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CONNECTED FLEET GUIDE

A SUPPLEMENT TO A BOBIT PUBLICATION

TELEMATICS: A 2023 MARKET SURVEY

**DEALING WITH
FLEET DATA
OVERLOAD**

**REAL-TIME DATA:
A MANAGEMENT
TOOL**

**DRIVEN
TO
DISTRACTION**

**AI
PREDICTIVE
MAINTENANCE**



Together Let's Go Far



Our community of fleet management experts share a single-minded passion for leading customer service. No matter the need, we go the extra mile to ensure you succeed. Together, we power your vision. Your ambitions. And your potential. Because on the road to success, we win together.

**Powering
your potential.
Every step of
the way.**

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TELEMATICS SURVEY 2023: A SATURATED MARKET?

Clem Driscoll's latest survey on fleets' buying intentions and use of GPS fleet management systems reveals new trends in overall penetration, growth sectors, system benefits and dislikes, and why users switch systems.

BY CHRIS BROWN



Getty Images/Blue Planet Studio

CLEM DRISCOLL HAS ASKED himself this question for the past few years: "Is the telematics market in the U.S. saturated?"

Driscoll just completed his "2023-24 Survey of Fleet Operator Interest in MRM Systems and Services," one of the telematics industry's leading research studies that surveyed over 300 fleet respondents on their buying intentions, use, and satisfaction of GPS fleet management systems.

After analyzing the study's results, he answers, "It depends."

While Driscoll won't divulge exact percentages from the survey, "Penetration of GPS fleet management systems has grown quite a bit. It's higher than most people realize," he says.

Across all fleet categories, larger fleets are "very likely" to use a GPS fleet management system, while penetration lags in smaller

fleets. (The study, available for purchase, identifies more precise percentages.)

DEFINING GROWTH

Today, most GPS fleet management systems sales are conquest — in which one telematics company poaches a fleet client using another company's system.

According to the study, over half of existing users have replaced at least one previous solution, and some are on their third system. "There's a lot of churn going on," Driscoll says.

What's more, Driscoll says the new vendor will often buy out the existing contract for the fleet, even with multiple years left on the contract.

However, the percentage of fleets that install a system and abandon telematics entirely is very low. "Fleets are switching systems but are not usually dropping the technology," he says.

Another form of market expansion is the addition of modems to new vehicles as a fleet grows or increased spend based on the uptake of new features and functions.

Overall, the growth of video telematics, the hottest industry trend over the past five years, "hasn't slowed down," Driscoll says. The primary uptake is through fleets adding video capabilities to their existing systems with their current providers.

He says another market trend is the growth of portable, handset-based solutions for field service and work order management.

With trucking fleets, system penetration was driven by the ELD (electronic logging device) mandate that took effect in December 2019. While ELD systems have often been sold as part of larger GPS fleet management systems, many trucking fleets say they use telematics. Still, their singular use is ELD compliance, according to Driscoll.

However, in the trucking sector, the study reveals that some fleets use a traditional third-party installed system and the truck maker's factory system, which is mainly used for engine diagnostics.

If these findings on growth and penetration don't yet warrant the "saturation" moniker, they're at least the sign of a mature market, Driscoll says.

WHY SWITCH SYSTEMS?

The study reports that customer satisfaction with GPS fleet management systems is high and has always been high. So why would users switch?

Driscoll cites continuous improvement of competitors' systems with new features, price competitiveness, and the lure of better customer service.

And as vendors mature in the market, they've developed robust sales teams and processes. "In many instances, successful suppliers have learned how to take customers away," Driscoll says.

LATENT RESISTANCE TO TELEMATICS

Awareness of telematics and GPS fleet management systems is at an all-time high, though resistance to implementation continues in pockets for various reasons.

When it comes to small fleets, the president or owner of the company often says their drivers would push back on being tracked by telematics. "We're like family; we don't need to track them. We know what they're doing," is a common refrain.

Resistance from larger fleets could be split by types: high-paid salespeople in company cars don't want to be tracked, and fleet managers have less of a need to keep tabs on them than other types of fleets, such as trucking or service.

For trucking fleets, the driver shortage is cited. "They are having a hard time finding drivers, and they don't want to risk losing them because of a Big Brother reaction," Driscoll says.

Regarding video, which is seen as more invasive than just vehicle tracking, the percentage of respondents that took issue with driver-facing cameras "wasn't as high as I thought it would be," Driscoll reports.

The overall specter of Big Brother isn't cited as frequently as in earlier reports. "Resistance has certainly declined, but it

hasn't disappeared entirely," he says.

VIDEO TELEMATICS STILL GROWING

According to the survey, a high percentage of trucking fleets are now using video. Uptake is growing in service fleets, but the overall penetration is lower.

Respondents also cite insurance discounts as a "significant" benefit to a video telematics system. Insurers offer discounts to fleets using traditional non-video systems, but the percentage receiving discounts is smaller.

The most important reason for employing video telematics is to determine liability for incidents and crashes. Monitoring distracted driving is a factor as well.

In addition to privacy concerns, some respondents have resisted video telematics because it's too expensive; they don't think video adds value to the business, and they don't want to deal with a separate video solution besides other systems used to manage the fleet.

Some respondents reported that their video cameras break down frequently. They wanted better video stream resolution, longer clips, and more data storage. Nonetheless, overall user satisfaction with video telematics remains consistently high, on par with traditional GPS tracking system satisfaction.

WHAT'S IMPORTANT TO USERS?

In the study, vehicle, and asset location remains "by far" the primary benefit of a GPS fleet management system. Among the other benefits noted were safety and security.

Regarding system functionality, what's important to users? Anecdotal responses to the survey offer a window, though trends are hard to note as system features vary significantly by fleet category.

A snapshot of survey responses shows that fleets — not surprisingly — want features such as:

- ease of use -- an intuitive system
- excellent customer service
- customizable reports

WHAT THEY DON'T LIKE

What do fleets want from their systems that they don't have? Driscoll says the answer is hard to reach because users don't know what else they could get. "They don't know

what they don't know," he says.

However, respondents can identify what they don't like about their systems. And, similar to what they want, this is defined by their systems' functionality and individual experience.

Insights into dislikes include:

- Telematics units can't be repaired on the road.
- Customer service isn't based in the U.S.
- The app isn't user-friendly.
- The system flags too many false events.

In terms of how the devices are installed, since the last survey, the scales have been tipped from hardwired to plug-in (such as through the OBD-II port). The study does not track the proliferation of light-duty automakers' proprietary systems using factory modems.

Not surprisingly, a prevalent dissatisfaction with plug-in devices was that drivers could take them out. "They may be easier to install, but are also easier to remove," Driscoll says.

FINANCIAL BENEFITS

Quantifying the organization's financial benefit from using a GPS fleet management system is also a hard target, as it needs to be put in the context of fleet size and ratios of fleet spend in various categories.

Responses included:

- "Insurance went down \$300,000, which paid for the system. Also, accidents are down and, yes, it saves money." (Electrical contractor, 68 vehicles)
- "I save \$5,000 a week. Better ability to manage." (Agricultural hauler, 55 vehicles)
- "Maybe \$50,000 a day in savings across the fleet. We can tell when people are idling when they are not supposed to be, so big savings in fuel cost. We can also shut people down immediately to save on citation costs." (Long-haul trucking, 262 vehicles)
- "We average an additional \$600-1,000 (in savings) weekly per vehicle. We are a dedicated carrier, and our GPS fleet management system saves and benefits us by watching the hours and getting the load off sooner, and we can pull one extra load per week, per truck." (Long-haul trucking, 155 vehicles) •



The Road Ahead: Exciting or Dangerous?

The open road: It's the backbone of countless business ventures, connecting opportunities and shaping futures. But, as any seasoned driver will tell you, this path is packed with potential pitfalls. Let's chat fleet safety, shall we?

Safety in Numbers: Are You Riding the Wave or Being Swept Away?

Have you ever found yourself watching the news, stunned by the alarming stats on road accidents? How often have you thought, That could have been one of my vehicles. The U.S. saw 35,766 fatal motor vehicle crashes in 2020 alone. And for fleet professionals, it hits even closer to home. An astounding 86% have reported accidents within their ranks. With consequences ranging from financial blows to potential loss of life, where does your business stand in this spectrum? Ahead of the curve or struggling to keep up?

