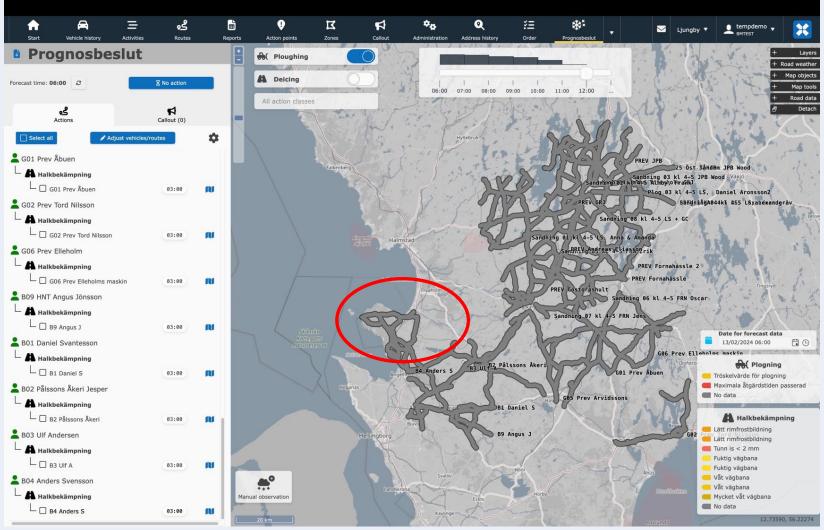


#### Select/de-select

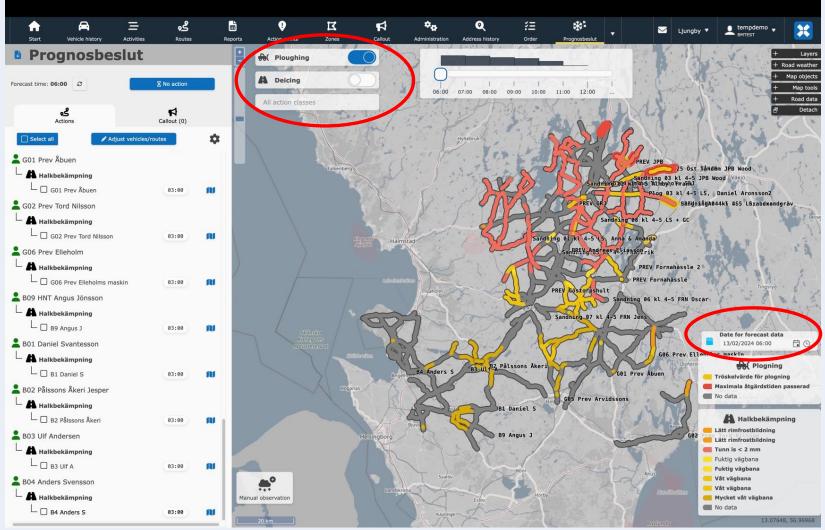




#### **Routes plotted**



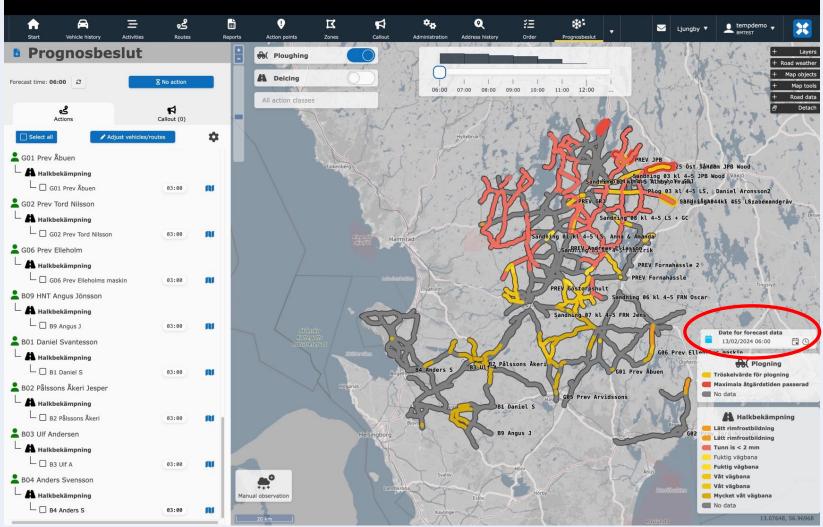




