



**Microsoft Dynamics NAV on Azure, Dynamics 365 Customer Engagement, Power BI Analytics, SharePoint Online, Office 365 and Scribe Online.**

CloudFronts helped Fast Track deploy an end to end solution on the Microsoft Dynamics 365 platform with robust Power BI Analytics for their fleet management operations.

**About Fast Track:**

Fast Track Mobility is a fleet management & specialty finance company serving the for-hire-vehicle market in NYC. Fast Track's fleet management activities include: acquiring the vehicles, licensing and registration with the TLC & DMV, Telematics and GPS tracking, Maintenance, Insurance and end-of-lifecycle disposition. Fast Track has a strategic relationship with Uber Technologies, Inc. as one of Uber's select Vehicle Solution Providers in NYC. You can read more about Fast Track at <https://www.fasttrackleasingllc.com/>.

**Business Requirement:**

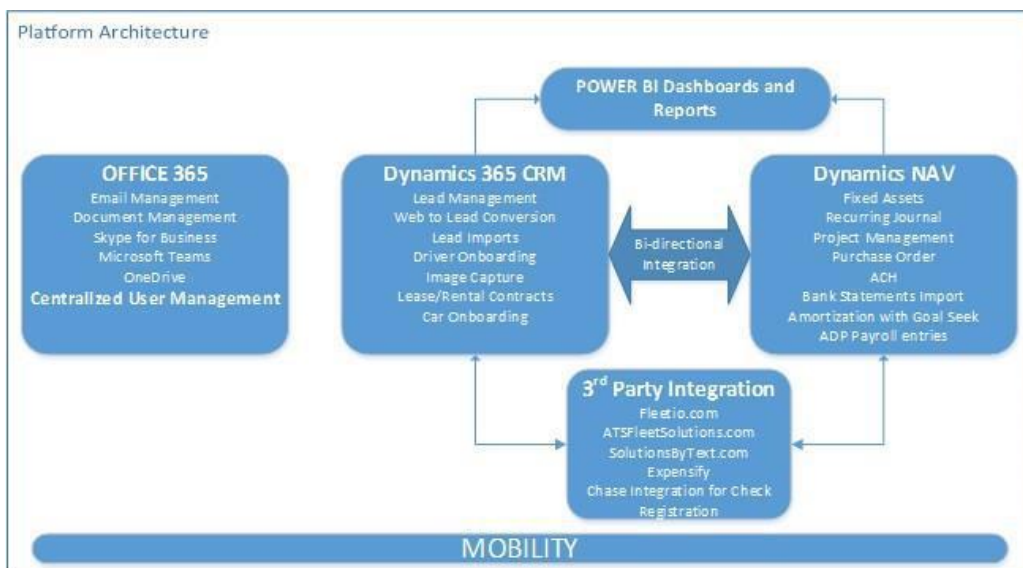
Fast Track wanted a solution that –

1. Driver on-boarding and car on-boarding
2. Automatic calculation to prepare amortization schedule and accounting
3. Integration with Fleetio App
4. Creation of rental and lease contracts in the system
5. Automatic creation of invoices
6. Document management
7. Analytics
8. Mobile Application (for Drivers).

**Solution Delivered:**

To address the challenges that Fast Track was facing, CloudFronts team decided to deploy an innovative and customized solution built on top of the Microsoft Dynamics platform. Fast Track was using a shared excel sheet to record and manage their data processes and this resulted in too many errors besides being time-consuming. CloudFronts team leveraged different functionalities of Dynamics CRM and NAV and deployed an integrated solution using Scribe Online as the integration platform. Finally, we built rich analytics on top of Power BI to utilize data from CRM and NAV to get actionable insights and drive business making.