GPS Trackit: Translating Data into Decisions

Let's be real: Data is king. But do you know what's even more powerful? Turning that data into actionable insights. This is where GPS Trackit shines, going beyond the standard "tracking" feature. Diving deep into driver behavior, vehicle health, and more, it's about empowering businesses with knowledge. Considering Bobit's recent research about dash cam advantages, isn't it time your business harnessed this potential? Knowledge is one thing, but applying it is the real game-changer. Are you ready to step up?



The Dynamic Duo: Dash Cams & GPS

Do you remember the exhilaration of using a new piece of tech? That's the sensation the combo of dash cam and GPS brings to fleet management. These aren't just glossy gadgets; they're indispensable instruments. Through them, fleet managers can access invaluable insights such as driver behavior monitoring, speed control, and high-quality video footage, painting a comprehensive picture of the road – from every driver decision to external challenges. Armed with this profound understanding, the question is: Are you maximizing this goldmine of insights or just touching the tip of the iceberg?

Striking the Balance: Tech Innovations & Human Instinct

Tech is undeniably transformative. But ask yourself: Is it enhancing human potential or overshadowing it? The winning formula, as backed by Bobit's research, is the marriage of tech and human growth. With 56% of fleet professionals advocating for driver training and 51% for GPS trackers, the message is clear. It's a collaboration, not a competition. How's your business finding its balance?

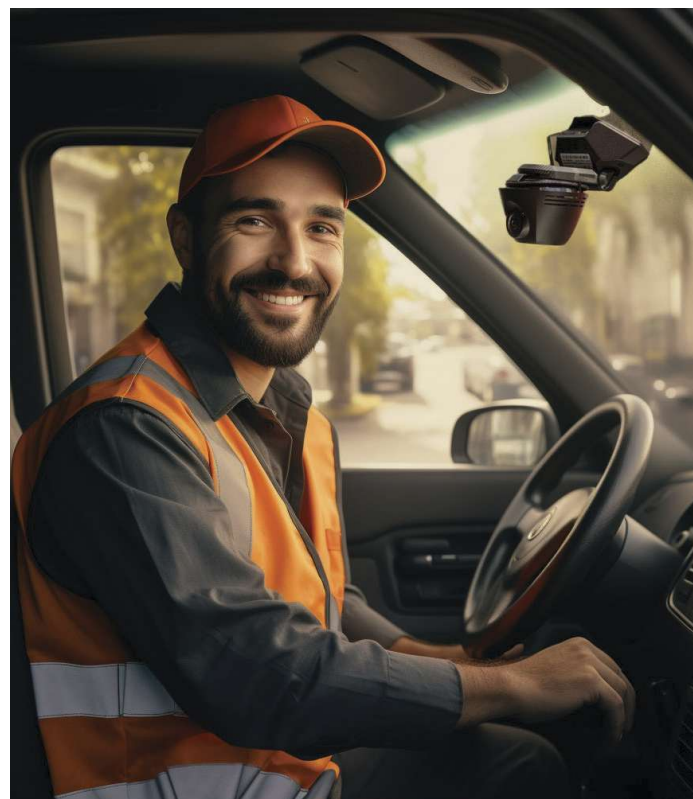
Safety: An Evolving Commitment or A Ticking Box?

Safety isn't just a buzzword; it's a commitment. Monitoring, training, procedures, and reviews – these aren't just words on a checklist but pillars of proactive fleet management. Bobit's survey underscores the multi-pronged approach professionals are adopting. But the question remains: Are these practices firmly ingrained in your company's DNA, or are they mere afterthoughts?

GPS Trackit's Vision: More than Just a Service, It's a Promise

In the intricate dance of fleet safety, GPS Trackit emerges as a partner, guiding and empowering. Beyond the tracking and analytics, it's a commitment to excellence, safety, and success. As the landscape of fleet safety evolves, are you in sync with the rhythm or struggling to catch up?

Embarking on a journey towards enhanced fleet safety? Let GPS Trackit be your compass. With safety, efficiency, and profitability in tow, are you ready to redefine your road ahead?



DEALING WITH FLEET DATA OVERLOAD

The proliferation of connected vehicle technology has created real-time telematics data as a valuable business intelligence tool for field operation entities.

BY LAUREN FLETCHER

T HE MASSIVE AMOUNT OF DATA available to fleets can be extremely overwhelming.

Data overload is a real problem.

How do you deal with it all? How do you know what's essential to your operations?

TIP 1: DEVELOP KEY PERFORMANCE INDICATORS

First, develop a set of key performance indicators (KPIs) you want to measure and track.

"Centralize your data into a system that can create data visualizations/dashboards to help track KPIs and report on actionable information. Transform data into actionable information, such as a driver efficiency score based on fuel economy, excessive braking, road speed, etc. Fault code information can be broken down into severity to determine which issues need to be addressed immediately versus which can be deferred to the next service," said Lee Brodeur, vice president of lease operations and contract services for Mack Trucks.

Don't work in a silo; communicate with executive leadership when developing your KPIs.

"Fleet managers should work with their leadership team to establish a set of KPIs they can manage the business toward and focus the data collection efforts on supporting those KPIs. It's easy to get bogged down by data that isn't important. The KPIs can help them stay focused on what matters to their business," said David Bieber, director of strategic markets at Mike Albert Fleet Solutions.

TIP 2: FOCUS ON THE FLEET KPIS

Developing KPIs is one thing, but you must focus on them. In today's analytics-driven business landscape, data overload is very real.

"At times, trying to effectively interpret your data and get a true sense of your fleet's performance can feel like trying to get a sip of water from a firehose. With that in mind, we often recommend maintaining an extremely sharp focus on the KPIs that are truly meaningful to the chal-

GETTYIMAGES/Just_Super

allenges or issues you're trying to overcome. You'll want to eliminate as much 'noise' as possible and determine what's valuable and actionable," said Trip O'Neil, vice president, strategic services for Holman.

TIP 3: KNOW WHAT METRICS MATTER

Do you know what metrics genuinely matter to your vocational fleet?

"The most critical data is real-time visibility of the shipment status and accurate KPIs around service levels and cost. This data must be easily accessible and accurate. It is critical to have tools and processes in place to ensure data integrity. Shippers should focus on the critical few metrics that drive their operations. Some of those include driver turnover, MPGs, idle time, OTD in full, fleet utilization, accidents and injuries, and cost per mile," said Jeff Jackson, executive vice president operations of dedicated contract carriage for Penske Logistics.

TIP 4: CENTRALIZE DATA

Is your data all over the place? Are people using different programs to track similar information?

"A centralized data warehouse is key. Too many people can be using separate spreadsheets and systems, and it's overwhelming sifting through it all. There are many options, but whatever approach they choose, keeping all the data in one place so it's easy to find and analyze what you need is essential. Second, automation and managing by exception can help make sense of the data overload and identify priorities," said Joe Matukonis, business development at Mike Albert Fleet Solutions.

Wheels understands the need for more data.

"Evaluating and monitoring your fleet performance can be impossible without visibility and oversight into overall fleet operations. Look at consolidating the number of platforms you're leveraging and leverage a tool that can give you quick access to reports and dashboard visibility into the KPIs you want to measure. By doing this, you can focus more on exception management and compliance, which can

give you immediate feedback on how your fleet performs," said Michael Orozco, director of Truck Services for Wheels.

Many fleet managers who attempt to deal with all their fleet data independently can quickly become inundated.

"Consolidating and analyzing data across multiple systems for a total cost of ownership view can take a great deal of time. A huge advantage to working with a fleet management company is our data management and using it to uncover cost savings to reduce total cost of ownership," said Ben Hardesty, director of Fleet Partnership Solutions (FPS) at Element Fleet Management.

TIP 5: PRIORITIZE YOUR DATA

A ton of data is coming off trucks, some immediately actionable and some that can have long-term implications.

"It's best to prioritize what information is truly needed, so filter what's important for the health of your trucks. Trucks can provide information such as location, trip data, fault codes, and other data. Of course, all data is important and very useful, especially when trying to troubleshoot and diagnose a vehicle fault and determine how your truck is performing," said Willie Reeves, director of maintenance for PacLease.

TIP 6: DON'T IGNORE NEW TECH

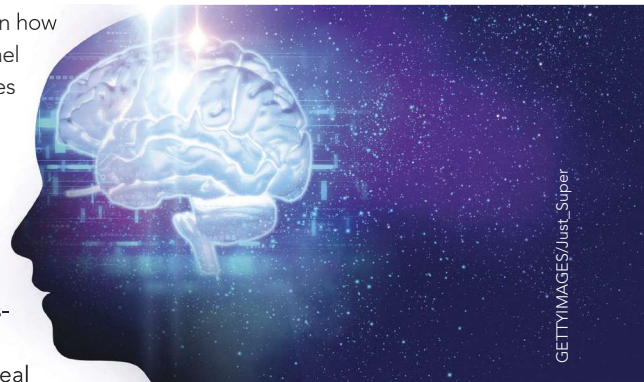
Are you continuing your fleet education?

