



GEOTAB®

T-Mobile Geotab WinShare Overview

Company: J-W Power Company Industry: Natural Gas SIC:



J-W Power Company is an industry leader in the leasing, sales and servicing of natural gas compression equipment, in both standard and custom packages. They have been leasing compressor and compressor/maintenance packages for more than 40 years. They have over 30 locations in the U.S. with a corporate office in Addison, TX, which is a suburb of Dallas. <https://www.jwpower.net/>

Fleet Size: 380+
Initial Order: 380 Geotab Devices & Harnesses.
Remaining Opp: adding trucks quarterly as they grow across the U.S.

Business Needs

We began working with JW Power Company in February of 2023. In the initial meetings, we learned that they were looking at 7 different vendors, which consisted of Azuga, Samsara, T-Mobile (Geotab), another Geotab Reseller, and three other competitors that were not named. Thomas and his team were also looking for a solution to promote better driving habits, reduce accidents, help minimize wear and tear of their vehicles as well as integrate with their fuel cards.

Challenges

J-W Power often operates in rural areas and remote sites such as oil and gas leases. Signal issues were a huge barrier with Rhino as well as lack of custom reports. In our initial meetings, we uncovered their main objective was to reduce false damage claims and improve reporting. Most of their fleet consists of Ford F350's, with a few heavy duty trucks in the mix.

Why We Won

- The Proximity tool, zone reprocessing and Geotab's custom reporting capabilities.
- T-Mobile offered them an amazing deal on their devices and harnesses closing 6/29/2023 with an order of 380 GO9 Devices and harnesses.

Points of Contact

J-W Power Company: **Thomas Schweinsberg** Travis Ashby Jeff Latta

Geotab: **Kelly Sanderson** Partner Account Manager

T-Mobile: **Andres Cabrera** AE, Jason Janes SE, Cathy Caipo Manager, and Cynthia Lopez Sr Manager

[More Details](#)

GEOTAB

Company: Service Star K&S Industry: Professional Services SIC: Heating and Air



K&S Heating and Air is a family owned and operated business that provides indoor heating and air conditioning solutions for both residential and commercial customers in the Dallas Fort Worth metropolitan area. They offer a full line-up of professional indoor air quality parts, accessories, and services.

Fleet Size: **100**
Initial Order: 100 Geotab Go Devices and 20 Surfsight Cameras
Remaining Opp: 80 Surfsight cameras

Business Needs

Julie @ K&S wanted to see all units, and cameras in a single pane of glass. They also wanted integration with Service Titan, which will be provided through Fleet Nova. Tracking asset locations and ensuring customer support is a huge component of their industry. Their previous provider, GPS insight, did not offer many integrations, and they struggled with communication of their devices.

Challenges

Routing and scheduling
Efficiency
Fuel management
Driver Safety
Customer Satisfaction
Cost Management
Vehicle Maintenance & Downtime

Why We Won

Julie was already a T-Mobile Geotab customer in her former job with Bacon Plumbing, so when she moved to K&S and saw they needed an upgrade, she reached out to T-Mobile to help her get them going with Geotab as well!

Points of Contact

Service Star K&S: Julie Griffith, Fleet Manager

Geotab: Kelly Sanderson

T-Mobile: Rick Westerdale AE, Jason Janes, SE

[More Details](#)

GEOTAB

Company: Housing Authority of Baltimore City Industry: PS SIC:



HABC is dedicated to advancing fair housing by promoting non-discrimination and equal housing opportunities, fostering inclusive communities, and implementing programs in accordance with fair housing laws such as the Fair Housing Act, Maryland, and Baltimore City laws. These laws prohibit discrimination in housing or services based on various factors, including race, color, religion, sex, national origin, age, familial status, disability, marital status, sexual orientation, gender identity, and ancestry.

Fleet Size: **240**
Initial Order: 240 GO
Remaining Opp: **240 Surfsight (will order once they are comfortable with the system)**

Business Needs

They needed an efficient way of tracking their vehicles throughout the city. They also are utilizing the maintenance reminders as they were on paper logs for this and would lose or misplace them all the time. Having everything in one place was a no brainer!

Challenges

They moved from writing everything down to the cloud. Used to the old school ways of handling maintenance and hoping their cars were in the right place at the right time but recently it had gotten difficult to rely on workers. They needed a way of ensuring the vehicles safety and were at the proper locations.

Why We Won

TMO came in with a strong price and they were very appreciate of the support that our partnership has given them. I had daily calls with Marvin at the beginning of the implementation process to answer any questions and set him up for success using the portal. They are utilizing a 3rd party to install to make the transition easier for them.

Points of Contact

Housing Authority of Baltimore City: Marvin Jones Sr. Manager Housing Projects & Training

Geotab: Nate Inman

T-Mobile: Sean Magowan SE

[More Details](#)

GEOTAB

Company: Valley Electric Association **Industry:** Utilities **SIC:**



**Valley Electric
Association, Inc.**

They're a utilities company in southern, central and northern Nevada serving more than 45,000 residents.

Fleet Size: **102**

Initial Order: **102**

Remaining Opp: **0 vehicles, but
cameras are a possibility**

Business Needs

- They needed to trust the source of their data, wanted to measure their productivity, partner with a company with a robust support system and ensure they had accurate compliance reporting.

