

Buying a Telematics Solution

A step-by-step guide to finding your fleet sidekick.

Introduction

As vehicle connectivity becomes increasingly significant for fleets around the world, it's more important than ever to have an innovative, trustworthy partner in telematics – the Robin to your Batman, the Oracle to your Black Canary.

Telematics is so much more than just locating your vehicles while they're on the road moving from customer to customer. With the right solution and the right partner, it can change the entire way you operate – saving you money, eliminating complexity and giving you an edge on the competition. A great telematics solution will give you foundational, complementary and future-ready options.

From the outside, it might look like all telematics solutions are created equal, but that's just not the case. Rushing into a partnership without identifying your needs can mean the difference between a successful implementation that provides a quick return on investment versus an implementation that creates obstacles and isn't able to scale with your business.

But where should you start on your quest for this fleet partner – or should we say, fleet sidekick? We've set out to answer this question for you in this convenient, comprehensive guide to investing in a telematics solution.

What will you learn? We've compiled our knowledge and created a checklist of features to use as a guideline throughout the vetting process. We'll explore what to look for in a telematics platform and device to assure that the solution you choose meets your objectives. In addition, we've created a list to help you determine if your telematics solution will make a worthy partner.

What are we waiting for? Let's dive in.



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CHAPTER 01

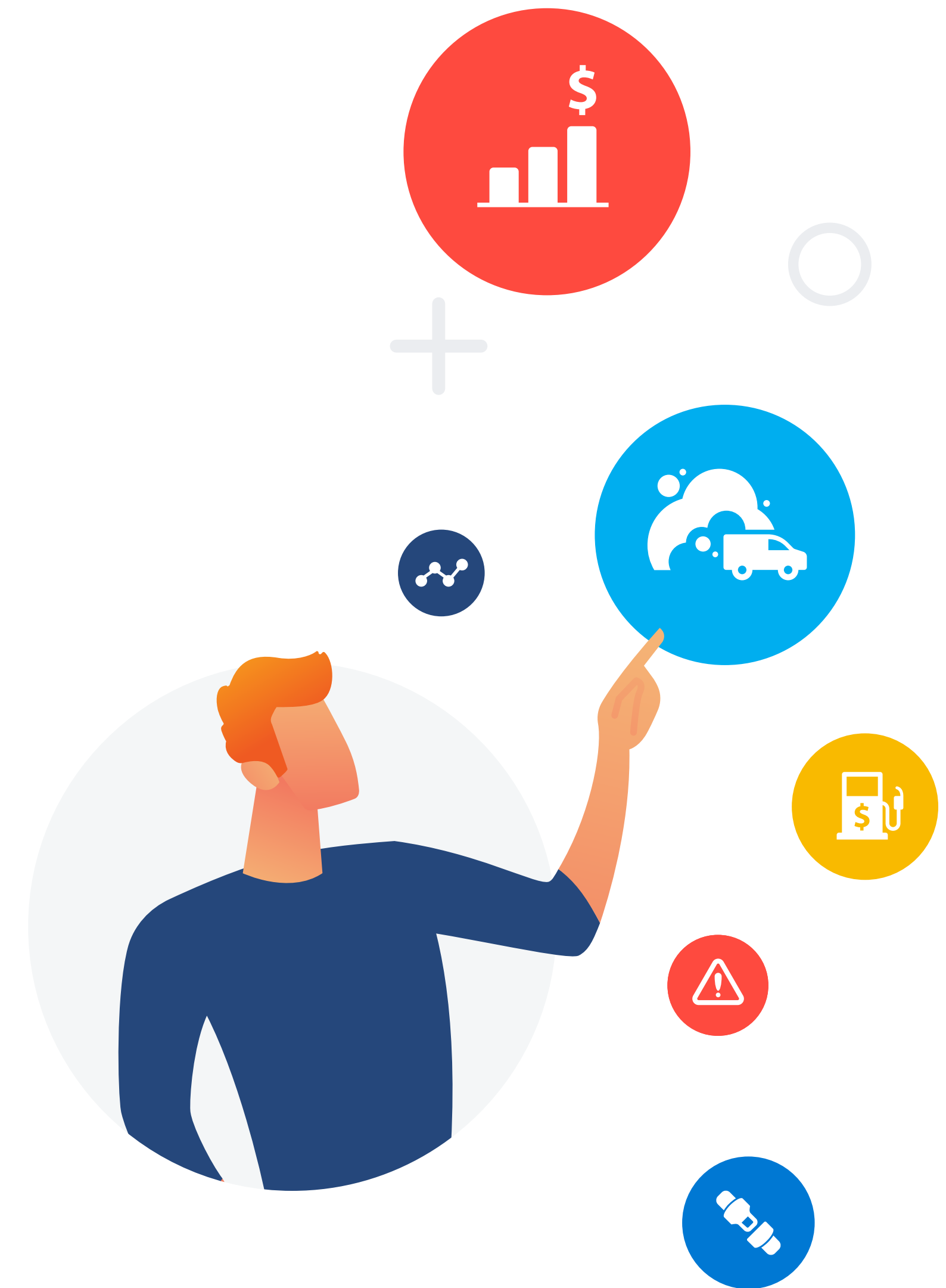
What challenges are you looking to tackle?