"With the advent of electric trucks, they're coming to work trucks now as well. It's important to stay abreast of what's happening with new technology. Read up on current developments. You don't want to be behind the curve on technology. It will quickly become a reality in the marketplace," said Reeves of PacLease.

TIP 7: ASK FOR HELP

This is one area where partnering with a fleet management provider can be highly beneficial.

"Most fleet management companies can deliver actionable insight about your fleet's performance and easily bring those



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significant KPIs to the surface rather than simply providing mountains of meaningless data. Additionally, partnering with a fleet management provider can ensure this information aligns with your strategic objectives and will help you use this data as a catalyst for change. Truthfully, your fleet's capacity for change is just as important, if not more so, as the insight this information delivers. Your fleet management provider should be able to make proactive recommendations to help navigate meaningful change," said O'Neil of Holman.

Hardesty of Element Fleet Management agreed, noting that "complimentary consultants help make sense of the data by helping identify what fleet managers should focus on and providing recommendations to improve fleet performance."

With the growth of electric vehicles (EVs) and connected vehicles, it's easy to enter an "analysis paralysis" situation due to a large amount of data.

"As the world is aware of recent microchip shortages, today's vehicles are loaded with tech and processors to help gather and monitor nearly every piece of data on the vehicle imaginable. At the same time, many of the tools that analyze and derive value from the data are also improving at an impressive speed," said Dustin Sage-man, corporate business development manager at Enterprise Fleet Management. "Even AI learning is being applied to help fleet managers quickly make the best decisions for their fleet based on data. Partnering with a company that can help you collect, analyze, and make decisions based on the data is a great way to ensure you're making strategic, thoughtful business decisions with the information you have." •



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REAL-TIME DATA: A FIELD OPERATIONS MANAGEMENT TOOL

The proliferation of connected vehicle technology has created real-time telematics data as a valuable business intelligence tool for field operation entities.

BY MIKE ANTICH

THE PROLIFERATION OF connected vehicle technology has created the capability to use vehicle-generated data to optimize field operations and services.

Real-time telematics data is gaining growing recognition as a valuable business intelligence (BI) tool for field operation entities to collect, integrate, and analyze business information.

Using fleet vehicles as rolling data platforms, telematics can function as a dynamic BI tool. Not only is the data real-time, but granular. This data can be examined by region, business segment, and vehicle class. Furthermore, it can be dissected by the daily volume of trips made by specific types of commercial vehicles compared to past operating behaviors. Data analytical tools create the ability to turn raw data into actionable events.

UNLOCKING BUSINESS INSIGHTS WITH REAL-TIME DATA

Currently, and even more so in the future, fleet productivity will revolve around telematics. Fleet productivity

tools are evolving rapidly due to the improvements in the standardization of data collected between telematics providers and their devices and between vehicle types.

Ultimately, data generated by the vehicle itself, combined with its actual and predictive maintenance data, will allow fleets to target replacement schedules on a vehicle-by-vehicle basis rather than a generalized time/mile replacement policy.

The value of business intelligence lies in how well an organization can draw insight from data to turn it into measurable revenue generation, cost savings, or corporate efficiencies.

As more connected vehicles enter fleet service, telematics data will be a growing source of industry insight and business intelligence.

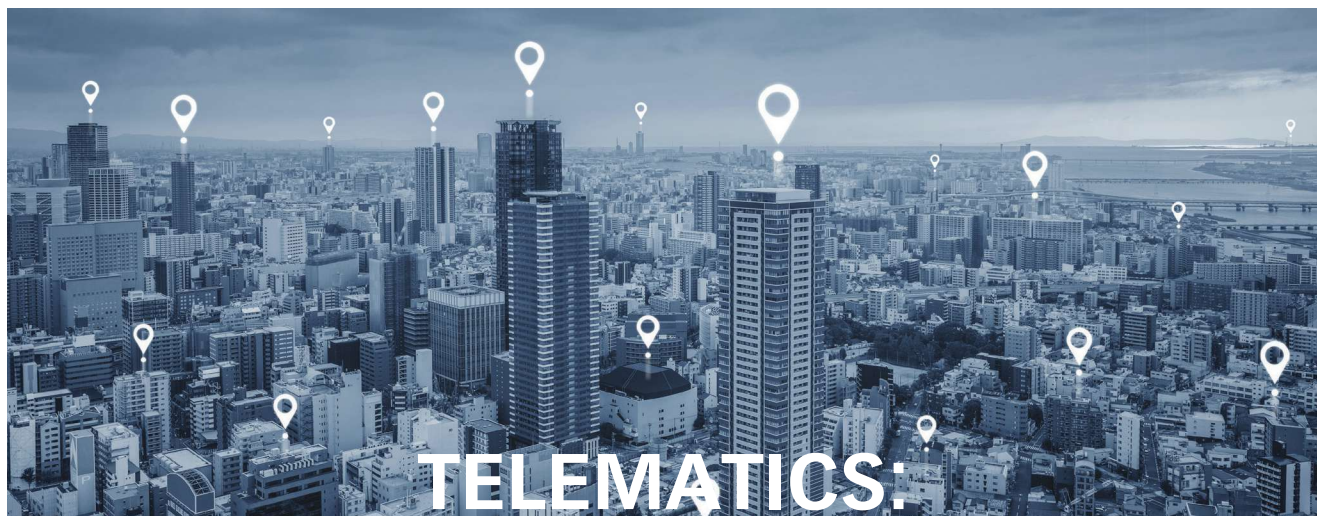
NEXT-GEN DATA ANALYTICS

The next generation of data analytics will correlate these massive data points to identify new best practices that will find applications in unanticipated areas outside fleet management.

1 Micro-Weather Forecasting: Data from the operation of windshield wipers tied to a GPS coordinate are now part of a “Weather-of-Things” ecosystem. Companies like HyperCast provide minute-by-minute, street-by-street weather forecasts using vehicle telematics data, cell tower signals, data from planes, drones, and IoT devices.

2 Seismic Detection Tool: Telematics devices have accelerometers that track acceleration in the X, Y, and Z axes. While these readings are typically used to help fleets meet their safety goals by reducing erratic driving events and in accident reconstruction, they can also monitor the effects of other forces exerted on a vehicle while it is parked. If sufficient seismic G-forces are applied to a vehicle, such as during an earthquake, they will trigger the telematics device’s accelerometer.

3 Collision Reconstruction: Vehicle telematics can provide the data to analyze and understand events before, during, and after a collision. Telematics data provides an accurate scientific record of events beyond word-of-mouth testimony. •



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TELEMATICS: 7 MODERN USES BEYOND TRACKING

Maximize fleet efficiency and reduce costs with advanced telematics, including dynamic route optimization, driver performance monitoring, and environmental sustainability.

BY LAUREN FLETCHER

WHILE MANY ARE FAMILIAR with its role in vehicle tracking, telematics applications have expanded far beyond that. Here are seven new ways to embrace the technology!

1 DYNAMIC ROUTE OPTIMIZATION FOR EFFICIENT DELIVERIES

Gone are the days of static route planning. Telematics has ushered in a new era of dynamic route optimization, where real-time data is used to adjust routes on the fly.

Fleet managers can ensure timely deliveries by considering traffic conditions, weather, and delivery schedules while reducing fuel consumption and vehicle wear and tear.

2 PROACTIVE MAINTENANCE & PREDICTIVE ANALYTICS

Telematics goes beyond tracking; it's about preemptive maintenance. With sensors gathering data from various vehicle components, fleet managers can identify potential issues before they escalate into costly breakdowns.

By utilizing predictive analytics, maintenance schedules can be optimized, reducing downtime, and increasing vehicle lifespan.

3 DRIVER PERFORMANCE MONITORING AND TRAINING

Telematics provides a window into a driver's behavior like never before. From harsh braking to aggressive acceleration, these insights allow fleet managers to provide targeted training to improve driver performance.

By promoting safer driving habits, fleet managers can significantly reduce accidents, insurance premiums, and vehicle maintenance costs.