Challenges

- They have been with Spireon for years, but the main fleet POC wanted to switch to Geotab directly for our support structure.
- Primary business challenge was proving to the customer that we could satisfy their business needs and have a smooth transition

Why We Won

- The customer had to replace their Sprint devices, so we were able to show our reporting would fulfill their requests and our support would aid their operations
- Able to negotiate a discounted price with GPS Lockbox as they'll be the company taking care of the installation.

Points of Contact

Valley Electric Association:
Jason Simpson, Fleet Superintendent

Geotab:
CJ Schaudel, PAM

T-Mobile:
Bryan Prime (AE) / Eileen Rubalcava (SE) / Brynn Stastny (Mgr)

[More Details](#)

GEOTAB

Company: D & D Truck Sales and Service Industry: Transportation SIC:



D&D Truck Sales and Service was founded in 1985. Located in Oklahoma City, OK, D&D is a full service truck retailer, offering transportation services, repairs, wrecker services, and retail truck sales.

Fleet Size: **100**
Initial Order: **X**
Remaining Opp: **X**

Business Needs

- The company employs over the road drivers delivering transport around the US. Because of this, they need to be compliant with FMCSA.
- They also wanted to track their maintenance in their system and make sure that their mechanics were alerted when the drivers had fault codes or maintenance due.

Challenges

- They employ drivers who travel across the country. Their main goal is to stay compliant with FMCSA. D&D had been using Samsara, but did not like their support hours, contracts, and lack of integrations.

Why We Won

- T-mobile was able to offer D&D a bundled service which included harnesses, cameras, and the GO device.
- Using Geotab integration with their asset provider, cameras, fuel card integration and ELD, they can help manage their business, IFTA reporting, and fuel expenses all while keeping their drivers safer.

Points of Contact

D & D Truck Sales and Service:
Robin Zimms, Dispatch Manager

Geotab:
Kelly Sanderson

T-Mobile:
Meghan Wells

[More Details](#)

GEOTAB

Company: Bruce Thornton Heating & Air Industry: Plumbing SIC:



Bruce Thornton founded BTAC in 1972. In 1999, they acquired Ideal Air Conditioning and Kerr Plumbing. Thanks to that merger, they pushed their business to an even higher level of cutting-edge technology and customer service. A decade later, they acquired Mechanical Masters and added commercial refrigeration and kitchen to their services.

Fleet Size: **60**
Initial Order: **60 Geotab devices with harnesses, 5 asset trackers (to test)**
Remaining Opp: **20+ asset trackers only**

Business Needs

- Looking for asset trackers, vehicle trackers, and fuel card integration.
- They have also had many false damage claims in the past several years, which have been costly.
- They were also looking for a way to monitor times spent at locations, as well as monitor their safety.

Challenges

- The challenge with BTAC was that they lease their vehicles from Enterprise.
- They were also looking for the best pricing to compete with their current solution.
- He also did a demo with both AT&T and Enterprise to make sure he got the best price.

Why We Won

- The competitive pricing that T-Mobile offered them was close to their current provider with the added advantage of the fuel card integration and Geotab's explanation of the system and tools he can use to save money.

Points of Contact

Bruce Thornton Heating & Air:
Jon King, Jeff Reese

Geotab:
Kelly Sanderson

T-Mobile:
Luther Bosquez

[More Details](#)

GEOTAB

Company: A.B May Industry: HVAC SIC:



They have expanded to offer Heating, Cooling, Plumbing, Drains, Electrical, and Appliance repair services. A.B May gives thousands of Kansas City homeowners a plan to simplify home service through our Home Warranties and Service Plans.

Fleet Size: **230**
Initial Order: **6 orders**
Remaining Opp: **Cameras with each of the vehicles**

Business Needs

- Safety/Compliance/Efficiency/etc
- Location tracking
- Reliable data and system
- Trips History
- Maintenance
- Accident Reconstruction

Challenges

- Were with Fleet complete but system and data coming over were unreliable.
- They also were wanting more hands on and reliable support.

Why We Won

- Accomplish this with multiple on-site visits to help with their challenges.
- Hands on support, reliable award winning network and support.
- Ability to grow solutions with their companies needs.

Points of Contact

A.B May:
Logan Bailey, IT director
Geotab:
Christian Rowland
T-Mobile:
Pip Dukes, Chris Moore, Kimberly Owens

More Details

GEOTAB

Company: Southland Holdings Industry: Construction SIC:



The history of Southland Holdings is one of powerful companies joining together to create a multi-faceted force in construction.

Fleet Size: **393**

Initial Order: **393 Go devices on the Pro plan with Harnesses and tablets.**

Remaining Opp: **Subdivision of a larger holdings company**

Business Needs

- Safety as well as the ease of use and data availability to track and monitor vehicles.
- Ease of adding zones, and ability to track time at locations.

Challenges

- The main focus is transportation in building highways, bridges and maritime projects.
- They also specialize in wastewater treatment plants, and pump stations.
- Tracking vehicles/ equipment has been an issue as well as driver safety.

Why We Won

- T-Mobile was able to offer a bundle package to include the device, harness and tablets at a discounted rate.

Points of Contact

Southland Holdings:
Justin Baker , Equipment Performance Manager

Geotab:
Kelly Sanderson, PAM

T-Mobile:
Marquiz Baker

[More Details](#)

GEOTAB

Company: Panama City Beach Industry: Public Sector SIC:



Panama City Beach is a beach town and tourist destination located in the northwestern part of Florida off the Gulf of Mexico.