Identify the main challenges you would like to address with your new telematics solution.

Finding a sidekick to help you defeat villains like nuclear verdicts, excessive idling and limited visibility into fleet operations is a big undertaking. So big that it can feel insurmountable at times. Where do you even start?

We're here to help you see the forest through the trees and break down the many questions you might have as you're getting started.

Without asking the right questions, you leave the door open for errors, and potentially committing to the wrong solution for your business. Let's break down some of the questions you should be asking yourself before reaching out to vendors.



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Why are you looking to implement telematics?

Look back at the past year or two and identify some areas where telematics could have made a difference. Could you have used more visibility when it came to on-road collisions? Was it hard to keep track of where and when your drivers were refueling? Did you find it hard to create optimal routes for your drivers' schedules? Chances are, after analyzing these instances, you'll have a better idea of why and how telematics could help your specific business.

Sometimes it is easier to identify an umbrella goal before defining your individual key performance indicators (KPIs). Are you looking to improve productivity? Maybe sustainability is more important to your business. Is there a push for higher safety standards on the horizon? Identify bigger goals to make it easier when you get more granular with your needs. Additionally, ask stakeholders to represent the goals that they support in order to gain valuable input along the way.

SUCCESS STORY

Wiseway, an electrical, plumbing and lighting distributor, had multiple on-road collisions and determined that their main focus was going to be increasing safety for drivers after multiple on-road collisions.

[Learn more about how they improved their safety.](#)



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What are the company's long- and short-term objectives?

After discussing your end goal, set some long- and short-term goals that support it. Understanding what your business will need in five weeks, five months or five years will help you narrow down potential solutions.



What metrics will be used to measure the success of the implementation?

Identify what your KPIs will be after implementing a telematics solution. Are you looking to switch 25% of your fleet over to electric vehicles within two years? Reduce your idle time and fuel spend? Optimize routing in order to add one more stop to each driver's daily schedule? Save costs by implementing a safety strategy? Setting your KPIs gives you a guideline to follow after implementation – what works, what doesn't and what needs tweaking.

SUCCESS STORY

Orkin, a pest control and home services company, has a core business commitment to caring for the environment, a long-term goal that they try to bring to multiple aspects of their business. With this goal in mind, they found a solution that would help them reduce emissions while also lowering costs.

[Learn more here.](#)



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SUCCESS STORY

Frontier Technologies was already collecting data but found new ways to utilize their telematics solution. They were able to create a more data-driven driver compensation plan using metrics like driving behavior, timeliness and time spent on the job.

[Read the success story.](#)



Which departments will need the data?

There are many departments in your company that can benefit from the data collected by your telematics solution. Chances are they will each have their own wants and needs. Taking these into account will give you a checklist of everything that your potential new purchase will need to include.



Who are the key stakeholders and users?

Bringing all of the stakeholders into the planning stage will reduce friction in the implementation stage and ensure that the solution meets everybody’s needs. Is it intuitive enough that your drivers don’t have to spend weeks in training to learn it? Can your fleet managers use the dashboard efficiently? An effective solution should make life easier for many – not just a few.



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CHAPTER 02

What do you need from your fleet sidekick?

Determine your must-have requirements for a telematics partner.

After figuring out why you need a new telematics solution, it's time to decide what kind of expertise and knowledge your ideal sidekick should have. What kind of advice and support will they be able to provide? What kinds of skills should they bring to the job?

Fleet management technology has a multitude of applications to help you address fleet challenges. This chapter will focus on all of the aspects to consider when evaluating a telematics platform to make sure it will meet both your current and future needs. We've broken it down into seven key drivers – and a bonus one, too!