The highlevel platform architecture is showcased below-



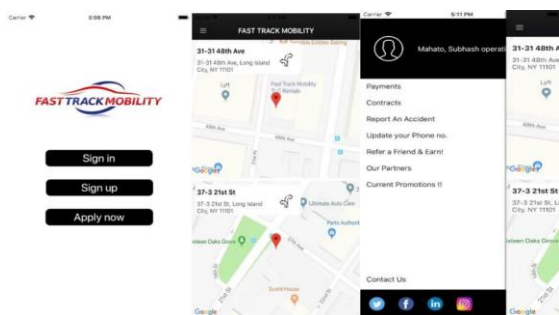
*“The benefits to FastTrack has been measurable. As far as working with them is concerned, it has been really a great experience. You can track and operate the business at all levels after deployment of CRM and NAV into one single platform”*

— Joshua Bleiberg,  
General Manager,  
Fast Track Leasing LLC

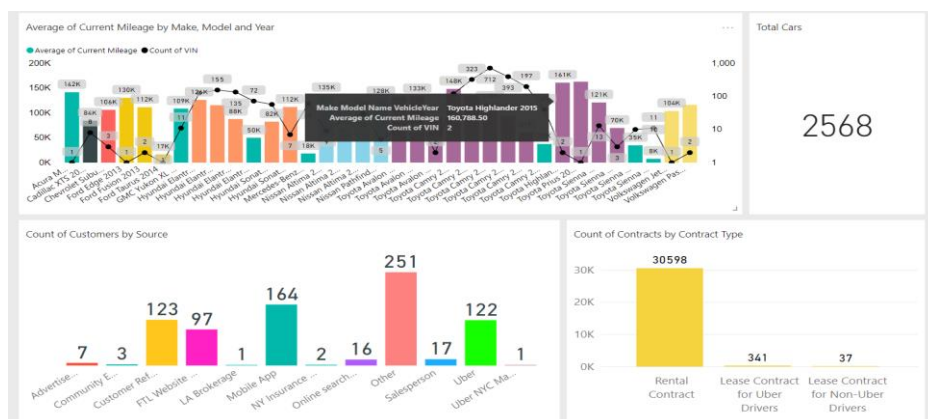
Companies these days are developing applications that habituate their customers/partners with task-based associations with easy accessibility. This improves user's engagement experience for purchase, query and contacting you for delivery, grievances and all other sales and customer experience related aspects.

But before you jump the mobile app bandwagon for your business, it is a good idea to step back and review what exactly customers require and aspire to achieve from the app. Understanding the many such benefits of business, mobile app development is the best way to approach this. The next step is to weed out the unnecessary and shortlist the ones that are suitable for Fast Track's business. Hence, the client was looking to deploy a robust, connected mobile application which can give a competitive advantage to the company.

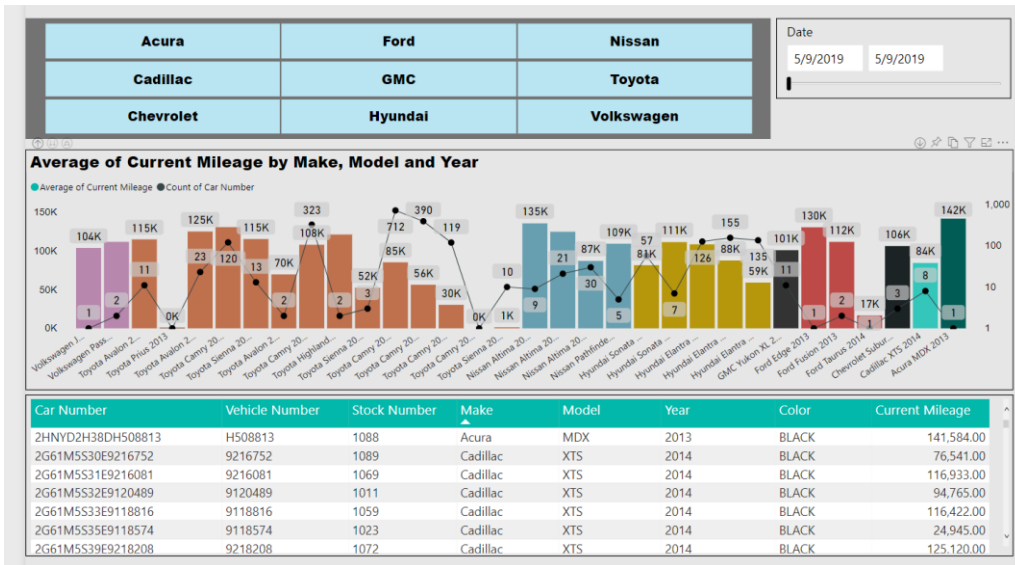
In response to this in a second phase, a sophisticated mobile application was developed for both Android and iOS platform for the drivers where Drivers could communicate seamlessly with Fast Track and carry on their operations using features like viewing payments, contracts, reporting, referral, updates, and even activities history.