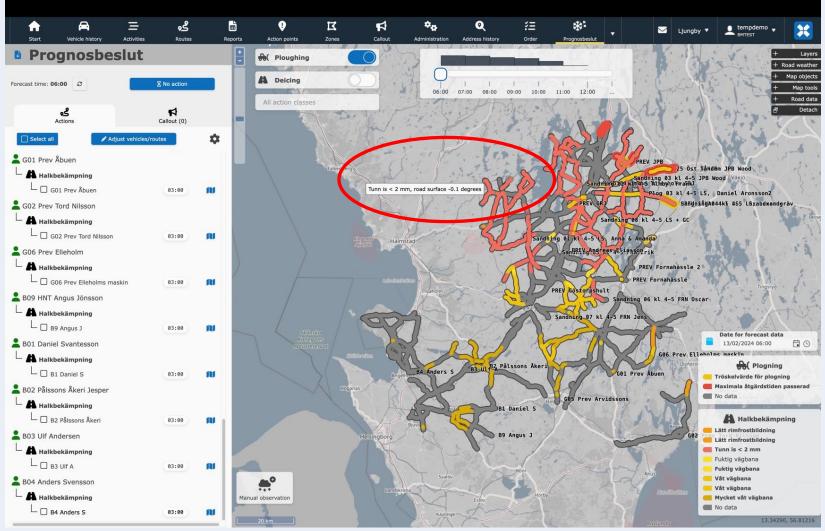


#### Residual salt data can be used to forecast

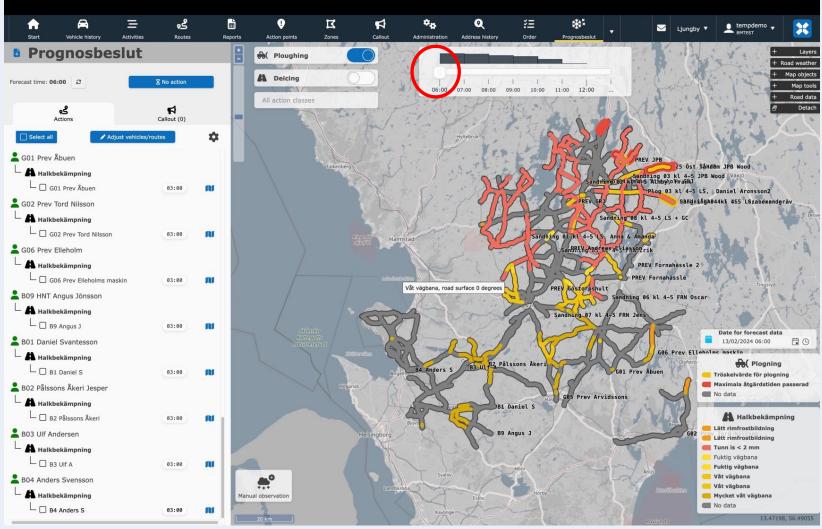
#### suggested treatment