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1 Get a 360 degree view

When it comes to your fleet, visibility doesn't only refer to what you can see with your eyes. Telematics can give you a bird's eye view of what's happening in the moment but also use predictive analytics to give you clarity on upcoming events, whether it's built-in weather reports, updates on traffic events or early fault code detection.

Key tracking features

Live maps

Get a bird's eye view of where your drivers are at a moment's notice with active tracking.

Breadcrumb trail

See a stop-by-stop overview of where your drivers were during their shift.

Weather and traffic integrations

Plan your drivers' routes according to live weather and traffic updates.

Historical data

Look carefully at the vendor's regulations regarding accessing historical data as hidden fees can often be found here.

Geofencing/zones

Create and define virtual boundaries that can trigger an alert.

Intelligent zoning tool

View areas with high stop frequency and create zone suggestions.

Telematics fault detection

Use built-in fault detection reports to determine how well your telematics device is working.



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Performance analysis

Identify any reporting limitations the solution might have. It's a good idea to analyze how robust the reporting capabilities are, the extent to which you can customize them on your own and the ability to build reports around every accessible data point that's relevant to your fleet. Will you easily be able to report on each of your KPIs? For example, a Distribution of Stops Report will help assess worker productivity whereas a Most/Least Used Vehicle Report will help inform purchasing and retirement decisions.



DID YOU KNOW?

Having reports that provide the insights that you need, when you need them, is foundational to gaining the best ROI from a telematics solution. Review the report templates to find out if there are any gaps and check that they are fully customizable so you can tailor them to your operational needs.

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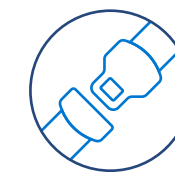
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2 Combat rising fleet costs

Operating a fleet is expensive. Rising fuel prices, unplanned maintenance costs, churned clients and high driver turnover can all have a real and lasting effect on your fleet business. Your telematics solution should help you reduce your overall fleet operating costs by providing you with accurate data. There are four main areas where costs can be diminished using telematics.



Safety

Safety is the number one driver of cost savings within a fleet. Investing in telematics can significantly reduce annual safety costs.



Fuel

As fuel costs steadily increase, it is important to invest in a telematics platform that has the proper tools to measure and report on fuel consumption.



Maintenance

A great telematics solution will schedule preventative maintenance reminders and track costs but also provide predictive maintenance intelligence.



Productivity

Telematics can optimize your workforce and minimize downtime by offering strategic planning tools like tracking, routing and dispatching, and trip histories.

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3 Protect your people – and your brand

Safety is, of course, an extremely important aspect of operating a fleet. There are multiple reasons why you should make safety a top priority when investing in a telematics platform. Making fleet safety one of your top priorities means drivers feel supported while they are on the road – additionally, your brand reputation benefits from a higher safety standard and gives clients even more reason to remain loyal to your business. Improving driving habits also has the single biggest impact on both safety and fuel economy within a fleet. Less collisions and on-road events means less time and money spent on legal and maintenance fees.

There are several key safety features that you should consider when researching a telematics solution.



Driver monitoring tools

Driver safety scorecard

Evaluate drivers using a fleet performance score that tracks risky driver behavior based on specific metrics, such as speeding, harsh braking or idling.

Actionable safety reports

Clear, easy to understand and actionable reports are vital for capturing and reporting on fleet safety score improvement over time.

For instance, a top 10 best and worst performing drivers report would provide the insights needed to develop a reward program or identify which drivers need more training.

Real-time alerts

Get up-to-date information by setting up alerts triggered by certain events or behaviors.

Safety benchmarking

Benchmark safety scores against both similar and best-in-class fleets using comparative analysis features.

Rear and/or forward facing cameras

Integrate top-of-the-line cameras to increase in-cab and road visibility.



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Driver coaching tools

In-vehicle driver coaching

Use integrated hardware to provide drivers with real-time alerts or spoken instructions when they break a safety rule such as speeding.

ADAS

Monitor the area around the vehicle through a combination of cameras and sensors to detect potential danger.

Gamification

Motivate and coach safer driving habits through fun and easy games using software apps.



Cost savings

Collision detection and reconstruction report

Get more detailed reports before, during and after a collision – such as point of impact, location, speed profile and accelerometer data.

Vehicle insurance integration

Provide insurance companies with your fleet's safety data in order to obtain better insurance rates.

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4 Eliminate wasted fuel and fuel theft

Fuel will always be a necessary evil for fleets, so how can we predict and control how much money is dedicated to fuel? Telematics, of course! A telematics solution can track and report on multiple facets of fuel consumption.

