FAQs: Geotab solutions by pain point

For transportation & logistics fleets

This document provides an overview of the five main pain points for transportation & logistics fleets. Each pain point includes a series of commonly asked questions from prospects and also replies to those questions based on the appropriate Geotab solution.

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Strengthen compliance

Fleet compliance affects millions of commercial drivers throughout North America. Fleets need to comply with complex regulatory mandates for electronic logging devices (ELD), Hours of Service (HOS), intrastate rulesets, and supported exemptions. Geotab can help companies strengthen compliance with simplified log management, cross-border compliance and a comprehensive view of availability and recaps.

Q: How can I deal with unassigned HOS logs?

Geotab Drive ensures that all unassigned driving logs can be edited, annotated, re-assigned or remain unassigned. Fleet managers can ensure that all unassigned logs are up to date and not in violation, reducing violations and fines using the **Unverified Logs ELD Report.**

Q: How can I reduce my compliance violations?

Geotab provides many dedicated reports and features to help fleets minimize violations, including:

Advanced HOS logs report provides advanced details on all drivers HOS logs. This report can be modified to show HOS logs by:

- Duration for a specific status
- Annotations
- Groups inside company
- Comparing HOS rule sets of the driver
- Verified and unverified logs
- Filtered by use of trailer

Driver availability report allows administrators to gather details on individual drivers and a summarized view of the fleet's driver status availability in one central location.

ELD driver violations alert report sends an alert (in 30 minutes or less) for all HOS violations so fleet managers catch violations before roadside audits to improve operating efficiency.

Q: How can I monitor my drivers pre-trip and post-trip inspections?

Electronic driver vehicle inspection report (DVIR) can reduce downtime with instant notifications of defects and missed inspections with intuitive workflows. Also, you can customize your own defects list.

Q: How can I accurately track my fuel tax collection?

IFTA report Easily import fuel card data into MyGeotab or configure a partner fuel card integration instead of adding up receipts manually. Fuel transactions are added to the IFTA report. Automated IFTA reporting of mileage with telematics means greater accuracy.

Q: How do drivers who cross the U.S./Canadian border manage HOS?

Geotab Drive is certified in both the U.S. and Canada. Drivers who cross the border can easily switch between the U.S. 60-hour/7-day and Canada Cycle 1 (BETA) rulesets through the **Border Crossing 60-Hour/7-Day Add-In** and **Border Crossing 70-Hour/8-Day Add-In.**

Q: How do I track and monitor Personal Conveyance?

Personal Conveyance Limit - Unlike Canada, in the U.S. there is not a specific limit for Personal Conveyance (PC) but fleets can set one that is specific to their fleet. The Geotab Drive App displays a notification when a driver reaches the PC limit. If the driver continues to drive after receiving the notification, their status changes to Drive. The **ELD: Excessive Personal Conveyance Report** allows fleets to see when drivers are abusing PC.

Increase fleet safety

Driver safety concerns are important to fleets. Drivers are on the road for several hours at a time with vehicles that are often heavily branded. Fleets want their drivers safe, properly representing the company. Safe driving practices help fleets lower penalties and fines, reduce equipment losses, reduce wear and tear on engines, brakes, and tires, and reduce fuel costs.

Q: How are my drivers driving my vehicles in public?

Safety dashboard and **driver scorecard** provides a quick overview of your fleet's riskiest drivers and overall safety score. Tailor the dashboard by adding custom reports on key metrics and trends such as speeding, harsh braking, backing up, seat belt use, harsh cornering and more.

Q: What are my drivers' driving habits?

Driver scorecard report focuses on the six metrics of unsafe driving behaviors and assigns the results to a level of risk. Fleets get the average risk score of the entire fleet and for each driver to understand which factors the drivers need to improve upon. **Greenfleet dashboard** tracks key driver performance indicators related to fuel efficient driver behavior, including idling time, harsh events, and charging exceptions.

Q: How can I reduce the risk of collisions?

Dash Cams and **Advanced Collision Avoidance System (ADAS)** integrations provide video-based insights from cameras and machine vision. The AI-powered cameras provide driver alerts when it detects an imminent collision, lane departure, pedestrian collision and more. Create custom **alerts** when a fleet safety rule is broken to proactively address violations when they occur. Ensure vehicles are safe to drive with Getoab's maintenance solution.

Q: How does my fleet safety compare to other companies?

Safety benchmarking uses aggregated and anonymized vehicle data to compare a fleet's performance against fleets of similar size, make and vocation, to make intra-fleet comparisons across time or between vehicles.