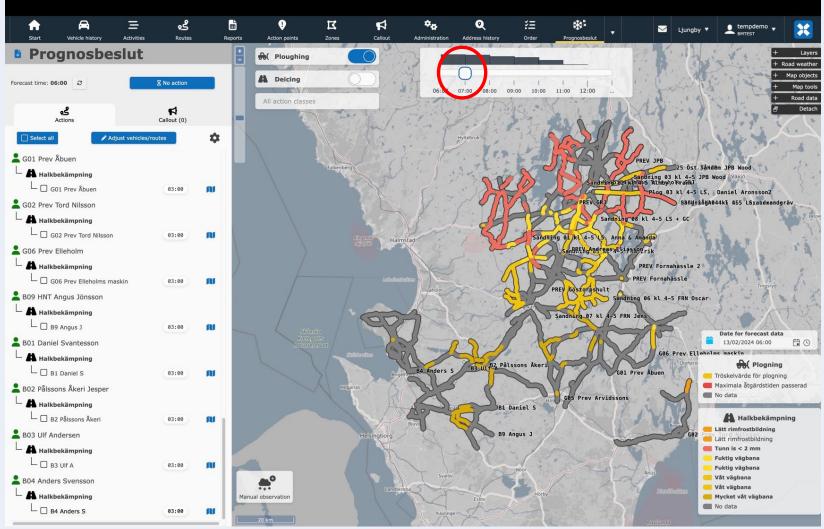




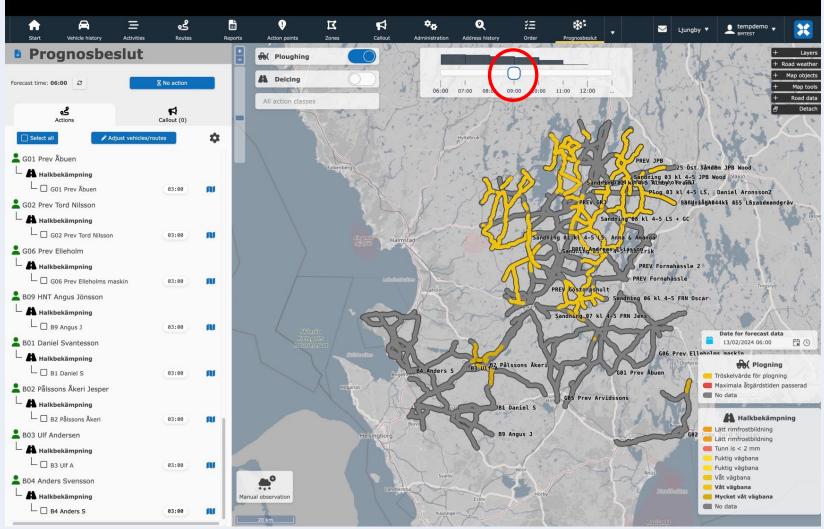




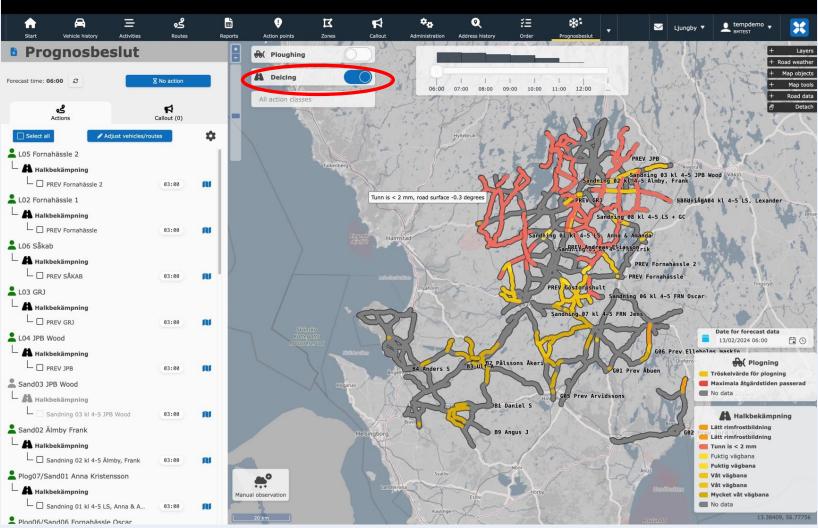




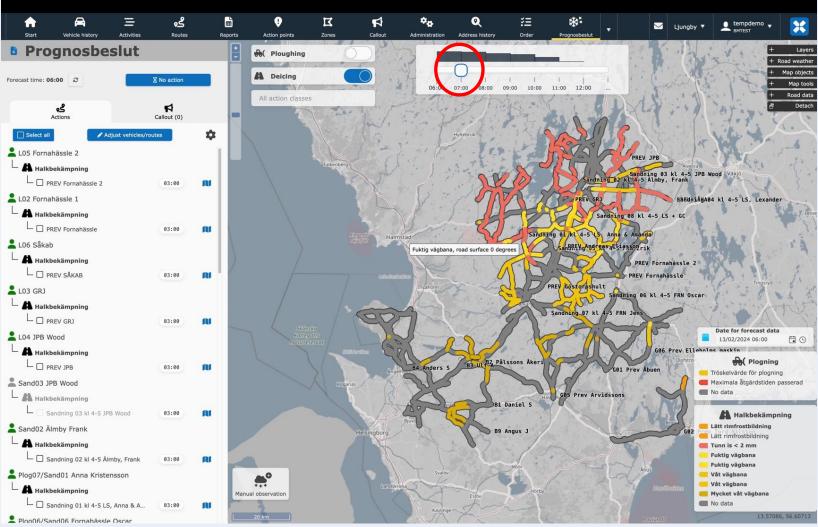




