



Keeping deliveries in view: British American Tobacco distribution in Malawi with Wialon Lite

Telematics service provider

Kangaude — ML Technologies

Wialon partner since 2020

Client Nyawayinga Transport

11 distribution vans Malawi



British American Tobacco product distribution across Malawi



11 distribution vans tracked with Wialon Lite



WEB +MOBILE fleet visibility at the office and on the go

Key features and components

Real-time tracking	Live vehicle locations and movements
Reports and track history	Recorded routes, trips, and stops
Geofences	Available geofences for bases and territories
Notifications	Available entry/exit and connection-loss alerts
Web and mobile access	Fleet tracking at the office and on the go

Solution architecture

Software

- Wialon Lite
- Web interface and Wialon mobile app

Hardware

- Fifotrack and Concox GPS trackers

About the client

Nyawayinga Transport is a Malawian carrier delivering products, including cigarettes, for [British American Tobacco](#), one of the world's leading consumer goods companies. Its distribution network reaches retail outlets across Malawi's major cities and regions.

The company's fleet comprises 11 vans, each serving an assigned territory. With vehicles working across several regions, Nyawayinga Transport needs to keep track of individual runs and the fleet as a whole.

Challenge

Once the vans left base, Nyawayinga Transport's management team wanted to know how the distribution day was unfolding. Had a van reached its expected trading area? Was it staying within its assigned territory and returning to base as planned? The company also wanted to understand where vehicles stopped and how much time they spent on the road.

Phone calls, driver updates, and manual records made it difficult to piece together complete journeys across several regions. A long stop or an unnecessary trip could leave the team chasing details after the van had returned. Nyawayinga Transport needed a record it could consult throughout the day and revisit afterward, including while traveling between locations.

Solution

[Kangaude — ML Technologies](#) built a fleet tracking solution for Nyawayinga Transport around Wialon Lite. The partner combined the cloud software with Fifotrack and Concox GPS trackers installed across all 11 delivery vans, handled implementation, and provided local customer support.

For its 11-van fleet, Nyawayinga Transport wanted the essentials: live vehicle locations, records of trips and stops, and tools for checking movement within assigned territories. These had to be easy to use in daily distribution work, with access at the office and on the road.

[Wialon Lite](#) brought those requirements together in a simplified cloud solution. Its focused feature set gives the carrier the tools for everyday fleet tracking without unnecessary complexity, backed by the same Wialon technology used by fleets around the world.

Following each distribution run

Nyawayinga Transport can follow its vans on a live map as they move through their territories. Once a run is complete, recorded routes, trips, and stopping times show how it unfolded. If a detour or long stop raises a question, the management team can consult the journey record, from departure at base through the trading area and back.

Keeping territories in view

Wialon Lite's geofences let the company mark depots, distribution territories, and outlet locations on the map. Nyawayinga Transport can set entry and exit notifications to flag a van crossing those boundaries, helping the team check whether vehicles stay within their assigned areas.

Connection-loss notifications are also available to alert the team if a tracker stops sending data.

Checking the fleet on the go

Nyawayinga Transport's management team also travels between branches and distribution areas. Through the Wialon mobile app, they can check vehicle locations and activity from a phone, using the same fleet information available at the office.

Results

Nyawayinga Transport now has a documented view of its distribution journeys, from departure to return. With these records available alongside live vehicle locations, the company can ground its day-to-day fleet decisions in what happens on the road.

✓ Fleet locations without a round of calls

The company can now see all 11 distribution vans on the live map without routine phone calls to drivers. Its management team can verify vehicle locations, routes, and stops faster during daily distribution runs.

✓ A record to turn to when a trip needs explaining

An unplanned journey or a lengthy stop can now be reviewed against the recorded route. The company and its drivers can refer to the same trip history, making vehicle use easier to discuss and strengthening accountability. These records can also help the company assess how its vans are used and plan future assignments.

✓ Fleet tracking beyond the office

Branch visits no longer mean losing sight of the fleet. Nyawayinga Transport's management team can follow vehicle activity from a phone while moving between distribution areas, keeping access to the information they use at the office.

Company profile

Country: Malawi
Industry: Local deliveries
Website: [kangaude-mlt.com](#)

Solutions

Wialon Lite



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