Q: Which driver needs better training?

Driver safety scorecard reports will identify training needs and areas of improvement. It also includes a list of top and bottom performers. These reports focus on the three primary elements of unsafe driving: aggressive driving, seat belt usage and speeding - each with customizable weighting.

Q: How can I train my team to be better drivers?

GO Talk provides drivers with real-time feedback about their road safety and performance; it notifies the driver when they exceed allowable conditions.
Gamification solutions improve driver safety scores by turning every day driving into a friendly competition.
Automated coaching uses telematics data to identify poor driver behavior and automatically assigns relevant training to the specific driver while documenting the corrective action for management.

Q: Have any of my drivers been in a collision?

Create custom **real-time alerts** and get an email or text message notification when a collision occurs.

Q: Do I have a way to prove that my drivers were not at fault?

Collision reconstruction report reconstructs the conditions of a collision. When a collision is detected, the GO device will automatically upload second-by-second data to give precise information on the collision. Collision reconstruction data can also be combined with engine fault data, engine measurements, trip history, GPS, speed profile and dash cam footage to get a comprehensive view of what had occurred.

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Increase productivity and reduce operating costs

Fleet managers must maintain a balance between saving and spending to keep vehicles at optimal performance. Telematics can help monitor expenses and reduce overall costs and increase fleet productivity to maximize deliveries and driver hours.

Q: How can I maximize vehicle utilization?

Asset utilization report summarizes the ten most and ten least used vehicles in the fleet. This report helps identify vehicles to be rotated with less used vehicles to manage mileage across your fleet.

Q: How can I keep all of my drivers organized?

MyGeotab groups and sub-groups can be used to separate vehicles, users, rules, and zones into sections for ease of viewing and reporting. You can use groups and sub-groups as a filter to easily manage and set up reports.

Q: There are discrepancies in the fueling reports, how can I find out what is going on?

Fuel card integration visualizes transactions on a map and matches vehicle location with the merchant location at the time of purchase. **Fuel tracker** is a driver phone app that is used to upload fuel receipts. **Fill-ups report** shows fueling data from either level diagnostic measurements or user-imported fuel transactions.

Q: Which vehicles are costing me the most in gas?

Benchmarking tools such as the Average Fuel Economy compares liters of fuel per mile driven against industry averages and best-in-class of similar fleets. **Fuel and Idling reports** on fuel usage, fill-ups, fuel economy (MPG), fuel level, idling, etc. **Built-in trend reports** provide insights into key metrics associated with fuel costs, such as the Daily Idle Cost Trend Report.

Q: How can I reduce time doing administrative work?

Active insights is an AI tool for fleet managers that learns from your fleet data and recommends areas for improvement. These insights can transform your data into measurable cost savings through optimization.

Q: How can I increase uptime and lower maintenance costs?

Fleet maintenance solution helps you to quickly identify issues and prioritize vehicle repairs with active diagnostic faults and critical engine data.

Service reminders can be set by time, engine hours, mileage or a combination of the three. **Dynamic vehicle maintenance report** provides a list of which vehicles are approaching their service date, oil change, lease expiry, etc.

Predictive maintenance solutions use vehicle data to eliminate expensive surprise maintenance issues, reduce total number of shop visits, improve fleet safety, reduce costs and increase vehicle uptime.

Q: How can I extend the life of my vehicle?

Maintenance tools such as **remote diagnostics, service reminders** and automated alerts, along with safety tools to reduce aggressive driving, will lower wear and tear on vehicles for a longer lifespan. **Dynamic vehicle maintenance report** to set reminder conditions for preventative maintenance, based on date, distance driven or engine hours.

Q: How long do my drivers spend at customer locations?

Geofencing lets fleet managers create virtual boundaries around specific locations, such as a customer location, to see when a vehicle entered a Geofenced area, how long they stayed and when they exited. Fleet managers can determine exactly how long the drivers are spending at each customer site, detention time and how it all affects hours and availability of the drivers.

Meet sustainability goals

Climate change has made environmental reputation top-of-mind for fleets and consumers. Fleets want to lower greenhouse gas (GHG) emissions, fuel consumption and explore alternative drivetrain options with a sustainable fleet program that doesn't reduce efficiency, performance or cost effectiveness.

In a trial of Class 8 trucks fitted with Geotab GO telematics devices and fuel efficient technology, the average MPG of the vehicles was improved from between 4.5 and 6.5 MPG to 10.1 MPG.