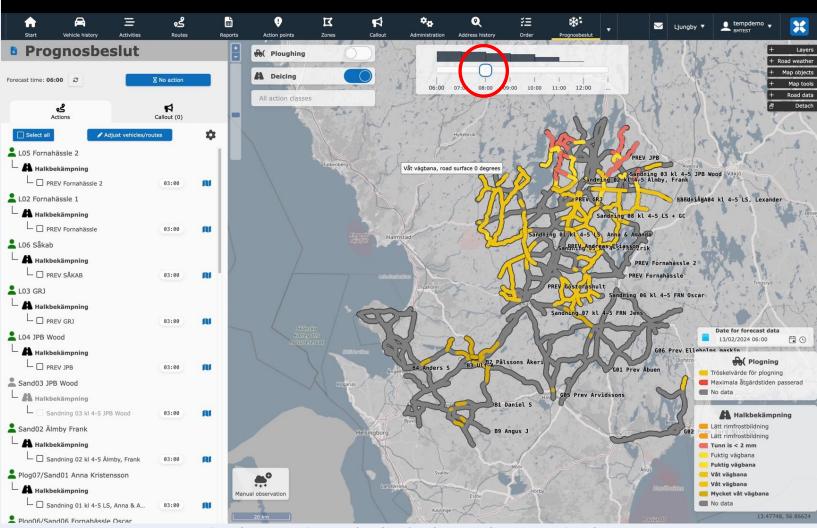




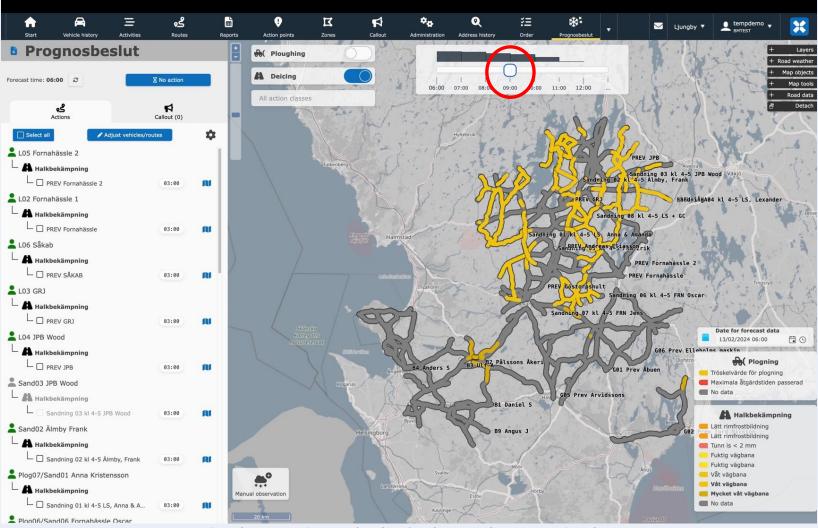




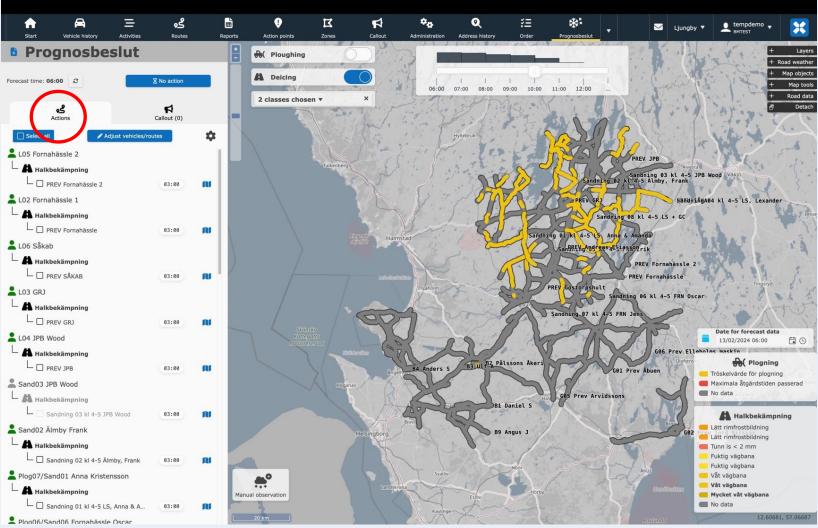










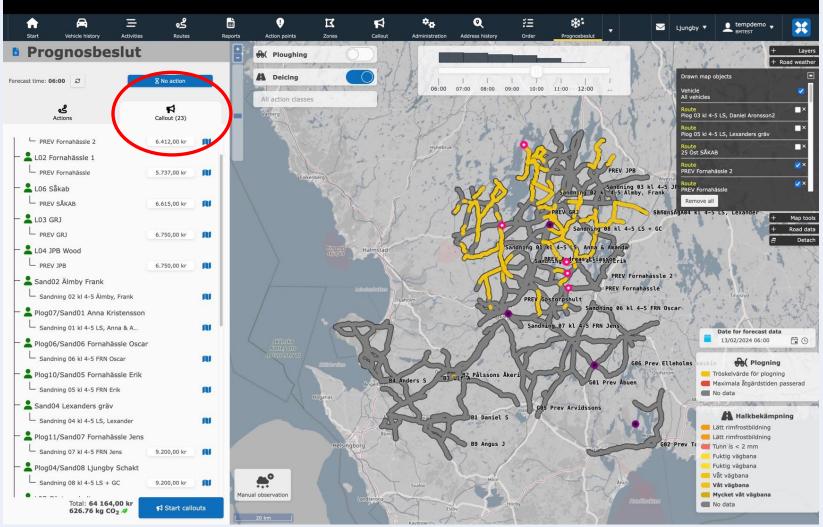