Fleet Size:

Initial Order: 70 ProPlus & 143 Base

Remaining Opp: 100+ & converting 143 Base to ProPlus

Business Needs

- Need to monitor unauthorized usage of vehicles.
- To increase their fleet wide utilization
- Interest in capturing idling data as they feel a large portion of their fleet is idling excessively.
- Capture seatbelt usage

Challenges

- Above average fuel costs.
- Unauthorized usage of vehicles
- Keeping drivers safe

Why We Won

- Geotab's safety reporting/functionality and custom reporting capabilities for idling data.
- Ability to capture data and notify when drivers leave the area, as well as reprocessing passerby driver complaints.

Points of Contact

Company:

Jason Pickle, IT Manager

Geotab:

Ben Schwartz, PAM

T-Mobile:

Michael Wood, GAE

[More Details](#)

GEOTAB

Company: Jefferson County Colorado Industry: Public Sector SIC:



Jefferson County is a county in Colorado that incorporates the west side of the city of Denver.

Fleet Size: **X**
Initial Order: **582 (ProPlus)**
Remaining Opp: **X**

Business Needs

- Interested in finding a more innovative telematics solution compared to their current Verizon Connect.
- Utilization metrics and real-time tracking on the map.
- Solution's ability to add custom filters, primarily to help them break out reporting at both the department and asset type level.

Challenges

- Utilization

Why We Won

- Created a special utilization dashboard report as well that shows the fleet wide utilization % based on 'possible days used'. (Randy gave us more positive feedback and said this will greatly help them improve vehicle utilization across the county.)
- Provided a pilot and showcased how Geotab can outperform Samsara

Points of Contact

JFC:

Zach Dean, Fleet Operations Manager
Randy Sturgeon, Director of Fleet Services

Geotab:

Ben Schwartz, PAM

T-Mobile:

Colorado Public Sector Accounts Team
Jesse Granus, GAE
Brent Cooper, Sr. Manager

[More Details](#)

GEOTAB

Company: Four Seasons Heating & Cooling Industry: HVAC SIC:



Chicago based HVAC company that operates 24/7, and serves over 250,000 customers annually.

Fleet Size: **x**
Initial Order: **365 (Pro)**
Remaining Opp: **40+**

Business Needs

- Require more than VZW Connect can provide.
- Instant reporting when device is unplugged
- Would also use geofencing to look deeper into fill-up events when compared against data from WEX.

Challenges

- Speeding

Why We Won

- Because of our custom reporting capabilities.
- T-Mobile's great business relationship with them, where leadership within TMO was friendly with leadership at Four Seasons.

Points of Contact

Four Seasons H&C:
John Coggins, CEO
Melissa Betancourt, Executive Assistant

Geotab:
Ben Schwartz, PAM

T-Mobile:
Chicago Enterprise - Mark Meskimen, Jeff Leibel

[More Details](#)

GEOTAB

Company: Superior LawnCare Industry: Landscaping SIC:



With nearly a decade of creating landscape solutions for properties throughout the greater Houston area, Superior LawnCare provides comprehensive landscape maintenance, landscape design/build and water management solutions for HOAs, office/retail and industrial customers, enabling them to serve all landscaping needs.

Fleet Size: **X**
Initial Order: **30 devices on Base**
Remaining Opp: **Growing Fleet, and opportunity for asset trackers on the customer's equipment.**

Business Needs

- Areas of interest that included vehicle location and driver safety.

Challenges

- Owner stated that apart from how the billing was structured with their current provider Optimus GPS Tracking (whom they were with for 5 years), he was happy with them.

Why We Won

- The customer was happy with the functionality of the user interface i.e. trips history, driver safety scorecard, collision reconstruction, reminder rules, fill-ups report, dedicated trainer, and the ability to hide the device via t-harness.
- Billing would be done directly through T-Mobile

Points of Contact

Superior LawnCare:
Christian Barrios, Owner

Geotab:
Cierra Foster, PAM

T-Mobile:
Ruben Aguilar AE, Texas

[More Details](#)

GEOTAB

Company: Senne & Company Industry: Contracting SIC:



Senne & Company is a full-service commercial and industrial contractor located in Topeka, KS. Senne is a trusted name with a proven track record since 1914.

Fleet Size: **x**
Initial Order: **15**
Remaining Opp: **Adding 15+ units in the future**

Business Needs

- Ease of use, preventative maintenance options, customer support, pricing, and high interest in battery powered or solar powered asset trackers for trailers.

Challenges

- N/A

Why We Won

- Impressed with the demo overview received, product functionality, and ease of use of Geotab

Points of Contact

Senne & Company:
Ray Wall, Mike McGivern, & Andy

Geotab:
Cierra Foster, PAM

T-Mobile:
Christina Root AE, Kansas

[More Details](#)

GEOTAB

Company: Care Transport Industry: Shuttle Service SIC:



Care Transport has been using telematics for over ten years now.