There are five ways that we recommend looking at your fleet’s fuel needs:

Actionable reports on fuel trends

Look for pre-built reports that will give you the data needed to reduce fuel costs.

For instance, Fuel Usage Report and MPG Vehicle Score will provide critical fuel efficiency intel by vehicle to inform future purchases. Whereas trend reports such as Last 3 Month Idling Trend Report and the Weekly Idling Cost Trend Report are valuable to monitor progress of new idle reduction initiatives.

Active recommendations

A sophisticated feature that generates recommendations to reduce fuel spend based on your fleet’s data.

Fuel economy benchmarking

This benchmarking report compares your liters of fuel per mile driven to the industry average and against other best-in-class companies.

Monitoring expenses and reducing fuel theft

Fill-ups reports
Match miles driven to fill ups.

Fuel tracker app
Have drivers upload fuel receipts for easy fuel expense tracking.

Fuel card integration
Visualize fuel transactions on a map and identify discrepancies in location at the time of purchase.

Driver behavior management

Aggressive driving tools
Monitor aggressive driving to help limit the driving habits that cause higher fuel spend.

Routing
Find the most efficient routes to different appointments to cut down on fuel consumption.



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5 Mend your maintenance schedule

The best way to turn a small problem into a big one is to ignore it. Maintenance is a normal, routine part of owning a fleet. Oil changes, tire replacements, routine check-ups – they can all be planned for and scheduled to ensure that you are keeping up with general fleet health.

Predictive maintenance tools can help reduce costs by identifying fault codes before they cause too much damage, reduce breakdowns by providing reports on engine and battery health, and identify potential fuel inefficiencies. Maintenance data can also be used to determine the total cost of ownership (TCO) of a fleet or vehicle, so you can pinpoint inefficient vehicles and swap them out for newer, more cost-effective alternatives. Telematics can also help prevent the costly maintenance that you don't – or can't – plan for, in addition to supporting predictive maintenance schedules.

A good telematics solution will have built-in predictive maintenance features that can help lessen costs associated with vehicle health.

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Here are some features to consider if you're thinking about adding lower maintenance costs to your list of telematics goals:



Key maintenance reports

Maintenance reminder report

Know the date and length of time specific vehicles will need to be taken out of rotation.

Diagnostic trouble code reports

Get alerted when vehicle-based faults are triggered. Ensure controller and diagnostic codes are included.



Maintenance rules and alerts

Preventative maintenance reminders

Set maintenance reminders based on date, distance driven or engine hours.

Fault code and custom alerts

Get alerts and notifications when certain fault codes are triggered.

Maintenance cost reports

Easily calculate the TCO to inform retirement and replacement decisions.

Maintenance history report

Gain insight on problematic vehicles.



Maintenance management

Work order management

Easily log defects from anywhere and track their resolution.

Integrated sensors

Expand your solution to monitor areas of importance to your fleet, such as tire pressure management.



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6 Use the 4 R's to enhance productivity

Operational logistics are complex, but they don't need to be if you have the right tools! Working in an appointment-based industry, you need to make sure that the productivity of your drivers aligns with the standards that your clients expect. But who's to say you can't do both – all while reducing costs?

Telematics focuses on the 4 Rs of field service productivity.



Getting the **right person** to the **right place** at the **right time** with the **right tools**.

Offer your clients a higher caliber of service:

- Identify the closet team member to the location
- Map out the quickest route to get there
- Ensure your driver has the right equipment to get the job done

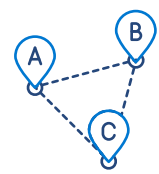
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Here are some telematics features that can help you improve operational productivity:



Logistical planning and operations

Active tracking

Get real-time location intelligence on every vehicle.

Constraint-based scheduling tools

Create schedules that match technicians to job specifications.

Dynamic routing and dispatching

Optimize same-day and multi-day routes in seconds.



Integrated driver tools

Driver app

Provide drivers with work schedules and turn-by-turn commercial navigation.

Mobile form app

Create custom forms for field workers with access to vital job information and checklists, along with tools such as eSignatures and image capture.

Geofencing and zones

Create authorized and unauthorized zones for drivers.

Automated customer notifications tool

Provide customers with updates on service window, estimated time of arrival, arrivals and delay alerts.

Driver ID fob

Link drivers to vehicles for better driver monitoring and management.

Keyless vehicle access

Provide drivers with a digital key to their vehicles. For larger fleets, look for a solution that has a simple-to-use reservation software to assign work vehicles.