4 EMISSION TRACKING & ENVIRONMENTAL SUSTAINABILITY

In an era of increased environmental awareness, telematics is stepping up to monitor emissions.

Commercial fleets can use this technology to track vehicle emissions, identify inefficiencies, and implement strategies to reduce their carbon footprint.

5 CARGO MONITORING & SECURITY ENHANCEMENT

Beyond vehicles, telematics extends its reach to cargo monitoring. Real-time tracking and temperature sensing ensure the in-

tegrity of sensitive goods during transit.

Fleet managers can receive instant alerts for deviations from optimal conditions, safeguarding the quality and safety of transported cargo.

6 DATA-DRIVEN DECISION MAKING AND BUSINESS INTELLIGENCE

Telematics generates a wealth of data that can be transformed into actionable insights. Fleet managers can analyze trends, identify operational inefficiencies, and make informed decisions to optimize their operations.

This data-driven approach enables better resource allocation, more intelligent investment decisions, and improved fleet performance.

7 INTEGRATION WITH IOT AND FUTURE POSSIBILITIES

The world of telematics is constantly evolving, with integration into the Internet of Things (IoT) opening doors to even more advanced capabilities.

From vehicle-to-vehicle communication to automated maintenance requests, the future holds exciting possibilities. •

More than a dozen hybrids parked outside Long Beach's Fire Headquarters were on a low state of charge after sitting unused over the holiday break. An alert from Pitstop enabled the city to run the vehicles so they wouldn't have an issue once they were needed again.



Photo: City of Long Beach

THE FUTURE IS NOW: USING AI PREDICTIVE MAINTENANCE

Check out how trusting artificial intelligence can save costs and reduce downtime, helping sift through mountains of data for insight fleets need.

BY CHRISTY GRIMES

Nowadays, people across many industries are abuzz about ways artificial intelligence (AI) can benefit their operations. That's undoubtedly true in fleet management as well.

AI uses existing data to solve problems, and so does predictive maintenance. AI takes away the human guesswork involved in predictive maintenance, putting it instead on an equation that uses data from a vehicle's maintenance history and telematics device.

Asset management services and software company AssetWorks just wrapped up a pilot of an AI predictive maintenance program. One of its customers, the city of Long Beach, California, tested the technology on more than 600 of its vehicles. A service company called Serco also tested the technology on four of its customers' fleets.

AVOIDING DATA OVERLOAD WITH AI INSIGHTS

AssetWorks partnered with fleet maintenance software provider Pitstop for the pilot.

Pitstop's software has consolidated over 10 billion data points from large, mixed-vehicle fleets. Pitstop then uses advanced AI algorithms to generate predictive insights on critical vehicle components like battery health, brakes, fuel systems, tires, and engine airflow.

Paired with vehicle health data from specific vehicles' telematics devices managed by AssetWorks software, Pitstop's data helped the software predict when a vehicle might need servicing or repair.

The technology helped Long Beach Fleet Services Manager Dan Berlenbach, CFPF, avoid what he calls data overload. Vehicles can generate hundreds of codes on their respective telematics devices in a given day, leading fleet managers to struggle to determine what data is important.

"We've had this data flowing for years. Our customers can push their telematics data into our telematics cloud today," AssetWorks Senior Industry Consultant for Fleet Technology Marc Knight explained.

"But it's like drinking from a firehose. And this initiative can get it down to a trickle so customers can use it."

CUTTING DOWN DIAGNOSTIC TIME

When a vehicle comes to the fleet shop and a work order is created, the technician will see a list of available insights about that vehicle, ranked from minor to critical. Having that data allows technicians to cut down on diagnostic time because they already know what's happening under the hood.

"Right then and there, before they get started [working on the vehicle], they can see any pending messages or alerts insights off that data...it reduces the amount of diagnosis time. We think we can probably save about 20 minutes for a job or per event in diagnosis by automatically having that in the technician's hand," Knight said.

Knowing what's wrong with the vehicle before it even rolls into the shop also allows fleets to lessen downtime, leading to many benefits.

“Our goal is always to maximize uptime or reduce downtime for the customer. That way, you have the least impact to their mission, so they can continue to do what they need to do,” Berlenbach explained.

Technicians can also address the non-critical alerts while the vehicle is in the shop.

“We want to take care of everything possible at that time since we’re already taking it away from [the customer] from hours to a day. Let’s get everything done at once so that when we give it back to you, it won’t break down between now and the next scheduled service,” Berlenbach added. “By getting to a predictive maintenance system, we can catch these things before they happen. And that enables us to reduce the downtime and all its negative effects.”

Reducing vehicle downtime through a single visit to the fleet shop also reduces the need for a reserve fleet, Berlenbach explained.

When Serco installed the technology in its fleet customers’ vehicles, its customers discovered that many of their drivers had check engine lights on. Operators often hadn’t told their fleet departments that their vehicles needed to be serviced.

The data pulled through Pitstop’s technology allowed their technicians to decide whether the vehicles with check engine lights needed to be brought in and serviced immediately.

This technology can also allow shops to work well with the technicians they have, as many continue to experience a labor shortage.

“If we can shorten the time it takes to do these jobs, we can open the amount of time available to technicians to do what they need to do. We can get more work through our shops with fewer resources,” Knight said.

Think of it as another tool in your technician’s toolbox.

“It isn’t about replacing but working with a current workflow to make operations more efficient and smarter, with the same or limited resources,” Pitstop CEO and Founder Shiva Bhardwaj explained. “AI predictive analytics can significantly save fleets time by doing the previously manual work faster while addressing failures before they happen...allow-

Vehicle Health Report

PITSTOP

Vin Unit Id: **135009** Report Date: February 8th 2023
 Year: **2019** Make: **PELICAN** Model: **3 WHEELER (Street Sweeper CNG)**
 Odometer: **47703.0Km**

Status Created On Description

Engine Codes

Engine Code	Status	Created On	Description
1:	new	02-08-2023	1325 - Engine cylinder 3 misfire rate - The misfire rate of engine Cylin...
2:	new	02-08-2023	1327 - Engine cylinder 5 misfire rate - The misfire rate of engine Cylin...
3:	new	02-08-2023	1326 - Engine cylinder 4 misfire rate - The misfire rate of engine Cylin...
4:	new	02-08-2023	1328 - Engine cylinder 6 misfire rate - The misfire rate of engine Cylin...
5:	new	02-08-2023	8289 - Fuel system control module - The electronic control unit for a fu...
6:	new	02-08-2023	1322 - Engine misfire for multiple cylinders - When a misfire occurs in ...
7:	new	02-08-2023	647 - Engine fan clutch 1 output driver
8:	new	02-08-2023	3249 - Aftertreatment 1 exhaust temperature 2 - When the exhaust tempera...
9:	new	02-08-2023	524286 - Automatic Gear Selection - Incompatible or missing dataset - Th...

This is what a vehicle health report from Pitstop looks like. Technicians have access to this when they service a vehicle.

ing managers to plan their maintenance schedules accordingly.”

SLASHING VEHICLE TOWING COSTS

Keeping your fleet in working condition through predictive maintenance can also help you chisel away at another part of your fleet spending: your towing budget. A vehicle is less likely to break down when it has had all its maintenance issues serviced, especially the not-so-obvious ones that the predictive maintenance software can point out.

In July, Pitstop released its official Long Beach case study results. Throughout the pilot, Pitstop observed 147 tow or road call events, resulting in an estimated cost of approximately \$61,000, excluding repair expenses. This amounts to \$651,940 per year in tow and road call costs.

Pitstop reported that much of this could have been avoided if the predictive analysis had been used to resolve the issues ahead of a breakdown.

The city saw savings in one specific instance, thanks to Pitstop’s prediction. In December 2022, dozens of hybrid vehicles were at risk of having dead batteries because they had been sitting in a lot for a while during the holidays.

When the fleet department was alerted that the batteries might die, Berlenbach was able to send someone out to start and run the vehicles for a little bit so that they wouldn’t all be dead when employees re-

turned to work. The technology was at work, even on the vehicles sitting in a lot, unused.

“The ROI, we think, is anywhere from two to five times the cost, in just savings potentially to the fleet,” Knight said. “And that doesn’t equate to the broader organizational savings of reduced downtime and the safety related to cargo and passengers have a breakdown.”

DELAYING MAINTENANCE SERVICES

The pilot revealed that the city could save money by delaying services for operator cases when no fault code is present on a vehicle, therefore spreading out maintenance costs. For Long Beach, this approach applies to 24% of the vehicles in the fleet.