Fleet Size: **45**
Initial Order: **45**
Remaining Opp:

Business Needs

- Need for a more robust solution
- Integrate with their routing box software. Expand to cameras in near future

Challenges

- Have switched between telematics solutions over past 10 years. All lacking in their overall offering

Why We Won

- Report views and ability to customize
- High level of training and support to help with transition and learning curve

Points of Contact

Care Transport:
Sabah Rabiah, Owner
Muatafa Ali, GM

Geotab:
James Fantich, PAM

T-Mobile:
Atil Sahhar(AE), Michigan

[More Details](#)

GEOTAB

Company: Young Electrical Services Industry: Electrical SIC:



Young Electrical Services is a full service electrical contractor serving a wide variety of residential and commercial customers throughout New England. They manage a field service team of 37 vans to deliver these services.

Fleet Size: **34 devices and 71 lines**
for the overall business

Initial Order: **X**

Remaining Opp: **X**

Business Needs

- To implement a new fleet management system that would provide more ability for him to be in the field and travel and still monitor activity and measure costs.

Challenges

- Experienced problems with visibility and suspended implementation until issues could be identified and addressed

Why We Won

- Flexibility to travel more and manage the costs more effectively.

Points of Contact

Young Electrical Services:
Bob Young, Owner

Geotab:
Michael T McNulty, PAM

T-Mobile:
N/A

[More Details](#)

GEOTAB

Company: Bentley Truck Services **Industry:** Truck Leasing **SIC:**



Bentley Truck services (BTS) is a privately-owned truck rental and leasing company in suburban Philadelphia.

Fleet Size: **74**
Initial Order: **X**
Remaining Opp: **X**

Business Needs

- Custom rules and custom reporting with easy access to actionable data.
- Better controls for maintenance, fuel management and safety

Challenges

- N/A

Why We Won

- The BTS team saved significant time in data retrieval and IFTA report preparation as a result in addition to the benefits of applying custom safety rules fleet wide

Points of Contact

Bentley Truck Services:
Robert Lauser, Owner
Stacy Smith, Fleet Manager

Geotab:
Michael T McNulty, PAM

T-Mobile:
Brandon Neikam

[More Details](#)

GEOTAB

Company: Palmetto Industrial Services Industry: Hydro Blasting and Peripheral Services SIC:



Palmetto Industrial is a well-seasoned user of Telematics, having used tracking solutions for several years now. They specialize in the niche business of Hydro blasting and Industrial Vacuuming along with other related peripheral services.

Fleet Size: 100
Initial Order: 80 (66 installed)
Remaining Opp:

Business Needs

- Access to more accurate information from their assets such as: true odometer/miles driven, fault codes, fuel information, etc.
- Track PTO usage

Challenges

- VZW Connect Contract expired and was lacking capabilities:
 - Connected with 3 wire harness which provided less accurate data on assets
- Poor customer experience with VZW customer service

Why We Won

- A demo to validate the functionality of the hardware/software Geotab offers.
- Impressed with Geotab offerings of rich data, and very customizable reporting capabilities
- Learning about our marketplace partners.

Points of Contact

Palmetto Industrial:
Allen Overton, Owner
Roy Ambrose, Operational Manager

Geotab:
James Fantich, PAM

T-Mobile:
Roger Baskin, Account Executive
David Corrao, Manager

[More Details](#)

GEOTAB

Company: GreenScape Associates Industry: Landscaping SIC:



Established in 2004, GreenScape Associates LLC is a premier exterior environment service company in the Gulf Coast Region, and excels at satisfying their customers, employees, and business associates. GreenScape Associates LLC represents over 70 years of combined experience in landscape and project development services to both public and private sector clients, operating out of Richmond, TX.

Fleet Size: **x**
Initial Order: **11**
Remaining Opp: **Potential for additional Geotab units in the future**

Business Needs

- Expressed interest in engine and maintenance, vehicle location, and detailed geofencing to track their customer site activity.

Challenges

- N/A

Why We Won

- Impressed by the ability to set maintenance reminders to track routine maintenance, engine diagnostics, the ability to create zones any shape or size (polygonal in nature), and Geotab's ability to capture sec-by-sec data.
- Happy with the output of MyGeotab

Points of Contact

GreenScape Associates:
Justin Morales, VP

Geotab:
Cierra Foster, PAM

T-Mobile:
Michael Hickman AE, Texas

[More Details](#)

GEOTAB

Company: Top Flight Trucking & Logistics LLC Industry: Trucking SIC:

Top Flight Trucking & Logistics is a transportation company based out of Houston, TX.

TOP FLIGHT TRUCKING & LOGISTICS LLC

Fleet Size: **x**

Initial Order: **19**

Remaining Opp: **Possible interest in the future to integrate PCS Software (current dispatch software)**

Business Needs

- Real time tracking as possible and HOS.
- Need for collision reconstruction and IFTA reporting.

Challenges

- One of their drivers was involved in an accident last year that pointed towards the other driver being at fault not theirs, but the customer struggled with getting things to work in their favor.

Why We Won

- The customer found a huge value add in the collision reconstruction add-in.

Points of Contact

Top Flight Trucking:
Jason & Christie

Geotab:
Cierra Foster, PAM

T-Mobile:
Fassell Rana AE, Texas
Dave Runnels SE, Texas

[More Details](#)

GEOTAB

Company: American Gunitite Inc Industry: Pool SIC:

Who they are

American Gunitite Inc is a private pool company located in Fort Worth, TX.

Fleet Size: **x**
Initial Order: **40**
Remaining Opp: **Potential for additional Geotab units in the future**

Business Needs

- Ability to track driver behavior, vehicle maintenance, vehicles location, and cameras.