DID YOU KNOW?

An integrated solution for scheduling, routing and dispatching is optimal for agile operations. If your fleet already has dispatching software, ensure that your telematics provider has good integration capabilities for seamless flow of data.

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7 Electrify your fleet

More fleets are looking to incorporate electric vehicles into their operations to reduce costs and emissions, and remain compliant with government regulations. Telematics is key to making confident decisions at any stage of your electrification journey.

With EVs, there are unique metrics to monitor in order to optimize their performance, range and return on investment. The right provider can help you navigate the electrification process by capturing those data points and revealing actionable insights from adopting to operating EVs alongside ICE vehicles.

We’ve compiled a selection of critical EV-related features to look for when selecting a telematics provider.



EV Suitability Assessment (EVSA)

An EVSA should use your fleet’s real-world performance data to identify which vehicles are best suited for EV replacement, have the ability to forecast the potential cost savings and CO₂ reduction and provide a custom list of EV model recommendations.



EV Fleet management

Real-time status

View state-of-charge (SOC) and charging status for all your EVs.

Real-time charging notifications

Mitigate excess downtime or stranded drivers due to low charge.

Fuel and EV energy usage

Compare fuel versus energy consumption in EVs and plug-in hybrids.

Historical charging

Check in on EV charging patterns and power requirements.

Charging cost by location

Calculate EV charging costs for fixed or time-of-use electricity rates across locations.

Charging integrations

Integrate data from charging station partner data for a comprehensive view of energy demand.

Mixed fleet capability

Monitor all ICE and EV vehicles within the same platform.



Check out [this article](#) to learn more about how to select an EV-ready telematics solution, and download this handy [telematics checklist for EV support](#).



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Bonus: Focus on flexibility for the future

Can your fleet really be put into a box whose dimensions and features are defined by someone else?

We didn't think so. When choosing a telematics platform, it's important to look for a level of flexibility within the solution. An out of the box, one-size-fits-all solution is rigid and you run the risk of not being able to scale and add features as you grow your client list.

In order to gain the most value from a telematics solution, customization features should be built in. Your business can tailor the solution to your needs rather than trying to modify your operations to fit the parameters of your telematics solution.



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Here are some things you should consider when choosing a flexible telematics solution:



Open platform

An open telematics platform gives you unfiltered data access. It's more affordable and easy to customize. In addition, look for telematics vendors that provide the following:

- **Seamless data integration** into your other business systems, such as payroll, SAP, TMS and more.
- **Software development kit (SDK)** to easily extend the functionality of their solution, such as app creation, third-party software integration and task automation.
- **Well-curated marketplace** that gives you the option to expand your fleet management capabilities as your needs change. Look for a telematics vendor that offers a marketplace full of integrated and vetted solutions from third-party vendors.



Big data environment

Some telematics solutions will use the anonymized datasets that they collect from customers to create extra add-on tools. For example, those datasets can help companies benchmark themselves against similar fleets in their industries. The larger the data environment a telematics solution has, the more comparative data exists for you to see how others in your industry are performing.



Built-in customization framework

Different fleets have different needs when it comes to reporting, alerts and monitoring. Flexibility in these seemingly small areas will help your day-to-day operations run smoothly. Look for a solution that provides customizable rules, alerts, reports and a widget-based dashboard for ultimate flexibility.



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CHAPTER 03

Choosing the right tool for the job

Make sure your telematics solution has the right device for you to get the job done.

It's time to look at the telematics device itself. Equipping yourself with the right one is crucial.

There are a multitude of telematics devices to choose from and they all offer their customers a different experience. Let's look at some of the aspects you should consider when choosing which is the best way to connect to your fleet data.

1 Data points availability

Not all telematics devices collect the same data points from a vehicle. It's always important to get a detailed list of what data points a particular device offers to see if it aligns with what you would like to glean from your device. Most telematics devices offer a basic dataset, but there are more information-rich devices on the market.

Data points are the basic building blocks for producing telematics insights. Data points are collected by a telematics device to create raw data, which is then pieced together by reports and other tools to create actionable insights.



