

# Testimonial

As a truck hire business, it's important that we get visibility on our Quoting and the Utilisation Rates of our Assets. Tom helped us with that.

Tom produced a dashboard from our Quotes data, with Visuals for Region, Asset Type, and Source of the Quote. We've now got visibility into trends over time and the all-important 'Win-Rate'.

Part of this dashboard, he also provided a Quotes table with much better usability than we had previously.

Additionally, he did some work on utilisation rates of our assets, part of which, he realised our solution in Google sheets was mis-calculated slightly due to a formula range not encompassing all trucks.

Russell Wells

**Managing Director**