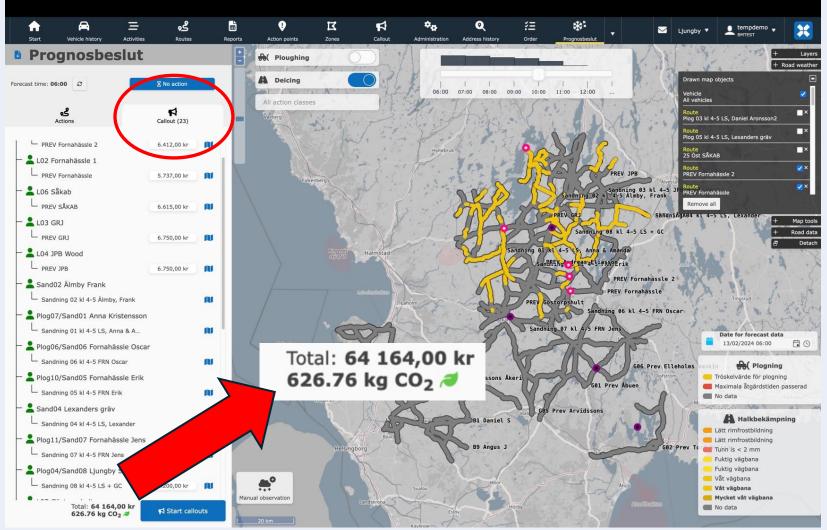
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APSE Highways, Street Lighting & Winter Maintenance Seminar 2024