Challenges

- N/A

Why We Won

- PAM's assistance

Points of Contact

American GUnitite Inc:
John Mawhinney, Decision Maker

Geotab:
Cierra Foster, PAM

T-Mobile:
Jesse Lopez AE, Texas

[More Details](#)

GEOTAB

Company: Fast Trac Transportation Industry: Transportation SIC:



Since 1996, Fast Trac Transportation has been a leader in the transportation of equipment, materials, and supplies throughout the United States. Fast Trac is proud of its outstanding record of safe on-time deliveries and our reputation for integrity and financial stability.

Fleet Size: 500
Initial Order: 13 devices on Pro in January '21
Following Orders: 120 devices on Pro March '21
200 devices on Pro June '21
54 devices on Pro July '21
Remaining Opp: Looking to grow to 700

Business Needs

- Areas of interest included HOS, installation, grouping, going paperless, and cameras.

Challenges

- N/A

Why We Won

- The customer was happy with the functionality of the user interface for both the driver and admin.
- PAM assisted in the navigation to resolution to ensure the customer had a good experience.

Points of Contact

Fast Trac Transportation:
Bob Seibech, Fred Owens, Josh Soileau

Geotab:
Cierra Foster, PAM

T-Mobile:
Fassell Rana AE, Texas

[More Details](#)

GEOTAB

Company: Patriot EMS Industry: Medical SIC:



Patriot EMS is an emergency medical services provider that offers medical transportation needs to residents located in Northwest Houston.

Fleet Size: **x**
Initial Order: **4 (ProPlus)**
Remaining Opp: **The overall need to acquire more vehicles in the future based on increase in demand.**

Business Needs

- Active Tracking and monitoring their drivers speed.

Challenges

- N/A

Why We Won

- N/A

Points of Contact

Patriot EMS:
Mr. Shannon Wade

Geotab:
Cierra Foster, PAM

T-Mobile:
Priscilla Torres AE, Texas

[More Details](#)

GEOTAB

Company: R-Mech Heating Cooling Plumbing Industry: Household SIC:



R-Mech is a heating, cooling, & plumbing company providing top-notch service to the greater Kansas city area.

Fleet Size: **x**

Initial Order: **41 (ProPlus)**

Remaining Opp: There is potential for current fuel card (QuikTrip) integration with Fuel BI through Fleet Hoster to make the customer more sticky.

Business Needs

- The ease of use, customer service, real time tracking, fuel consumption, and cameras.

Challenges

- N/A

Why We Won

- N/A

Points of Contact

R-Mech:

James Rhea & Sheri Cantron

Geotab:

Cierra Foster, PAM

T-Mobile:

Christy Erickson AE, Kansas

[More Details](#)

GEOTAB

Company: Sparkle Supplies LLC **Industry:** Wholesale **SIC:**

Who they are

Sparkle Supplies is an organization that operates in the Bags, Paper, and Disposable business within Wholesale.

Fleet Size: **X**
Initial Order: **6 (Base)**
Remaining Opp: **X**

Business Needs

- Customer's areas of interest included vehicle location, zones, installation, and customer service.

Challenges

- Customer confirmed that they were comparing the solution to Verizon prior to the webinar.

Why We Won

- Customer decision based on Geotab's product functionality which included the ability to capture sec-by-sec data, wowed by trips history report, and also intrigued by the Geotab Community as a resource.

Points of Contact

Sparkle Supplies:
Mr. Nirav Trivedi & Mr. Mayur

Geotab:
Cierra Foster, PAM

T-Mobile:
Priscilla Torres AE, Texas

[More Details](#)

GEOTAB

Company: Teracom Services Industry: Communications SIC:



Who they are

Teracom Services is a communications industry leader that focuses on innovation, quality, and safety. They recognize that customers' business needs are unique, so their team of communications experts work to develop comprehensive solutions that drive a company's bottom line.

Fleet Size: **85**

Initial Order: **85**

Remaining Opp: **They just bought another company who has around 70 or so vehicles that will need to be added to this solution**

Business Needs

- Fuel reports to ensure their fuel is being allocated properly.
- Safety and vehicle location(s)
- Gaining insights into speeding, harsh braking.

Challenges

- They had started moving devices off of Verizon to US Fleet as they fell off of plan due to contractual obligations.
- Unnecessary Idling was affecting bottom line

Why We Won

- N/A

Points of Contact

Teracom Services:
Oscar J. Aponte, VP

Geotab:
Fred Jordan, PAM

T-Mobile:
Neal Aoki, Account Executive, SMB - Irvine, CA

[More Details](#)

GEOTAB

Company: Cleantech Environmental Industry: Cleaning SIC:



Who they are

CleanTech Environmental has been providing professional environmental service in California for over 20 years. They are the one-stop shop for all hazardous waste and parts washer service needs. CleanTech provides a comprehensive package of environmental services and products under the umbrella of one reliable vendor saving our customers time and money.

Fleet Size: **x**

Initial Order: **40**

Remaining Opp: **Might look into adding cameras down the road from a marketplace partner.**

Business Needs

- Needed a system mainly for hours of service but want the system so they can better manage their fleet.

