

## VOICE OF THE CUSTOMER

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**Tim Litwin, Owner,  
Capacity Solutions**



# CAPACITY SOLUTIONS

Capacity Solutions, a leader in the leasing and financing of commercial trucks and trailers for carriers and owner operators, has more than 15 years experience in the transportation industry. Headquartered just outside of Nashville, the company features a managed risk program that provides one of the most economical lease purchasing and finance program options in the industry, regardless of credit.

## SITUATION.

As an equipment leasing company, one of the challenges that Capacity Solutions had was keeping up-to-the-minute tabs on all of its tractors and trailers and ensuring that every leased asset was where it was supposed to be. This visibility is crucial to boosting accountability, utilization and inventory control.

## SOLUTION.

With an extensive background in loss prevention for major freight carriers, Capacity Solutions owner Tim Litwin understood the importance of installing asset-tracking technology that could not only provide real-time visibility but also was extremely reliable and easy to use. That's why his company chose the SkyBitz Global Locating System (GLS) tracking technology.

“We tried other systems, but they're cellular based, have a short battery life and are dependent on tractor power to function,” explained Litwin. “The fact that SkyBitz is satellite based is huge. Each Mobile Terminal is a self-contained power unit that's easy to install. SkyBitz has never let us down in tracking an asset.”

## RESULTS.

Using the SkyBitz InSight Web application, Capacity Solutions now has the capability to easily find out where a given piece of equipment is at anytime. The company can also call SkyBitz Customer Service for immediate assistance in recovering an asset.

Capacity Solutions is currently testing the SkyBitz Multi-Point Landmark capability, which enables customers to create irregularly shaped boundaries to more precisely define a landmark, for those instances when leased assets must remain within a pre-determined perimeter – especially near Mexico.

The addition of the SkyBitz GLS tracking technology has had another positive effect on Capacity Solutions: the ability to more easily secure capital for additional assets. “Finance companies love the SkyBitz technology because they know it allows us to find our assets at anytime,” said Litwin.