

Kevin Callen

*Expert at increasing mobile workforce efficiency
with data, algorithms, GIS, people, and common sense.*

Mission

Build better organizations using logistics and process optimization in waste collection, disaster response, public works, utilities, and other high complexity mobile workforce operations.

Results

- \$6.5M** Baltimore City, 2008 – Saved \$6.5M/year by optimizing working days from 6 to 4 and hours from 8 to 10 for 188,000 customers in new waste & recycling routes.
- 14%** Oklahoma City, 2015 – Identified business process and mobile workforce management solutions for Utilities Department resulting in an average 14% increase in workload amongst their 165 field crews. Solution options included SAP add-on or a custom integrated solution with implementation costs of \$2M-\$4.3M.
- \$1.4M** Odessa, Texas, 2019 – Identified alley waste collection had exceeded maximum service levels and could add 36% more customers, resulting in a savings of \$1.4M.
- \$3.5M** Sacramento County, 2020 – Analyzed waste collection routes and optimized the use of multiple disposal locations to identify \$3.5M/year in savings.
- 1500** Centers for Disease Control and Prevention – Developed SNSTourSolver emergency medical route optimization software with over 1500 local government users nationwide. Awarded Certificate of Appreciation from CDC for H1N1 response.
- 61** Successfully completed 61 logistics projects or route optimization software implementations.
- \$26.5M** Estimated savings of \$26.5M from route optimization and logistics projects.

Process

1. Review Operations – Field reviews. Staff engagement. Analyze productivity, GIS data.
2. Baseline – Model current productivity levels. Model business processes of operations.
3. Scenarios – Changes to schedules, field work methods, or constraints affect baseline.
4. Implementation Planning – Develop routes, staffing plans, procurements, marketing campaign.
5. Implement – Monitor actual versus planned. Management reporting. Process improvements.

Proprietary Technology Development

“Optimizer” Tools – Node/React code to process productivity and GIS data for route optimization.

C2Logix and C2RouteApp – Vehicle routing software, company sold in 2020 for \$1.2M.

Companies/Brands



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