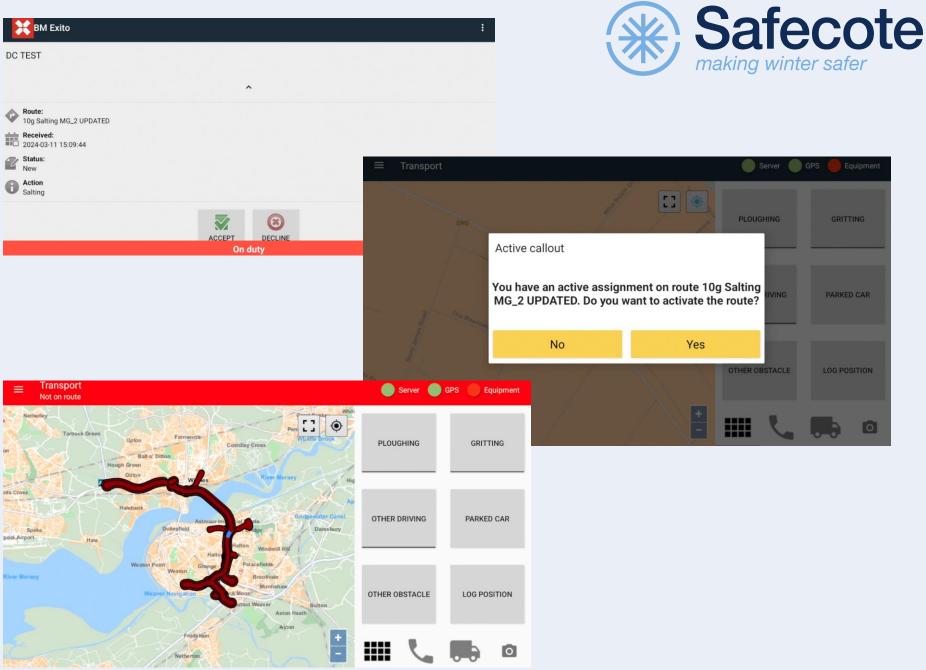








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BM ROAD SERVICE SYSTEM™

Selective Routing Users – Sweden – 8000 vehicle connections

Skanska 3 areas

Svevia 3 areas - will expand 24/25

"Our calculated and verified reduction potential of salt and emissions  $(CO_2)$  are 15-25% throughout the year for salting actions."