Challenges

- N/A

Why We Won

- N/A

Points of Contact

Cleantech Environmental:

Robert (Bob) Brown III, Owner

Brian, Fleet Manager

Ruth, Accounts Payable

Geotab:

Fred Jordan, PAM

T-Mobile:

Howard McGinnis, SMB AE, California

[More Details](#)

GEOTAB

Company: G&G Construction Industry: Transportation SIC:



G&G Construction /Gino Guiseppe Inc. began as a family business in 1983, and by 2007 the company incorporated into what it is now known as G&G Construction Co. Their dedication, experience and well-equipped crews give them the ability to deliver the highest quality service and product to their end customers.

Fleet Size: **x**

Initial Order: **120**

Remaining Opp: **To integrate Power BI and install additional units for some other assets requiring our 3-wire harness**

Business Needs

- They hope to gain insights into the maintenance of their vehicles, start/stop times for payrolling, and to identify any unplanned stops.

Challenges

- N/A

Why We Won

- N/A

Points of Contact

G&G Construction:

Arturo Salgado, IT Manager

Joseph, IT Manager

Geotab:

Fred Jordan, PAM

T-Mobile:

Ed Kitsuse, Sales Engineer

Elodia Fragaso, Account Executive

[More Details](#)

GEOTAB

Company: Cal- Lift Inc. Industry: Rental SIC:



Cal-Lift, Inc. is a dealer for Taylor Lift Trucks, Ottawa Terminal Tractors, Clark Forklifts, BYD Electric Forklifts and Combilift/ Aisle-Master Warehouse and Distribution Equipment. They sell new and used equipment, have rentals from 1,500 pounds to 110,000 pounds and have parts and service for all makes and models of material handling equipment.

Fleet Size: **x**
Initial Order: **187**
Remaining Opp: **An opportunity for 60 more powered assets.**

Business Needs

- Their business has expanded. Initially rolled out to 38 vehicles in their fleet.
- They want to roll out to the remainder of their fleet that includes some forklifts in the warehouse and other powered assets to track engine hours.

Challenges

- N/A

Why We Won

- Been a customer of Geotab since 2014. They have really liked how the product has worked for them.

Points of Contact

Cal-Lift:
Brett Millette, Service Manager

Geotab:
Fred Jordan, PAM

T-Mobile:
Redondo Beach, CA SMB:
Mike Cook- Sales Engineer
Eddie Garcia-Account Executive

[More Details](#)

GEOTAB

Company: Wow Pest Control Industry: Pest Services SIC:



WOW Pest Control based pest control company where convenience, value and attention to detail is the goal. At Wow Pest Control, they always strive to deliver a “Wow Experience” to both their employees and clients. Services are available for both residential and commercial properties

Fleet Size: **X**
Initial Order: **13**
Remaining Opp: **X**

Business Needs

- N/A

Challenges

- N/A

Why We Won

- N/A

Points of Contact

Wow Pest Control:
Samuel de Jong, Owner

Geotab:
Fred Jordan, PAM

T-Mobile:
Nate Virrey, Bakersfield, CA SMB

[More Details](#)

GEOTAB

Company: Terry's Electric Industry: Electrical Services SIC:



Founded in 1979 by B. Terence "Terry" and Jeanne Quigley, Terry's Electric, Inc. has provided an array of electrical services. We've always strived to provide safe electrical systems, from our family to yours, and that goal remains our focus. Proudly serving Kissimmee, Orlando and the Greater Central Florida area.

Fleet Size: **x**
Initial Order: **155 devices on Base**
Remaining Opp: **Will be adding more vehicles periodically**

Business Needs

- They want to make sure their equipment isn't being stolen.
- Interested in GPS Tracking.
-

Challenges

- N/A

Why We Won

- Because of Kevin's and Stephanie's relationship built over the last few years.

Points of Contact

Warehouse Manager/Fleet Manager:
Kevin Jones
Geotab:
Lindsay Worek
T-Mobile:
T Mobile, Stephanie Velez Mas - AE,
Brian Kenneally- Sales Manager,
Robert Hamilton- Solutions
Engineer

[More Details](#)

GEOTAB

Company: South-Fair Electric Industry: Electrical SIC:



SFC is a small “mom-and-pop” company providing electrical services to general contractors, local governments, and developers throughout Charlotte, NC and the Southeast.

Fleet Size: **x**
Initial Order: **7 devices (Pro)**
Remaining Opp: **If they expand, they will order more devices**

Business Needs

- They were looking to track their fleet, monitor safety (specifically speed profiles) and also track their driver behavior.

Challenges

- N/A

Why We Won

- Customer liked the PAMs presentation as well as the follow-up courtesy.

Points of Contact

South-Fair Electric:
William H. Malone, VP of Operations

Geotab:
Lindsay Worek

T-Mobile:
Shomari Witherspoon, AE

[More Details](#)

GEOTAB

Company: Top Cut Lawn Services Industry: Landscaping SIC:



Strive to provide the highest level of service and value as we protect and enhance your environment and landscape assets. Locally owned and operated in Southern Florida, specifically Palm Beach County.

Fleet Size: **x**
Initial Order: **60 on pro**
Remaining Opp: **Potential for integration with their scheduling tool**

Business Needs

- Looking to track their fleet, monitor time logs and possibly integrate with their Aspire software scheduling tool.

Challenges

- Main concerns were to track the fleet, monitor time logs and having the capability to integrate with Aspire Software scheduling tool.