Here are the sample Power BI reports developed for the client as per their requirements. These reports give sophisticated analysis of the ongoing business operations to the management and enable them to make faster and accurate decisions.



**Overview of Operations for Management – Sample Power BI Report**



Mileage Statistics – Power BI Report

AR AGING									AGING VS INVOICE				
Aging	Active				Inactive				Total	Aging	Due	Invoices	Percent Due
	nond	Lease	Rental	Total	Diamond Rental	Lease	Rental	Total					
Current	549.94	961.91	212,037.63	213,549.48	-600.00	0.00	371.42	-228.58	213,320.90	Current	213,320.90	241,676.53	88.27 %
1-7	864.82	1,439.39	5,300.66	6,604.87	11.12	291.67	3,660.88	3,963.67	13,568.54	1-7	13,568.54	266,789.85	5.09 %
8-14	199.12	-265.00	2,249.32	2,183.44	838.80	75.00	212.77	1,126.57	3,310.01	8-14	3,310.01	241,876.76	1.37 %
15-21	0.00	-315.00	1,014.66	699.66	0.00	130.00	1,178.05	1,308.05	2,007.71	15-21	13,007.71	230,505.16	5.64 %
22-28	174.00	-196.00	4,242.47	4,220.47	-0.46	75.00	2,272.97	2,347.51	6,567.98	22-28	6,567.98	221,379.26	2.97 %
29-35	756.63	0.00	1,354.48	2,111.11	0.00	194.56	2,494.40	2,688.96	4,800.07	29-35	4,800.07	194,767.33	2.46 %
36-42	0.00	0.00	538.23	538.23	0.00	75.00	1,062.05	1,137.05	1,675.28	36-42	1,675.28	203,265.71	0.82 %
43-49	0.00	0.00	486.12	486.12	0.00	75.00	1,881.91	1,956.91	2,443.03	43-49	2,443.03	204,750.87	1.19 %
50-56	0.00	0.00	372.64	372.64	0.00	149.13	4,671.17	4,820.30	5,192.94	50-56	5,192.94	202,700.02	2.56 %
57-63	0.00	0.00	712.78	712.78	0.00	75.00	2,650.46	2,725.46	3,438.24	57-63	18,558.24	220,653.73	8.41 %
64-70	248.00	689.72	249.67	1,187.39	0.00	399.56	4,707.49	5,107.05	6,294.44	64-70	6,294.44	199,328.07	3.16 %
71-77	0.00	0.00	0.00	0.00	-1.44	75.00	512.07	585.63	585.63	71-77	585.63	200,586.80	0.29 %
78-84	0.00	11.23	0.00	11.23	0.00	74.31	986.39	1,060.70	1,071.93	78-84	1,071.93	189,927.22	0.56 %
85-91	100.00	0.00	0.00	100.00	0.00	75.00	125.20	200.20	300.20	85-91	250.20	156,743.91	0.16 %
92+	148.00	535.28	815.00	1,498.28	0.00	-1,541.50	102,937.08	1,302,520.28	1,403,915.86	92+	1,405,457.89	139,595,250.49	1.01 %
<b>Total</b>	<b>040.51</b>	<b>2,861.53</b>	<b>229,373.66</b>	<b>237,275.70</b>	<b>0.00</b>	<b>-1,293.48</b>	<b>104,701.31</b>	<b>1,329,307.51</b>	<b>1,432,715.34</b>	<b>Total</b>	<b>1,696,104.79</b>	<b>142,570,201.71</b>	<b>1.19 %</b>

AR Aging – Sample Power BI Report

**Post Go Live:**

Post go-live, Fast Track is operating on a single integrated platform that has significantly improved efficiency across the organization and management is able to see measurable gains from this platform. With the key systems challenges resolved, Fast Track and CloudFronts and now focusing on driver experience and developing a rich mobile app enabling drivers to have a better experience with Fast Track Mobility. Post-development of the mobile application, Fast Track Team is harnessing it to increase their business potential, enhance their business operations, drive greater partner (driver) engagement.

**Key Technologies:**

- > Microsoft Dynamics NAV 2017 on Azure
- > Dynamics 365 Customer Engagement
- > Power BI
- > SharePoint Online & Office 365
- > Scribe Online & Android/iOS

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