Terranor start 24/25 in Approx. 3-5 areas





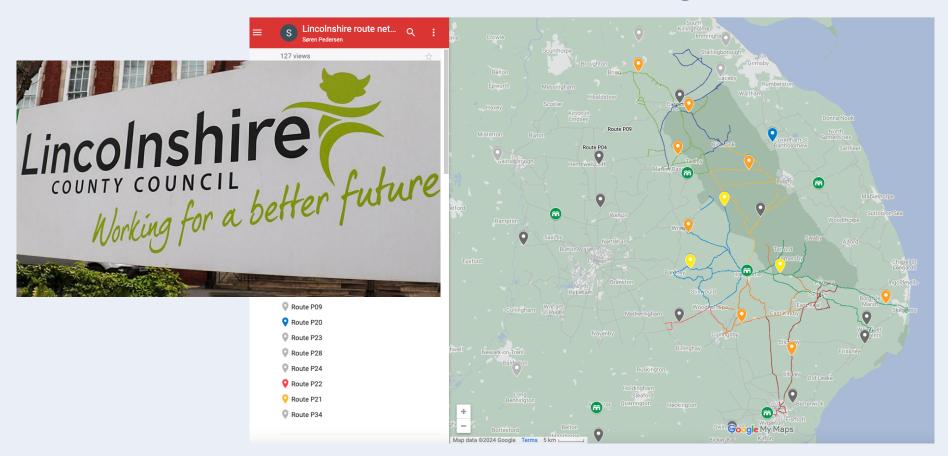
#### Selective Routing Users – Norway – 2000 vehicle connections

Mesta AS 23/24 9 areas will expand 24/25 to >40 areas





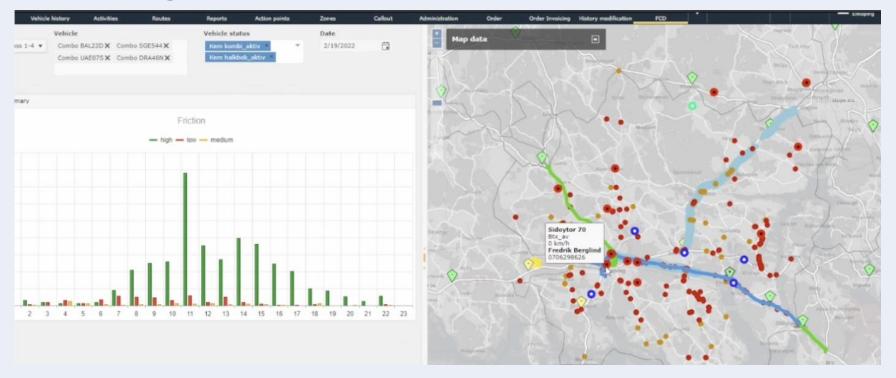
## **Future Collaborations – Selective Routing Trial 2024/25**



## **Creating efficiencies whilst improving performance**



### **Full Integration**

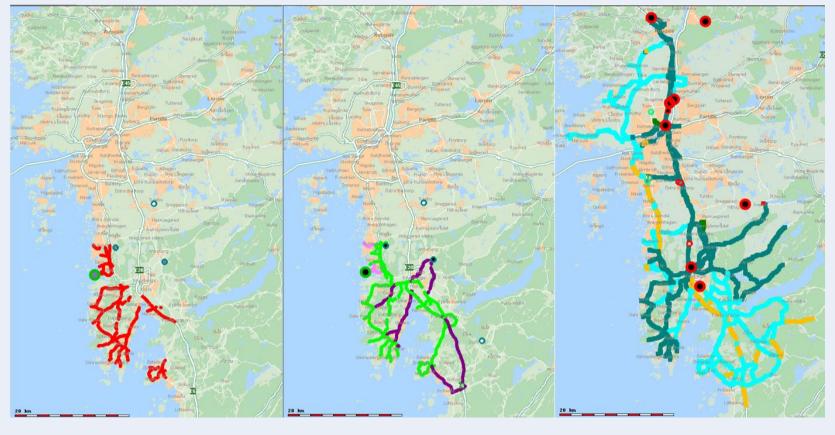


- Friction
- RWIS
- Mobile sensor
- Forecast

- Live GPS Tracking
- Treatment data
- CCTV



### **Future Modules – Dynamic Routing**



Forecast

Outcome Routes (2)

**Original Routes (5)** 



## **Intelligent Digitised Decision Management**

- -Better informed decisions
- -Audit trail across all data sets
- -Efficient use of labour/vehicles
- -Co2 reductions

- Safer roads
- Cost savings
- User friendly
- Salt conservation



Thank you for your attention .....

Debbie Cavanagh UK Sales Manager

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#### WWW.SAFECOTE.COM