Why We Won

- N/A

Points of Contact

Top Cut Lawn Services:
Carolyn Mayhew, Office Manager

Geotab:
Lindsay Worek, PAM

T-Mobile:
Haley Wheeler, AE

[More Details](#)

GEOTAB

Company: Moyer Indoor-Outdoor Industry: Landscaping SIC:



Moyer Indoor-Outdoor (MIO) provides a wide variety of home services ranging from lawn care to plumbing to HVAC and pest control. They serve the great Delaware Valley for over 150 years which encompasses four states. The current active fleet is 170 vehicles.

Fleet Size: **170**
Initial Order: **140 Go9's and 265 lines with TMO**
Remaining Opp: **X**

Business Needs

- That can provide accurate safety reporting, mileage and provide the much needed visibility and controls they wanted for maintenance.
- Expressed a need for integration to be able to adopt cameras in the near future

Challenges

- N/A

Why We Won

- N/A

Points of Contact

Moyer Indoor-Outdoor:
Tom Signore, Safety Manager

Geotab:
Michael T McNulty, PAM

T-Mobile:
Bruce Hawthorne
Eric Sanchez

[More Details](#)

GEOTAB

Company: C&L Services Industry: Maintenance SIC:



C & L Services is a New Jersey based private company that provides sweeping, cleaning and other property maintenance services for both public and private sector businesses and organizations. To support this diverse customer base they operate a fleet of 65 street sweepers, dump trucks and pick-up trucks.

Fleet Size: **X**
Initial Order: **65**
Remaining Opp: **X**

Business Needs

- Finding a full- service solution for their needs.
- There was always a gap particularly with their needs for maintenance and consistent location data in order to be proactive and keep their sweeping units on the road at all times.

Challenges

- N/A

Why We Won

- N/A

Points of Contact

C&L Services:
Vincent Granby, Operations Supervisor

Geotab:
Michael T McNulty, PAM

T-Mobile:
Arturo Ramirez, SE
Nick Trapierakis, AE

[More Details](#)

GEOTAB

Company: JF Kiely Industry: Utility Construction and Engineering Services SIC:



The Kiely Family of Companies have been serving the needs of our customers since 1952, offering a diversified list of services such as engineering, utility construction, heavy highway, hot mix asphalt production, equipment sales & leasing, recycling services, and residential and commercial building and leasing.

Fleet Size: **600**
Initial Order: **460 Regulatory and Pro**
Remaining Opp: **100 plus**

Business Needs

- They had been experiencing issues with integration with Dossier and were looking to correct that and get more visibility into the fleet as a whole.
- Monitoring vehicle location for theft prevention
- Overall trip reporting

Challenges

- Competition with Verizon and others
- Issues integrating with Dossier - wanted full fleet visibility
- Fleet maintenance
- Theft
- High costs

Why We Won

- We don't charge a fee for the integration that VZW does
- T-Mobile/Geotab provided outstanding support throughout the sales process and informed them about post-sales support

Points of Contact:

JF Kiely:
Ben LeJeune, Fleet Service Manager
Hilary Shapiro, Project Manager
Steve Contrabasso, CTO

Geotab:
Peter Kittrell, PAM

T-Mobile:
Joel Taveras, Fahad Ullah, Sanjay Budhan

GEOTAB

[More Details](#)

Company: Atlanta Public Schools - Police and White Fleet Industry: Public Sector SIC:



A progressive and forward-thinking organization, the Atlanta Public Schools Police Department appreciates the support of the Atlanta Board of Education, superintendent, staff, and community for recognizing the importance of school safety and the linkage to student success.

Fleet Size: **x**
Initial Order: **50 - 100 Pro**
Remaining Opp: **200**

Business Needs

- N/A

Challenges

- N/A

Why We Won

- N/A

Points of Contact

Atlantic Public Schools:

John Franklin

Ronald Applin

Geotab:

Peter Kittrell, PAM

T-Mobile:

James Maleiko

Don Brown

[More Details](#)

GEOTAB

Company: Sunset Property Services Industry: Sweeping Solutions SIC:



Since 1967 from parking lots to municipal streets, Sunset Property Services has a sweeping solution for your company or city. Sweeping is the core of Sunset's full range of services.

Fleet Size:

Initial Order: **now 106 Geotab**

GO

(initial order was 32)

Remaining Opp:

Business Needs

- A "real time" tracking system to accurately monitor vehicle position while also ensuring that the driver's were hitting their daily route plans.
- Having a good safety plan in place, accurately tracking safety metrics, and driver scorecarding was important for them.
- To expand on the service we provide by integrating with a camera partner as well as track various PTO components coming from their diverse fleet of vehicles.

Challenges

- N/A

Why We Won

- N/A

Points of Contact

Sunset Property Services:

Annie Brew, Fleet Administrator

Geotab:

Timothy Ichinose, PAM

T-Mobile:

**Miguel Hernandez, Sales Manager
California**

[More Details](#)

GEOTAB

Company: CM Heating Industry: HVAC SIC:



Having proudly served Snohomish County, WA for over 35 years, CM Heating is among the very top-rated HVAC contractors in Washington State.

Fleet Size: **X**
Initial Order: **45 ProPlus**
Remaining Opp: **X**

Business Needs

- Looking for a solution that can help track their fleet maintenance and potentially reduce their insurance premiums.
- They want to increase vehicle uptime with fault code notifications and recommended action plans.
- To maximize driver productivity through live vehicle updates and trip history reports.