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2 Data quality

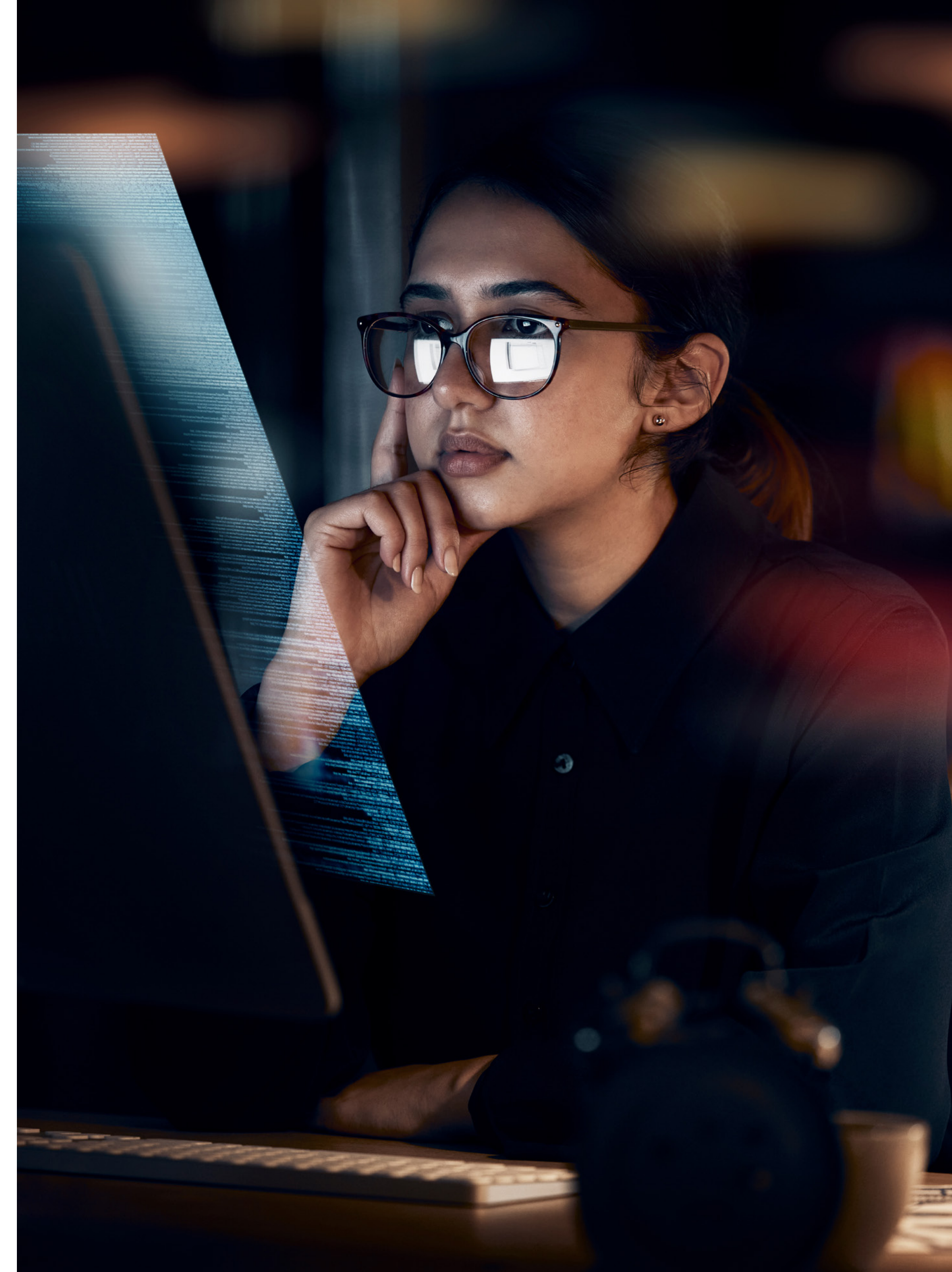
Collecting data and using it to inform business decisions has become a very common practice in recent years, but – contrary to popular belief – not all data is good data. Bad data is inaccurate, poorly compiled, duplicated or irrelevant to your business.

When deciding what makes data ‘good’, there are several points you should consider. Making sure the data is correct, comprehensive, reliable, relevant and up-to-date will save your business headaches down the road. Inaccurate data produces inaccurate conclusions that can misrepresent a situation and lead to poor business decisions. It is critical to work with organizations that have teams of data scientists and engineers who are constantly observing the data for any quality issues.

3 Data collaboration

Finding a telematics solution that can connect to your business intelligence tool is a great way to use the data collected from your telematics device to harness deeper insight into your operations. A connected system will allow you to analyze trends across telematics, financial and HR data in order to identify patterns and gain a complete view of operations and assets.

