



CUSTOMER PROFILE

Founded in 2011 with four trucks, GRT Transportation now operates 194 tractors from three terminals. Headquartered in Laredo, Texas, the long haul, regional, dedicated and expedited truckload carrier also offers brokerage, warehousing and supply chain management services.

Driver iQ TRUTHS

-  Trusted by 22 of 25 largest carriers
-  Compliance expertise lowers fleets' litigation risks
-  Lowest total cost of hiring
-  Responsive USA based client service
-  Most current and relevant driver employment database

CONTACT



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GRT Transportation is eliminating \$1,200 in lost revenue per week by using Driver iQ to fill empty seats with qualified drivers faster than ever before.

“For every idle truck per week, we lose about \$1,200 plus the cost of recruiting and onboarding a new driver. The advantage of Driver iQ is that it enables us to hire and onboard drivers much faster. Driver iQ also saves management time and helps us identify qualified drivers more effectively. When you add it all up, the value of Driver iQ to our operation is priceless.”

*Alexia Guarneros
Training & Development
GRT Transportation*

CHALLENGES

To reduce revenue loss by filling empty seats with qualified drivers as quickly as possible

For every truck that sits idle waiting for a driver to fill an empty seat, GRT Transportation loses about \$1,200 per week in revenue. A faster, streamlined process for qualifying new drivers would eliminate that loss.

To effectively use management time for hiring and processing new hires

GRT Transportation employed a time-consuming process to qualify drivers by running detailed background and previous employment checks manually, waiting at least three to four days for reports from agencies and prior employers to verify information provided by applicants. The multi-step process took one week, on average, before the carrier could determine if a driver applicant was eligible to be hired.

ABOUT Driver iQ

Driver iQ is the transportation division of Cisive (formerly CARCO Group), a worldwide leader in HR technology and background screening. Based in Tulsa, Oklahoma, the company provides comprehensive, reliable background screening and driver monitoring services designed specifically for the trucking industry. Driver iQ's extensive service offering grants carrier customers access to employment verification, criminal record searches, as well as ongoing driving record monitoring and storage. With a fully FCRA (Fair Credit Reporting Act) accredited team of investigative management experts, Driver iQ delivers the most accurate, up to date and actionable information available. For more information, visit www.DriveriQ.com.

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SOLUTION

GRT Transportation has used Driver iQ comprehensive background screening services since 2015 to qualify drivers. The carrier now processes about 20 drivers per week through Driver iQ, including Motor Vehicle Record (MVR) reports for all applicants and Previous Report of Employment (PRE) checks for some drivers. Also checked are Commercial Drivers License Information System (CDLIS) and criminal backgrounds.

RESULTS

Eliminating revenue loss by filling empty seats with qualified drivers

Streamlined qualifying and onboarding practices enabled by Driver iQ at GRT Transportation are avoiding \$1,200 in lost revenue per week for each tractor without a driver. With Driver iQ, background screening now completed in minutes compared to days new drivers can begin the hiring process faster.

Effectively using management time for hiring and processing new drivers

Compared to its previous time-consuming process that took one week on average, with Driver iQ, GRT Transportation is able to access detailed background checks in under 30 minutes in most cases. The administrative time savings are driven by the elimination of error prone manual data entry and the need to send emails and make phone calls to verify records and previous employment.

"It is extremely difficult and costly to find qualified drivers, but with Driver iQ we have a higher entrance rate than before and we're hiring better drivers, who have demonstrated the core values of loyalty and integrity that drive our company. With Driver iQ we can qualify applicants in minutes rather than days. Initially, we were also able to implement the Driver iQ solution in less than one week, and throughout the process and since then the entire Driver iQ team has been very helpful. Their customer service is excellent."

Alexia Guarneros
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