Challenges

- N/A

Why We Won

- Preventative maintenance reminders, friendly to use reporting dashboard, and live tracking on the map were also key selling points to earn this customer's business.

Points of Contact

- | CM Heating:
 - | **Edgar Guzman, Production Manager**
 - | **John Ciacomi, Owner**
- | Geotab:
 - | **Timothy Ichinose, PAM**
- | T-Mobile:
 - | **Omer Guroglu, Account Executive.**
 - | **Reidar Jensvold, Sales Manager**

[More Details](#)

GEOTAB

Company: Dairway Transportation Industry: xx SIC:



DairyWay Transport, Inc. has grown regionally to haul over 2.5 million pounds of product per day to and from food manufacturing plants throughout Utah and Idaho. Customers include food-grade processors and others that are trying to sustainably control their waste streams. The company's motto of All In! requires managers, dispatchers and drivers to demonstrate the level of commitment that has driven the company to the point it is today and into the future.

Fleet Size: **x**
Initial Order: **20**
Remaining Opp: **40**

Business Needs

- Looking for a user friendly solution to manage their fleet of drivers.
- Tracking their vehicles and pulling simple reports were very important to them.
- Also wanted something that was dynamic and scalable as they got more experienced with the software.

Challenges

- N/A

Why We Won

- Loved how simple everything was and how user-friendly it was.
- Also loved our support structure and our simple no-contract pricing.
- Saw our platform and it was a clearly better and more robust solution.

Points of Contact

DairyWay Transport:
Aubrey, Fleet Manager

Geotab:
Timothy Ichinose

T-Mobile:
Ty Poffenberger Utah SMB AE
Derek Cushing Utah SMB SM

[More Details](#)

GEOTAB

Company: Suburban School Transportation Industry: Education SIC:



Since 1988, Suburban School Transportation has been providing safe, dependable transportation to students with special needs. They provided door-to-door transportation to special needs students with our modern fleet of safety-equipped vehicles. Suburban School Transportation serves over 70 School Districts in Northeastern Ohio and surrounding areas.

Fleet Size: **x**
Initial Order: **225 devices (Base)**
Remaining Opp: **To upgrade to Pro**

Business Needs

- Vehicle Tracking
- Maintenance
- Safety
- Geo-Fencing
- Simplicity
- Pricing
- Scalability

Challenges

- T-Mobile and Suburban identified there was an issue with the fault code reports. The reports would just indicate "General warning light", but not the actual fault code description.

Why We Won

- N/A

Points of Contact

Suburban School Transportation:
Angie Milne, Sr. Solutions Specialist

Geotab:
Sarah Todd, PAM

T-Mobile:
Andrew Panfil- Sales Executive
Jeremy Bartel- Manager, Direct Sales
Ohio/PA

[More Details](#)

GEOTAB

Company: The Peggs Company, Inc. Industry: xx SIC:



Peggs serves customers in the United States with a national distribution network for shopping carts. The Company offers new and reconditioned shopping and stock carts, as well as provides security wheel systems installation, general cleaning, and repairing services.

Fleet Size: **x**
Initial Order: **115 Pro**
Remaining Opp: **85+**

Business Needs

- Customer support was lacking and the system was not as robust as they needed it to be.
- Not accurately reporting HOS duty status correctly

Challenges

- N/A

Why We Won

- Target audience was mainly interested in the simplicity of use driver workflow within the Drive App and how the HOS features worked in the myGeotab portal.
- Customer showed interest in the Collision Reconstruction report and Driver Safety Scorecard.

Points of Contact

The Peggs Company:
Brett Nelson, VP
Javier Soriano, West Coast Service Manager

Geotab: **x**

T-Mobile:
Robert Foster, Account Executive
Mark Venegas, Business Sales Manager - Irvine, CA.

[More Details](#)

GEOTAB

Company: xx Industry: xx SIC:

xx

Who they
are

Fleet Size: **x**
Initial Order: **x**
Remaining Opp: **x**

Business Needs

- N/A

Challenges

- N/A

Why We Won

- N/A

Points of Contact

x:
x
Geotab:
x
T-Mobile:
T-Mobile, x

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GEOTAB.

Company: Care Transport Industry: Shuttle Service



Who they are

Care Transport has been using telematics for over ten years now. Most recently with Nextraq for \$19/month, previously Land Air Sea. They now realize they need a more robust solution - one that could integrate with their routing box software. Additionally, they are looking for a partner with extensive partnerships in place as they would like to expand their platform in the very near future to include cameras on their vehicles.

Fleet Size: 45
Initial Order: 45

Sales Cycle Review:

March 2020

Initial Webinar w/ prospect

- Overview of sol'n & offer
- Discussed 2 unit live demo
- Like the reports and ability to customize
- Discussed integration with Routing Box and future cameras

May 2020

45 unit order placed 60 days after initial meeting

- Happily became Geotab customer and implementation plan was developed for training/onboarding

April 2020

Tested 2 Demos

- Challenges to overcome: some liked it, others had doubts and were resistant to learning curve
- Comfort in knowing level of training support

[More Details](#)

Points of Contact

Owner: Sabah Rabiah

GM: Muatafa Ali

Geotab: James Fantich

T-Mobile: T-Mobile Michigan,
Atil Sahhar(AE)