This data collaboration will enable you to make more informed decisions both within your fleet on the road and your administrative and operational teams on the backend. Additionally, look for a solution that either provides pre-made reporting templates or that can support your BI team in setting up customized reports for your organization.



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4 Data efficiency

Every single day, your vehicle is generating large amounts of data, and transferring all of this data to your server can become expensive as well as hard on the server itself.

Ideally, your telematics device should utilize an algorithm for data collection that is able to identify useless data points that aren't relevant to your business and discard them prior to data being transmitted to your telematics platform.

By using an algorithm instead of a ping rate for data collection, your telematics device will assure:

- Vital data is not missed between ping rates
- The system is not overloaded with irrelevant data
- Data costs are minimized and incurred only for data that adds value

5 Device reliability

Whether you're buying a TV to put in your family room, or a telematics device that needs to be installed in every single one of your fleet vehicles, it's important to consider the failure rate of the electronics that you choose.

Just like you would read reviews for that TV, the same should be done for your telematics device. Look around you, see what your competitors are using, talk to others in your industry who have tested out a telematics solution, gather information through free demonstrations and chats with telematics providers.

Be upfront with telematics providers – it's okay to ask what their device failure rate is. Anything higher than 2% should probably be a cause for concern and taken off your list of potential devices.



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6 Data connection options

There are multiple options to choose from when it comes to how your telematics device will be installed. Each offers their own benefits and challenges, which means you can be flexible with the type of connection you choose. Different fleets have different needs, and this is just one of those ways for you to add a little extra flexibility to your telematics solution.

Let's take a look at the different options available:

Aftermarket telematics devices are installed after the vehicle is purchased.

Every vendor will have slight differences, but the best option for a scalable device that is easy to install would be to look for one that has [expansion technology](#) and plugs directly into the OBD-II port of your vehicle. Plugging directly into the OBD-II port takes seconds and requires no wire splicing, mounting or professional installation and uses the vehicle's computer to help transmit data.

OEM embedded devices are installed on the factory floor pre-purchase. With remote activation and no installation downtime, this option is becoming more and more popular. There are, however, a few limitations and downsides including being limited to newer vehicle models. In addition, data quality and quantity varies drastically between OEMs and is often lower than the top aftermarket telematics devices.

Ideally, a telematics vendor will be hardware agnostic, have integrations for OEM embedded devices and provide a one-platform solution regardless of connection. This will provide you with the greatest amount of choice so that you have the flexibility to scale or change direction in the future. It also allows fleets with an existing telematics solution to easily change vendors without overhauling their existing device implementations.



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7 Device expansion technology

Investing in telematics feels like a whirlwind. The research, selection, implementation and adoption of a telematics solution can take months. It's only natural that expanding on that offering and adding in complementary software and hardware would come at a later time.

Let's use safety as an example of why you might be looking for a telematics solution. Once you've implemented the solution you might start to think about how to improve on safety by adding in a dual-facing camera that allows you to:

- Keep an eye on the road and your drivers
- Assess risky driving behaviors
- Use video as proof of what happened during a collision
- Alert drivers to dangerous situations

Look for a telematics device that offers IOX expansion technology if you are looking to daisy-chain other hardware and sensors to your telematics device, such as:

- Bluetooth asset and tool trackers
- In-cab speakers
- Cameras
- Inventory scales

This technology acts as an IoT hub for hardware expansion, allowing fleets to connect hardware and sensors without affecting the integrity or infrastructure of your telematics solution.



Make sure you're getting everything you need from your telematics device using [this extensive checklist](#).



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CHAPTER 04

Finding a sidekick you trust

Identify the marks of a loyal partner in telematics.

You need to find a sidekick that you can trust. They can have the right backstory, possess all the skills you need to take on challenges, but if they leave you dangling from a cliff when the going gets tough, they were never the right partner for you to begin with.

Choosing a telematics vendor is a big step, and while a telematics solution may meet all of your current needs, it's also important to enter into a relationship with a partner you can trust and can rely on for feedback and support.

We've compiled a list of useful questions to ask your potential telematics vendor to see if their offering aligns with your unique business needs.



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1 Support

At the end of the day, this will be the company you rely on for any kind of support when it comes to your telematics solution. Make sure their support is comprehensive and available when you need it.

Customer support

- What is the average wait time for customer service?
- What is the average issue resolution time?
- Do they offer 24/7 support?
- What languages are supported?

Training & resources

- Do they have training teams? Is it included in the price? How long is the wait time?
- Do they have a resource library or a community Q&A page?
- Do they offer technical support resources for self-guided problem solving?
- Will you have a dedicated Partner Account Manager?