For the pilot, 941 unplanned service cases cost roughly \$1,000 per visit. By electing not to perform these services on 24% of these visits during the three-month pilot, Pitstop determined the city could save up to nearly \$78,000 per month.

It’s important to note that any declined services would still need to be performed eventually; these services would instead be moved to preventive maintenance visits and spread out over a more extended period. The savings would primarily be derived from spreading out the maintenance costs.

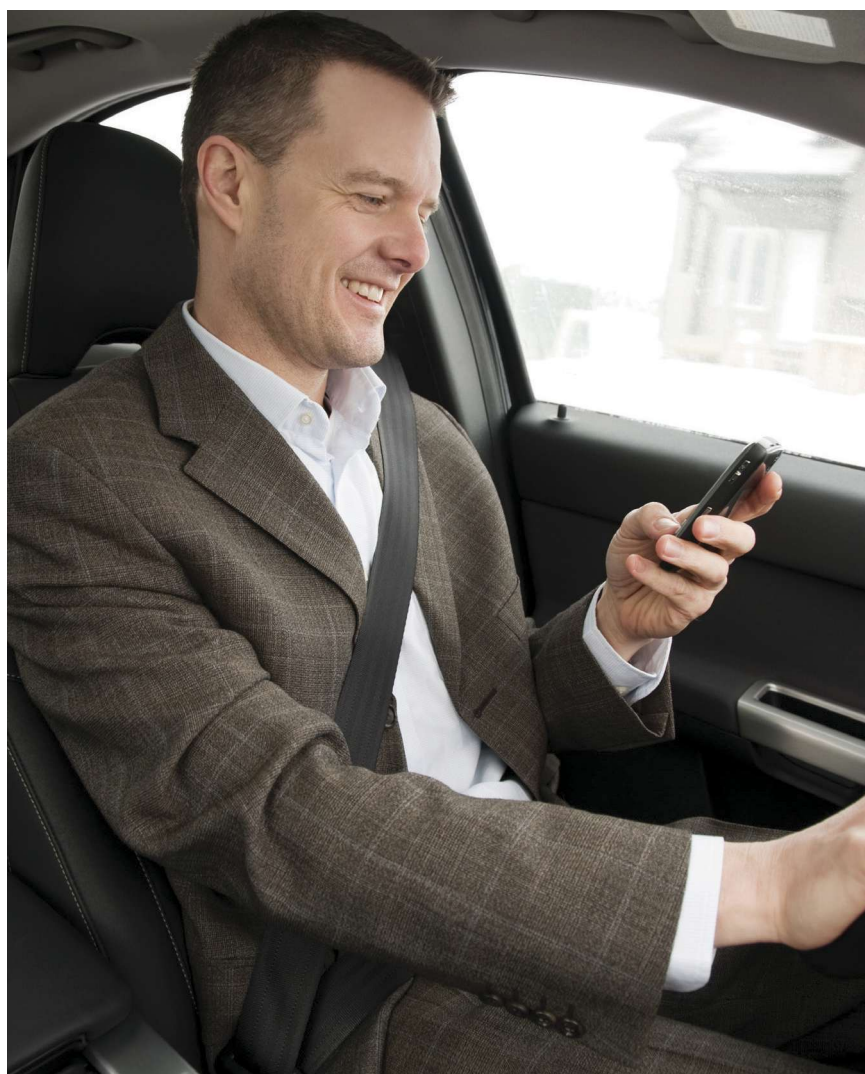
Overall, Pitstop concluded that adopting a predictive, data-driven approach could provide Long Beach with an estimated \$809,500 yearly cost savings. ●

Image: Pitstop

DRIVEN TO DISTRACTION: THE DOWNSIDE OF HIGH-TECH

Sophisticated in-vehicle technology can increase driver distraction, killing some 3,522 people every year. An expert offers advice on ensuring fleet drivers stay focused on the road.

BY JUDIE NUSKEY



Y YEARS AGO, MOST VEHICLES had manual windows and steering, no air conditioning, or no airbags. Technological advances have transformed the vehicle environment in which fleet drivers spend much of their workday. Many advances have helped make vehicles safer than ever. Yet others pull in the opposite direction by potentially distracting drivers from their number one focus behind the wheel: driving safely.

Consider, for example, the potential for in-vehicle connectivity to increase driver distraction. Some of these digital technologies being added to new vehicle models are positioned to reduce driver distraction, but, in actuality, can become new sources of distraction. With the growing demand for luxurious, safe, and smart vehicles, automotive manufacturers are increasingly developing automobiles with integrated infotainment systems that provide entertainment and information for an enhanced in-vehicle experience.

A prime example is voice-to-text technology. It's marketed as a way to text without manual steps, but composing the message, even verbally, still distracts the driver.

HOW TECHNOLOGY DISTRACTS

The National Highway Traffic Safety Administration (NHTSA) describes three forms of driver distraction: taking your eyes off the road (visual distraction), taking your mind off the road (cognitive distraction), and taking your hands off the wheel (manual distraction). Some tasks may only involve one form of distraction, which creates enough of a hazard to increase a driver's risk of a collision. But often, technology involves all three forms of distraction, making it especially dangerous. Two factors make technology, as well as other forms of distraction, dangerous for drivers:

- It prevents you from being aware of your driving environment.
- It eliminates or greatly reduces the time and space needed to respond to your driving environment.

GETTYIMAGES/LivingImages

Of all the technologies that can potentially distract someone behind the wheel, text messaging is particularly unsafe because it combines physical, mental, and visual forms of distraction. According to the Virginia Tech Transportation Institute, a driver who texts behind the wheel is 23 times more likely to be involved in a crash or near crash than a driver who isn't distracted.

Unfortunately, voice-based systems aren't the answer. While vehicles are now equipped with voice-based interfaces that enable drivers to dial a phone, select music, or enter a destination into a GPS via voice commands, there is evidence these systems may have unintended safety consequences.

The intention may be to improve safety by keeping your hands on the wheel, but interacting with a synthetic voice requires a high level of mental focus, even more than talking to a passenger.

The AAA Foundation for Traffic Safety reported that our ability to see and respond to what's happening on the road may be impaired if our mental focus isn't on driving. We may miss a stop sign or not see a pedestrian crossing the road. With or without in-vehicle connectivity, today's driving environment is becoming increasingly distracting for motorists.

PROVEN WAYS TO AVOID DISTRACTION

Share these best practices with your drivers and help keep them from becoming inattentive, whether from a connected vehicle, your electronic devices, or anything else that competes for their focus.

1 PLAN FIRST

Avoiding distraction begins with proper planning before you take to the road. Follow these planning tips to keep distractions at bay.

- **Allow sufficient time.** If you're rushed or running late, you won't take time for periodic breaks to check messages, place phone calls, eat, or handle other tasks while safely parked.



GETTYIMAGES/Serhii Hryshchynshen

- **Know where you're going.** When taking a new route or traveling to an unfamiliar area, become familiar with the directions in advance. If using a GPS (whether integrated or on a smartphone), enter the destination before driving.

- **Groom at home.** Leave enough time in your schedule to handle all personal grooming before you depart. Don't do it while behind the wheel.

- **Take time to eat.** When leaving the house in the morning, allow time for coffee and breakfast before departing. Eating while driving keeps your hands and mind otherwise occupied.

- **Plan for breaks.** Develop a driving schedule that includes regular breaks. This ensures your mind and body have a rest from driving — and helps you avoid the temptation to engage in tasks you shouldn't do behind the wheel.

- **Pack wisely.** Where you store work, and personal items in the vehicle greatly impact whether you're distracted or focused. Store electronics and other items out of your reach and out of sight, ideally in the trunk or cargo area. Turn off phone ringers and other alerts; those sounds can distract you from the road.

- **Set controls first.** Adjust your seat and mirrors, set the temperature, and choose what to listen to before you leave.

2 STAY COMMITTED

Once you're behind the wheel, don't negate all your good planning by allowing distraction to take over. Remain committed to focusing your full attention on the driving task by following these safety guidelines:

- **Don't answer.** Allow phone calls to go to voice mail and leave unread e-mails and texts until you're safely stopped. If you've planned properly, you'll have time in your schedule to check and respond to messages during regular driving breaks. Avoid "time outs." Never use a red light as an opportunity to read or send e-mails or texts. A red light is not a timeout from driving. Maintain your focus at stop lights in case something dangerous happens. A true stop is when you're safely parked at a rest area or parking lot, not pulled over on the shoulder.