Q: How can Geotab help me reduce carbon emissions by 15% over the next three years?

Geotab helps fleets reduce emissions and costs while improving operational efficiency, including:

- Right-sizing fleets with **asset utilization reports**.
- **Driver scorecards** and dashboard reports reduce idling and driver behaviour that increases fuel usage.
- **Route optimization** for greater efficiency.

Q: How can I monitor our CO_2 emissions?

CO_2 emissions report calculates emissions for each vehicle. It provides a detailed summary of each vehicle's contribution to total fleet CO_2 emissions and flags best and worst performers.

Q: How much does my idling contribute to fuel usage?

The **Weekly Idle Cost** and **Last 3 Months Idling Trends** reports can help determine if new fuel usage policies have decreased fuel use, and how it affected the miles driven and idling statistics.

Q: How can Geotab help reduce my fleets fuel consumption?

Idling reports let you identify drivers that are idling the most. Combining idling data with GPS data lets fleet managers pin down specific routes or locations with excessive idling.

GPS tracking and routing enables fleet managers to plan the most fuel-efficient, low-mileage routes, and respond in real time to disruptions to get the most efficient vehicle use.

Engine diagnostics monitors use remote diagnostic data to detect current vehicle health. Engine error reports can identify engine faults early, helping fleet managers practice predictive maintenance rather than a reactive approach. This prevents increased carbon emissions and reduces vehicle downtime and maintenance costs.

Green fleet dashboard monitors efforts to improve fuel economy and reducing emissions. It provides insight into a fleet's environmental performance over time, benchmarks against similar fleets and also provides insights to monitor these metrics and the potential savings if improvements are made.

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Driver shortage/retention

Driver shortage is a big issue for transportation and logistics companies - and it's expected to get worse. The American Trucking Associations (ATA) reported a **shortage of 80,000 drivers last year, an all-time high that could reach 160,000 by 2030**. Fleets must focus on driver-friendly programs to attract and retain drivers. Telematics helps drivers become more efficient with their time, which is critical for drivers being paid by the mile.

Q: How can Geotab help with my driver performance management?

Companies can use **gamification** to improve safe driving, save fuel and identify and reward quality drivers. Fleet managers can also use **driver scorecards** to identify the fleet's safest and riskiest drivers to create performance incentives based on that data.

Q: How can I reduce administrative tasks for my drivers?

Geotab Drive helps drivers minimize administrative time and spend more time on the road. Drivers can keep accurate logs with reminders to log in and log out, real-time availability and for when they are running low on hours of service (HOS).

Electronic DVIR is a paperless, or digital version of a driver vehicle inspection report. With fast and intuitive submission of pre- and post-trip inspections, drivers can spend more time on the road.

Q: How can I protect my drivers against false claims?

When a collision occurs, commercial vehicles become targets. With Geotab's **collision reconstruction** add-on, fleet managers can view, analyze, and interpret collision data from tracking device to determine what happened and who is at fault.

Using integrated **dash cameras**, fleets can access a clear and complete picture of harsh driving events and provide crucial video evidence in the case of collisions and insurance disputes.

Q: How can I maximize my driver's driving time?

Fleet maintenance solutions can help improve on-time deliveries, maximize vehicle uptime and prevent unplanned breakdowns. Well-maintained vehicles keep drivers from worrying about equipment failing and leads to a higher level of driver satisfaction.

Integrated **weigh station bypass** and **toll payment** solutions allows drivers to spend less time slowing down for inspections and toll payment and more time en route. This results in fewer delays in freight movement while saving time, fuel and money.

Fleets can maximize available driving hours using **workflow management** solutions. With guided workflows and real-time updates, drivers can minimize guesswork and eliminate data entry tasks so they can focus on driving.

Traffic delays and adverse roads conditions are frustrating for drivers. Routing and dispatch solutions let fleets integrate traffic and weather information into route schedules and synchronize to the driver app. Drivers spend less time stuck in traffic and more time completing deliveries.

Q: How can I develop better training programs for my drivers?

Drivers want to feel valued by their organization. With better training opportunities, they can improve their skills and personal growth.

GO Talk provides drivers with real-time feedback about their road safety and performance; it notifies the driver when they exceed allowable conditions.

Driver coaching solutions educate drivers and set benchmarks for skill improvement. Fleets can address safety threats like speeding, risky, distracted, or fatigued driving habits, and better ensure worker safety.

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