

Choosing The Right Direction

FLEET INTELLIGENCE **BUYER'S GUIDE**



- Benefits Of Fleet Intelligence Solutions
- Understanding Today's Technology
- Features & Functions Available
- How To Choose The Right Vendor
- Vendor Selection Chart



TODAY'S FLEET GPS

GPS Today is Much More Than Tracking; It's Business Intelligence.

You can't manage what you can't measure! Today's GPS tools provide a broader and more in-depth look at fleet productivity. Today's solutions reduce fuel consumption, reduce risk and help manage overtime, all while increasing productivity, efficiency and profits.

The top line providers have full-time consultants and business analysts on staff to help you see results quickly while improving fleet and personnel performance over time.

With the proper tools and support, it's not uncommon to see a complete ROI in less than 90 days.

INCREASE
PRODUCTIVITY,
EFFICIENCY,
ACCOUNTABILITY,
CUSTOMER SERVICE
& PROFITABILITY

Available Solutions

Price, Features and Service Drive Competition

As the price of technology drops, it becomes easier for fly-by-night companies to enter the market by offering tracking solutions that seem inexpensive up front, but when weighed against their lack of experience in the GPS tracking industry, will often cost much more in the long run. They can provide the GPS component, but not necessarily the knowledge to make sure you get the most out of it.

It's important to choose a GPS tracking partner that's not just trying to sell you a solution, but is committed to helping you reach your goals. After-the-sale support is just as important; be sure to choose a company that offers implementation assistance, system training, and technical support for you to get the most out of your investment.



CRITICAL QUESTIONS

What You Need To Know To Make A Smart Decision

Most companies that are ready to consider GPS fleet tracking are unfamiliar with the industry, the technology, and what questions they need to ask. Below are a few of the highlighted features and functions you need to be aware of, and questions you should ask as you start on your journey to install a GPS system in your fleet.

THE TOP THREE QUESTIONS TO ASK YOURSELF:

Is their company American owned? Some fleet management companies are owned by overseas conglomerates, most fleet owners prefer you buy American.

Are they trying to “sell me” or really help me? Are they asking the right questions? Are they committed to finding which solution is right for me? Does it “feel” right?

Are they providing a good value or just a low price? Price isn't everything! The cheapest product may save you a couple of pennies, but that's pocket change compared to the ROI available from a knowledgeable, available business partner. A good value starts with a committed partner that wants to help you get your maximum ROI.

TOP TEN QUESTIONS	Fleetistics GO Series	Other Vendor
Up front fee for equipment?	yes, no	no
Does customer ever own equipment?	yes, no	no
Installation charge for equipment?	no	no
Downtime for installation of equipment?	no	yes
Warranty on hardware and software?	yes	yes
Callout fee when warranty expires?	yes	no
Number of major software updates yearly?	many	many
Financial standing?	30m+	30m+
Offer onsite training?	yes	yes
Number of service technicians for installation and service	many, 1+	many



We've created an Excel spreadsheet containing all the questions you need to evaluate which partner and which GPS system best meets your needs.

Remember, the best answers come when you ask the right questions, this checklist will help you on the road to making the best, most informed decision you can. Good Luck!

Download the Checklist Here: [Click Here to Download](#)

CHOOSING A PARTNER

Evaluate Their Full Range Of Services, Experience and Technical Expertise

Many GPS vendors are just looking to sell you a piece of hardware. What they fail to realize is that having GPS is only a short-term goal, the long-term goal is to make your fleet more efficient, productive, and profitable. Below is a quick check list to know what to look for when interviewing potential partners:

1. Define business issues

- a. List “must have” features and “like to have” features for your solution
- b. Determine if you need “real-time” or “passive” technology

2. Identify potential technology partners

- a. Evaluate experience
- b. Professionalism (defined process or flying by the seat of their pants)
- c. Match solution to issues and budget
- d. Support and training services evaluation
- e. Presentation of potential Return on Investment

3. Conduct product evaluation program (PEP)

- a. Commit human resources to project
- b. Define a successful PEP to partner
- c. Measure results

4. Technology deployment

- a. New account liaison (project manager)
- b. Installation personnel on staff

5. Training program evaluation

- a. Initial training
- b. Ongoing training
- c. Self help resources



Features Of Today's GPS Systems

From The Basics To In-Depth, Detailed Reports.



Dashboard Interface

Today's "Dashboard-style" interface is simple and easy to use. With just a few clicks, you can run any report or map for a single vehicle or your entire fleet.

Mapping Platform

Online map offerings from companies like Google, Microsoft and OpenStreetMap.org provide a familiar, easy-to-use interface.

Mobile Apps

Advanced mobile functionality makes it easy to track and communicate with your fleet anywhere, any time.

Geofencing

Geofencing functionality makes it easy to set parameters to trigger alerts, reports, and maps to deliver even greater insight into your fleet's activity.

Web-Based Application

Web-based applications don't require software to be downloaded and installed, they can be accessed from any internet-enabled device.

Fleet Tracking Reports

Fully configurable reports can provide exactly the data you require and can be accessed online, by email, or viewed in Excel.

Optimized Routing

Optional routing capabilities can be used to proactively assign the best routes, improving efficiency and reducing operating costs.

Driver ID

Drivers are identified by an NFC key fob or sticker which is used when starting a vehicle to keep track of vehicle/driver pairings.

GPS Messaging

Send and receive SMS text messages to and from your drivers via their in-vehicle personal navigation device (e.g. Garmin).

Fleet Tracking Alerts

A wide array of configurable alerts via email or sms that enable you to proactively manage and track your fleet 24/7.

Fuel Card Integration

Integrating fuel card data shows how and where employees are using their company fuel cards.

Garmin Integration

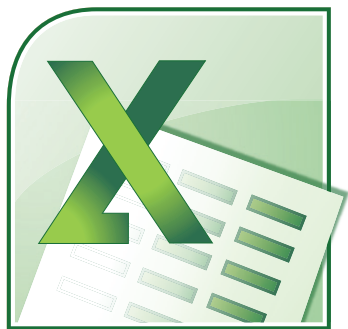
Allows you to instantly send your drivers daily route or even their next stop via a dashboard-mounted Garmin personal navigation device.

Vehicle Trip Reports

Having an accurate view of a vehicle's daily activity gives fleet operators information they can use to set goals for productivity, safety, compliance, etc..

Online Maps

Embed a map on your website to share your fleet's location with your customers.



Be prepared!

***Get your check list of 50 questions to ask
GPS tracking providers here:***

[*Click Here to Download*](#)



2604 Cypress Ridge Blvd., Suite 101 | Wesley Chapel, FL

877.467.0326 | 813.699.4389 | fax: 813.991.7765 | www.fleetistics.com