- **Eat while stopped.** Eating while driving is increasingly common in our fast-paced world, and it's increasingly easy with many drive-through options. But like technology, eating involves all three forms of distraction: manual (your

hands are on the food instead of the wheel), mental (you're focused on how to eat without spilling), and visual (you may need to look at your food). Build food breaks into your schedule, even if you pack food from home. Eating while safely parked doesn't have to take long but is critical to avoiding collisions.

• **Adjust as needed.** If you run into traffic tie-ups or an appointment takes longer than expected, don't try to make up time by multitasking. When you're behind schedule, it's best to find a safe place to stop and call ahead to your next appointment to alert them you're running late. Never place the call while driving. Calling ahead takes the pressure off you and is a courtesy to your customer.

• **Stop to regroup.** If you're confused about directions or make a wrong turn, often the best approach is to find a safe place to stop and regroup. Don't try to change your navigation system or look up new directions on a smartphone while driving. The few minutes it takes to stop safely first is a small price to pay to ensure your safety.

HANDS-FREE ISN'T THE ANSWER

With many U.S. states and Canadian provinces banning hand-held cell phone use while driving, you might assume that means



GETTY IMAGES/Chris Ryan

it's safe to use hands-free cell phones. But research shows that's not the case.

Whether integrated into the vehicle or via a wireless headset, hands-free cell phone use is increasingly common. But no matter what type of phone you use, the mental distraction of a cell phone conversation can cause "inattention blindness" — failing to notice what's happening around you because you are focused on the call rather than the road.

The Applied Cognition Lab at the University of Utah has studied driver distraction for over 10 years using sophisticated tools like driving simulators, eye trackers, and devices that measure brain activity. They aim to examine the demand for using built-in technologies while driving.

So far, their findings suggest that many of these vehicles' functionality is too demanding to use while driving safely. Even when their study participants look directly at objects in their driving environment, if they are talking on a cell phone of any type, they are less likely to create a "durable memory" of those objects.

That means even if your cell phone is hands-free, the mental distraction of the phone conversation can lead to inattention blindness, which can have significant consequences.

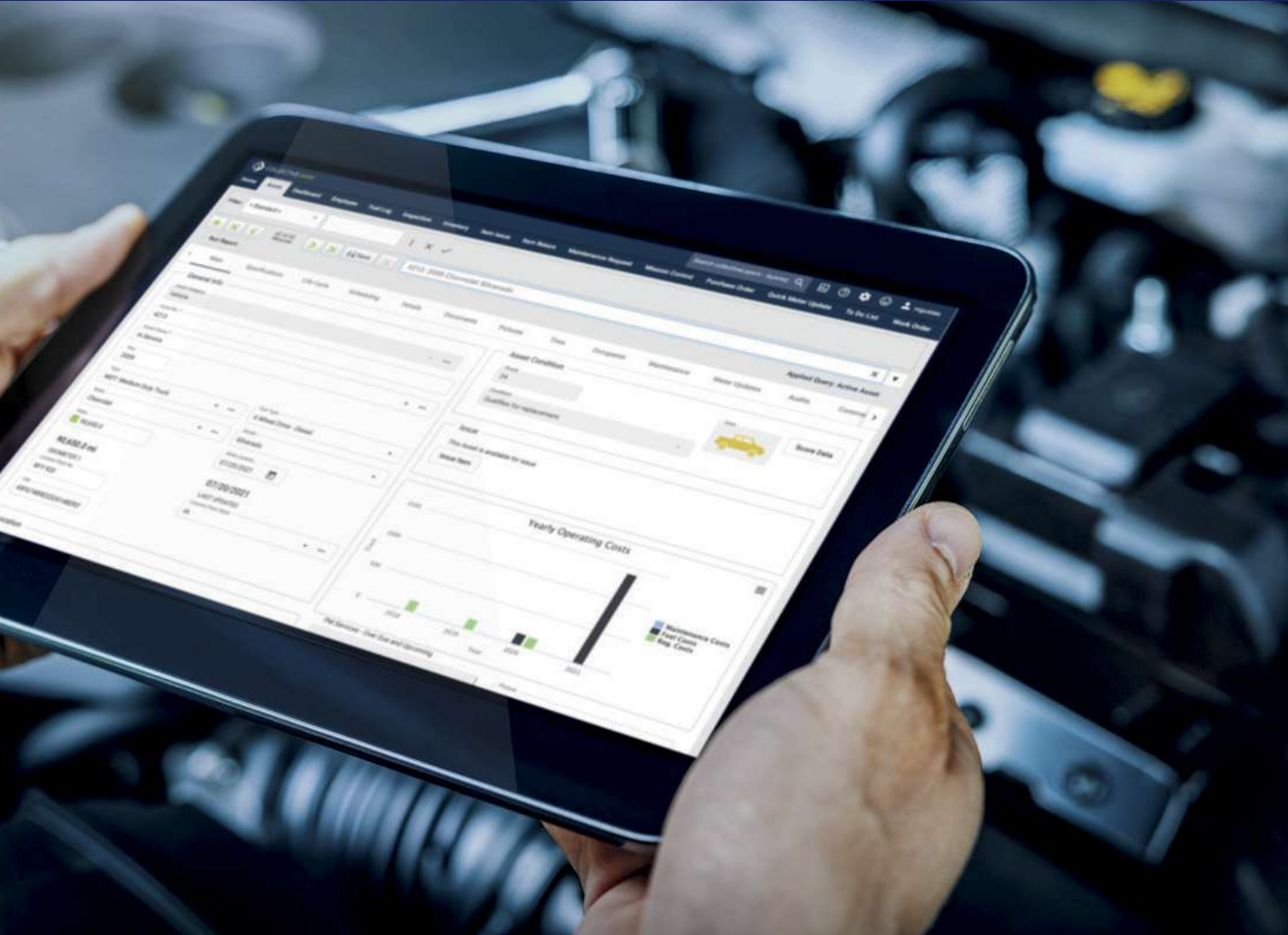
The best solution? Don't use a cell phone while driving. •

ABOUT THE AUTHOR

Judie Nuskey is the director of Operations at Advanced Driver Training Services and assists corporations in creating custom driver training programs to lower (or keep low) their crash rates.



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A BETTER FUTURE FOR YOUR FLEET

PLAN A BETTER FUTURE FOR YOUR FLEET WITH THE POWER TO MANAGE YOUR ASSETS, INVENTORY, PREVENTATIVE MAINTENANCE, WORK ORDERS AND MORE ALL IN ONE PLACE. UTILIZE A CENTRAL DATA HUB WITH YOUR FLEET, TELEMATICS AND FUEL INFORMATION IN ONE EASY-TO-READ SPACE WITH EXTENSIVE AND CONFIGURABLE REPORTS.



PHOTO: GETTYIMAGES/olrat

EMBRACING TECHNOLOGY TO ENHANCE FLEET CUSTOMER SERVICE

BY TIM O'HARA

IN THE EVER-EVOLVING landscape of fleet management, technology continues to play a pivotal role in shaping the way businesses operate and serve their customers. From streamlining operations to improving customer service, embracing technological advancements has become a hallmark of success. One area where technology is making significant strides is in the realm of fleet maintenance approvals, where the fusion of machine learning and human expertise is transforming the way decisions are made. In this article, we delve into the realm of machine learning-driven maintenance approvals and how this innovation is revolutionizing customer service for fleet management companies.

At Wheels, we are committed to enhancing the service we provide our customers by using both tried and tested technologies as well as newer cut-

ting-edge solutions. From utilizing machine learning (ML) for maintenance approvals to leveraging optical character recognition (OCR) and robotic process automation (RPA) for streamlined administrative processes, we're revolutionizing how we serve our clients.

MACHINE LEARNING IN MAINTENANCE APPROVALS

Maintenance approvals involve assessing the nature of the repair, its cost, and whether it aligns with customer-specific thresholds. However, the process can be time-consuming and resource intensive. Machine learning is an innovative solution that streamlines the process and enhances customer service efficiency. An algorithm leverages the collective decisions made by maintenance advisors over time. It then learns the patterns and trends associated with these decisions and pairs them with customer specific parameters. For instance, if a BMW repair request falls

within a certain price range and has previously been consistently approved, the algorithm approves the request. Using this technology allows our maintenance advisors to play a more strategic role in decision-making and cost negotiation elevating the overall quality of service provided to both customers and vehicle operators. With machine learning, maintenance vendors receive instant decisions on maintenance requests, so our customers' drivers are back on the road as soon as possible.

