irtec played a fundamental part in bringing Greggs to Imperial, it opened the door for negotiations based on a huge step change for their business

Willie Hensman, Service Manager, **Imperial Commercials Bellshill** (DAF)

**CEMEX as a large organisation felt safer in the knowledge that our service and maintenance provider has irtec licenced technicians throughout the DAF network. This gives CEMEX peace of mind in the produce we utilise every day in our business

Mike Fowler, **CEMEX**. Customer of Watts Truck and Van (DAF)

For more information and to view the ROI Video, please visit www.theimi.org.uk/roi

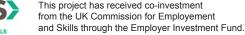
or contact research@theimi.org.uk

irtec inspection The Payback















The return for investing in **irtec** inspection

The aim:

Measure and assess the benefits to the Heavy Vehicle sector of adopting **irtec** inspection accreditation.

The research:

The IMI worked with high profile organisations to undertake Return on Investment (ROI) studies on the process to achieve irtec inspection accreditation.

Key Areas covered in the study:

- MOT first time pass rates
- Productivity and financial benefits
- Meeting customer needs eg OCRS
- Technician confidence, competence and professional recognition

The case study Partners:







The results:

200% ROI achieved

£3 returned for each £1 invested

8 x increase in achieving 100% monthly MOT pass rate

Step change increase in MOT pass rate to 94%

66% reduction of PRS

"Less return of faulty workmanship, more available hours to sell, technicians getting it right first time"

Les Smith, DSV Commercials Ltd.