DID YOU KNOW?

For an unbiased source, look at online customer reviews and look up their rating with the Better Business Bureau.

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2 Pricing model

It might feel a little bit like the elephant in the room, but don't hold back when it comes to asking about pricing. You don't want any surprises or hidden fees to show up on your invoice each month, so make sure you know exactly what you're paying for and what your payment structure will look like.

Is the price competitive with transparent flexible pricing?

Are there any hidden fees?

Is there a tiered pricing model? If yes, what is included?

How long is the contract length? Is there a penalty for deactivating?

Is there a pilot program? If yes, how long does it last and how many vehicles can be included?

3 Meeting the future needs of your fleet

No one wants to sign on with a company that doesn't believe in its own growth. Some telematics providers over the years have failed to keep up with the rapid pace of technological development and are placing their customers at a competitive disadvantage.

Your chosen telematics provider should have their finger on the pulse. The right solution should have strong ties with fleet associations – and their customers – to assure new developments are reflective of what fleets are looking for. In addition, they should be at the forefront of technological innovations to support your business both now and in the future.

What percentage of revenue do they re-invest in research and development?

Are product innovations based on feedback from customer focus groups?

Is there a customer feedback system?

At what time interval are software and firmware updates created?

What is their product roadmap for hardware and software improvements?

What fleet associations do they work closely with?



DID YOU KNOW?

You can learn a lot about a telematics solution by looking at unbiased sources. Has this telematics vendor won any product innovation awards? Where do they rank by ABI Research in the commercial telematics awards category?

01 What challenges are you looking to tackle?

02 What do you need from your fleet sidekick?

03 Choosing the right tool for the job

04 Finding a sidekick you trust

4 Data security

Security should be a top-of-mind issue for any fleet that is looking to implement a telematics solution. With data security being a hot-button issue in general, it should be given genuine consideration.

What is their process for authentication, encryption and message integrity verification?

Do they have a unique ID and a non-static security key to keep your data safe?

Is there digitally-signed firmware for over-the-air updates use?

Do they have any security certificates such as FIPS 140-2 validation?

5 Data residency

Every telematics vendor stores large quantities of data so you want to make sure the storage is hosted and stored securely.

What region is the data is stored in?

What are the regional laws around data where it is stored?

Is there an option to choose the location for data storage?

6 Data ownership

There is a lot of money to be made by selling vehicle data, which is why knowing who owns your data is very important when choosing a telematics solution. With privacy regulations lagging behind, data should always be owned by your company and never the vendor.

Is there a clear data policy?

Who has ownership over your data?

Does the vendor sell your data to third-party vendors?



DID YOU KNOW?

A company that has FedRamp 'Authorized' status has met the most stringent security requirements set forth by the U.S. Federal Government.



Conclusion

Now you have all the right tools to find your perfect fleet sidekick. From identifying your villains to finding a sidekick you trust, it's up to you now to become the hero of your own story.

Kick excessive costs to the curb, solve your maintenance mysteries and harness the power of EVs – whatever you are trying to accomplish, telematics can help get you there.

Investing in a telematics sidekick is no small feat – we commend you for taking a step towards investing in the future of your fleet. Considering a telematics solution should help you grow, scale and provide you with an on-going return on investment, it's important to make sure that you are choosing the right partner.

Prioritize investing in innovation, expertise and knowledge. You need a partner that understands your business and is willing to work hard for you. Find a telematics partner that provides you with the option to expand their technology, offers unparalleled data quality and makes ease-of-use a priority.



About Geotab

As the #1 ranked worldwide commercial telematics vendor by ABI Research, Geotab has been delivering intelligent, modular solutions to fleets all around the globe for over 20 years.

Geotab has been at the forefront of the connected vehicle evolution, ensuring that our customers have the most advanced telematics capabilities at their fingertips. We are always striving to do better and work closely with our customers and partners on research and development so that our users are getting the best solution on the market.

Geotab's solution can be tailored to any kind of fleet, no matter the make or model, EV or ICE, we can help you on your telematics journey.

To learn more, please visit www.geotab.com and follow us [@GEOTAB](https://twitter.com/GEOTAB) and on LinkedIn.

This ebook is intended to provide information and encourage discussion on topics of interest to the telematics community. Geotab is not providing technical, professional or legal advice through this white paper. While every effort has been made to ensure that the information in this white paper is timely and accurate, errors and omissions may occur, and the information presented here may become out-of-date with the passage of time.

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