OCR AND RPA FOR ENHANCED SPEED AND QUALITY

The joint forces of optical character recognition (OCR) and robotic process automation (RPA) are a game-changer when it comes to dealing with vast amounts of administrative documents and data processing. Whether it's toll violations, paper invoices or insurance card requests, OCR engines meticulously scan and interpret information, extracting key attributes like license plate numbers, violation types, dollar amounts and more. RPA bots then take the data gleaned from OCR and utilize predefined scripts to navigate through different systems and vendor portals. These technologies streamline tasks that were once manual and time-intensive, such as keying in data, updating systems, or making payments. The RPA bots work around the clock, enhancing both speed and accuracy, reducing turnaround times so that customers receive swift responses and resolutions. And again, like with machine learning, employees can focus on tasks that require creativity, strategy and problem-solving.

INVESTIGATING MACHINE LEARNING FOR ODOMETER ESTIMATES

We rely upon accurate odometer data to provide maintenance reminders to drivers. Our current system captures odometer data from fuel program transactions and maintenance shop visits. Yet sometimes this data is not available. We can make estimates based on generalized rules such as 25 miles a day for one fleet and 50 for another. However, in the spirit of continuous

improvement, we are piloting machine learning algorithms to analyze unique driver behavior and driving history. The algorithm comprehends patterns, learns from them, and refines mileage predictions. This approach personalizes mileage estimates to the specific driver as opposed to using overall fleet estimates increasing the accuracy of the odometer data used for important maintenance reminders.

GPS TRACKING FOR TRIP LOGS AND MILEAGE REPORTING

Our mobile app incorporates GPS tracking. Using this feature, drivers can produce automated trip logs to feed directly into monthly or annual mileage reporting. Many drivers are required to keep meticulous trip logs for regulatory reasons. And it is a productivity tool for drivers who use their vehicles for

personal and business miles. They can set up the tool to track their business miles during business hours. It will then automate the submission of their mileage every month. GPS is also a very important feature of our reimbursement program. Many of our customers want to reimburse drivers based upon evidence of miles driven and they rely on our GPS tracking in the app to provide the evidence to support those reimbursement amounts.

MACHINE LEARNING FOR DAMAGE DETECTION DURING VEHICLE INSPECTIONS

Many of our customers require regular annual inspections because vehicles are sometimes turned in with unreported damage. We are testing the use of machine learning to streamline this process.

Using an app, a driver will be able to photograph or record a video of the vehicle and a machine learning algorithm will analyze the data and determine whether there is a scratch, dent, defect or flaw on the exterior of the vehicle. Using this technology, drivers will be able to satisfy inspection requirements without having to make a physical trip for an inspection.

Machine learning, OCR and RPA are just a few of the technologies we are using and investing in to improve the way we serve our customers. At Wheels, we foster a culture of innovation, and we are committed to leveraging advanced technologies to deliver exceptional service to our clients and their drivers. •

ABOUT THE AUTHOR:

Tim O'Hara is the Chief Information Officer at Wheels.



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REDEFINING FLEET MANAGEMENT

Can GPS Trackit's Evolving Solutions Help Your Operations?

IN TODAY'S DYNAMIC WORLD of fleet management, ensuring safety while optimizing operations is paramount. The evolution of technology has presented fleet managers with tools that can revolutionize how fleets operate. At the heart of this transformation lies GPS Trackit. Not only are we consistently creating to offer solutions that strike the perfect balance between real-time monitoring and efficient fleet management, but we also pride ourselves on our capability to listen to the market and its needs. Our approach is grounded in being an essential, empowering, and empathetic sidekick to fleet managers. We adapt and evolve, ensuring our solutions not only meet but exceed the changing

demands of the industry. Dive into the details below to discover how our latest offerings can help your fleet operations.

VIDFLEET'S DRIVER SAFETY ASSISTANCE (DSA): A GAME-CHANGER IN DRIVER BEHAVIOR MONITORING

Understanding and ensuring the safety and efficiency of fleet drivers has always been a top concern. But with the newly launched DSA, GPS Trackit has shifted the paradigm from mere monitoring to real-time in-cab coaching.

The DSA is not just a tool—it's an approach. By offering drivers crucial seconds to correct their actions before a violation is logged, it empowers them to take proactive measures, nurturing a cul-

ture of proactive safe driving. This not only helps prevent potential mishaps but also ensures that fleet drivers view the DSA as an ally, guiding them in real-time, rather than just another surveillance tool.

“GPS TRACKIT HAS SHIFTED THE PARADIGM FROM MERE MONITORING TO REAL-TIME IN-CAB COACHING.

Using advanced AI algorithms, the system precisely detects specific events like Cell Phone Use, Distracted Driving, Close Following, No Seatbelt, and Tailgating. This intelligent feedback not only fosters a friendly coaching experience but also ensures pinpoint

accuracy in monitoring. Such proactive AI-driven measures don't just enhance safety—they also save fleet administrators time, allowing them to focus on other vital aspects of fleet management.

VIDFLEET SIMPLIFIED: DASH CAMS WITH GPS TRACKER INCLUDED

Juggling multiple devices for GPS tracking and video monitoring can be cumbersome. Recognizing this challenge, GPS Trackit introduces VidFleet Simplified. Not only does this feature stand as a testament to GPS Trackit's commitment to simplifying fleet management, but its seamless 5-minute DIY installation process also ensures that integrating this solution into your fleet is hassle-free and efficient.

By allowing the VidFleet Cameras to be plugged directly into a vehicle's OBD connection, the need for an additional OBD

Tracking device is eliminated. This creates a singular solution for both GPS tracking and video insights, streamlining installation and bringing cost efficiency to the forefront. Moreover, unlike other camera vendors that take up to 4 minutes to send footage, GPS Trackit's cameras instantly upload videos to the cloud. This rapid accessibility empowers fleet managers to immediately address and correct behaviors like micro-sleeping, resulting in safer roads and heightened protection for drivers.

Moreover, for those who still prefer a paired telematics device, options are available. GPS Trackit's emphasis on customer-centric solutions ensures that even existing customers seeking to upgrade are facilitated seamlessly.

While the traditional paired tracker remains essential for certain functionalities, GPS Trackit recognizes the need for versatility in fleet management. The VidFleet

Simplified Install is a response to this, offering many fleets a streamlined and more efficient alternative. As with all offerings we have, the focus remains on driving efficiency, ensuring regulatory compliance, and enhancing driver safety.

The fleet industry is evolving, and with GPS Trackit's solutions like the VidFleet DSA and VidFleet Simplified, fleet managers are equipped to stay ahead of the curve. As we embrace technology that addresses current challenges and anticipates future ones, the emphasis remains on prioritizing safety, efficiency, and user-friendliness.

If you're looking to explore the future of fleet management, GPS Trackit stands ready with innovative solutions tailored to your unique needs. Talk to a Fleet Advisor today to optimize your operations, ensuring safety, efficiency, and cost-effectiveness. Visit <https://gpstrackit.com/help/talk-to-a-fleet-advisor/> •

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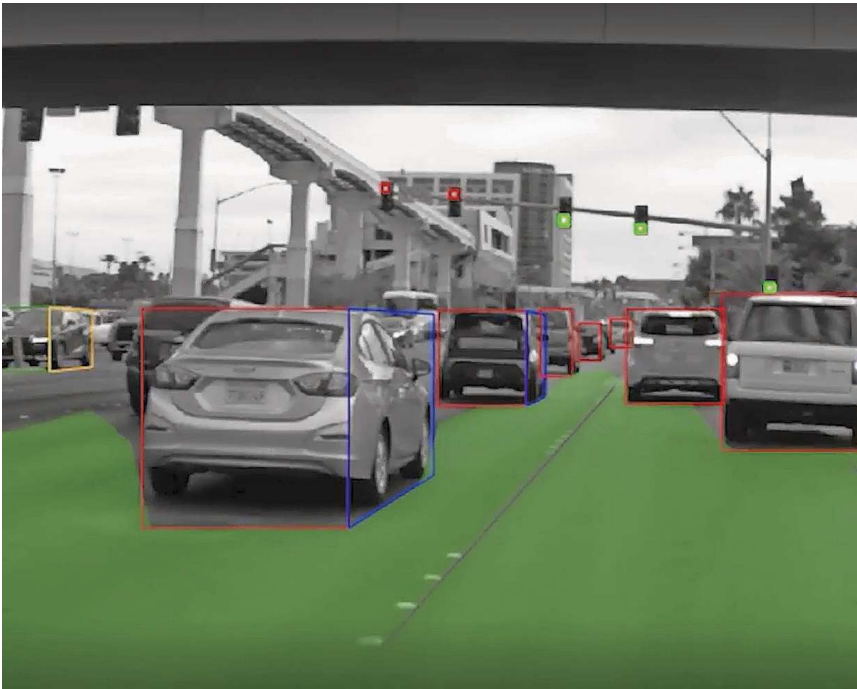


PHOTO: Mobileye

MOBILEYE FLEET SAFETY TECHNOLOGY:

Improving Safety, Reducing Costs

When it comes to managing a fleet, there is no substitute for safety. Mobileye is a global leader in collision avoidance and ADAS technology, using artificial intelligence and computer vision to drive innovation in technology that keeps drivers, vehicles, and road users safer.

Mobileye solutions help prevent collisions and improve driver performance across various industries, from construction to school transport to law enforcement, using AI-powered, real-time alerts that notify drivers of imminent hazards on the road.

> DESILVA GATES CONSTRUCTION: PROTECTING WORKERS AND ASSETS

Desilva Gates Construction is a company that takes pride in its commitment to safety. After experiencing rising collisions among its fleet of over 600 vehicles (from Ford F-150 pickup trucks to Kenworth T880s) they integrated Mobileye

into their fleet. The results were nothing short of remarkable.

After installation, the company reported an over 80% reduction in at-fault collisions, which led to a significant decrease in insurance premiums as well. They credit the consistency of the system with its success: "What Mobileye has done is given us a coach in the vehicle 24 hours a day."

> SEMAN TOV BUS COMPANY: A SAFER RIDE FOR OUR MOST PRECIOUS CARGO

Seman Tov Bus Company turned to Mobileye to provide greater protection to the children they transport every day. Knowing that school bus drivers face greater distractions, they wanted a solution with ensured accuracy and reliability, while also helping them maintain their full schedule by reducing downtime after collisions. The found just that with Mobileye collision

avoidance, which decreased front-end collisions by over 50% after installation in over 150 of their buses.

For the leaders at Seman Tov, Mobileye has given them an essential component of fleet safety management: peace of mind.

> LAREDO POLICE DEPARTMENT: PROTECTING OFFICERS AND THE COMMUNITIES THEY SERVE

The Laredo Police Department is one of the largest law enforcement agencies in Texas and shoulders the responsibility of ensuring the safety of its officers and greater community. With a fleet of over 500 patrol vehicles covering roughly 500,000 miles each month, the risks associated with daily policing activities are undeniably high. After working with Mobileye, their fleet experienced a significant reduction in both rear-end and lane-changing collisions.

When considering the costs of fleet technology, Laredo Officer Emanuel Diaz asks, "How quantifiable is a life?" The prevention of a fellow officer's or community member's injury or worse is an unquantifiable achievement, and one that Laredo PD takes seriously in their commitment to safety beyond measure, with the help of Mobileye.

> FLEET TECHNOLOGY FOR SAFER ROADS

Installing Mobileye collision avoidance systems has proven to be more than just adding technology to fleet vehicles; it shows a commitment to the safety of everyone on the road.

> ABOUT MOBILEYE

Mobileye is a global leader in collision avoidance and computer-vision artificial intelligence. With technology trusted by dozens of OEMs, Mobileye's safety solutions aim to reduce collisions and improve driver performance for fleets across all industries through real-time, proactive alerts. •

www.mobileye.com/us

COLLECTIVE DATA PROVIDES CENTRAL FLEET DATA HUB FOR LARGE FLORIDA CITY

> ABOUT THE CLIENT

At the present time, the City of Fort Lauderdale's population is 182,000 with the city's fleet comprised of approximately 1,750 vehicles and equipment consisting of anything from automobiles, vans, pickups, bucket trucks, dump trucks, compressor trucks, backhoes, trenchers, loaders, cranes, etc. to Fire Department pumpers, Rescue and aerial ladders as well as Police Department marked and unmarked vehicles. The fleet has a current replacement cost of nearly \$20 million dollars.

> THE CHALLENGE

The City of Fort Lauderdale needed a flexible central data hub to provide fleet management that would work and integrate with their parts provider in order to streamline work orders, parts and labor all in one place.

> THE SOLUTION

The ability for Collective Data's fleet management system to be configured to their specific requirements, integrate with other systems and bring all their data to one place to provide real-time reporting were key factors in the City's decision to implement collectiveFleet. With the flexibility and customization options offered, Collective Data worked closely with the City of Fort Lauderdale to set up dashboards, custom fields, billing reports and integrations.

> SOLUTION FEATURES

- Fleet management
- Automated preventative maintenance and inspection notifications
- Cloud-based
- Fuel integration with EJ Ward
- Parts integration with Mancon

WHAT IT TOOK:

1,700+ assets
39 Technicians
5,500+ Inventory Parts
170 Average work orders per week

- Ability to track parts inventory and associated PMs
- Technician time tracking
- Accident and claim tracking
- Mobile data entry
- VMRS codes
- Dashboard and reports with important items (out-of-service vehicles, maintenance requests, downtime, PM compliance, turn time, work orders, etc.)
- Vector Billing report
- Reports on vehicle costs, accidents and claims, DOT inspections, billing reports, etc. •

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Solutions Spotlight

Get acquainted with some of the fleet industry's leading providers of connected-vehicle technology.



COLLECTIVE DATA

Collective Data

With Collective Data's fleet management software, you can easily stay ahead of maintenance and quickly access the data you need—all from one cloud-based, scalable platform. See what's happening in your shop down to the second, and manage the vehicles, work orders, and inventory that are critical to your organization.

Put an end to manual, labor-intensive processes and wasteful spending. Collective Data's configurable asset management system offers the features you need to get the job done more efficiently.

Our platform allows you to layer on and expand features specific to your needs—a differentiator that sets Collective Data apart from other asset management software solutions. As your business or organization grows, the software can scale with you.

Your business moves fast, but our platform moves faster.

Bring your data to life and access it to make business-critical decisions, all from one centralized cloud-based platform.



GPS Trackit

Miles Ahead

GPS Trackit

GPS Trackit is a leading provider of all-in-one Fleet Management Solutions, delivering a wide range of ready-to-use AI cloud-based fleet telematics and video. In a competitive marketplace, GPS Trackit sets a new level for industry services by delivering flexible, tailored solutions to customers, empowering them with increased visibility into their fleets, optimizing operations, reducing costs, driving growth, and enhancing safety across their organizations with world-class customer services.

With over 20 years in business and a customer base of more than 12,000, GPS Trackit's cutting-edge technology tools ensure that companies not only stay in the race but also remain consistently "Miles Ahead," equipped with tools that allow them to foresee challenges, make informed decisions, and maintain a competitive edge.

If you're looking to explore the future of fleet management, talk to our Fleet Advisors today! Visit <https://gpstrackit.com/help/talk-to-a-fleet-advisor>



Mobileye

Watch Your Fleet Grow Safer In Real Time

For fleet managers who want to improve fleet safety and their bottom line, **Mobileye 8 Connect™** provides an AI-powered, aftermarket collision avoidance system that helps both prevent collisions and improve driver performance. It does this by providing proactive alerts, warning drivers of potential collisions and giving them time to act before a crash occurs. Studies have shown that these alerts not only lower collision, but they also improve driver performance over time.

The new **Mobileye Connect Platform** is Mobileye's online fleet management tool that harnesses the power of collision avoidance alerts to provide fleet managers with actionable data and driver safety insights, improving coaching opportunities and maximizing fleet efficiency. Join the millions of cars on the road using Mobileye technology and watch your fleet grow safer in real time.

Fleet Sales Contact Information: steven.maron@mobileye.com



Wheels

Wherever you're going, Wheels is made to keep you moving. Our commitment to customer service and trusted mobility solutions are our passions.

Leading an industry that is constantly adapting, we focus on innovations that provide you with the agility to stay ahead. Our award-winning technology streamlines complex processes and enables strategic decision-making with integrated data and sophisticated analytics.

From leasing and reimbursement to connected and electric vehicle solutions, Wheels can support all your fleet and mobility needs.

Together, let's power your potential, your vision, and your business. Discover how Wheels can help propel you into the future of mobility.

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Mobileye™ 8 Connect Driven by Safety

AI-powered, aftermarket collision avoidance system
that helps prevent collisions and improve driver performance

