

Beyond basic compliance

Reassessing your fleet management platform

GEOTAB

Introduction

Is your current ELD platform working for your fleet, or are you constantly working around it?

Choosing your **electronic logging device** (ELD) usually starts as a straightforward decision to get **compliant** and keep the trucks moving. But as your operation scales — whether through acquisitions or just putting more assets on the road — the limits of a closed system become obvious.

Suddenly, your team is spending hours manually reconciling mismatched reports. What should be an automated workflow turns into a daily workaround. The platform that promised to make life easier becomes a bottleneck, leaving you stuck with a vendor that dictates the product roadmap and restricts access to your own data.

Checking a basic compliance box just isn't enough anymore. When managing a major operation, your safety **cameras** and ELD have to work together so your team isn't guessing at what really happened. The technology should surface the exact information you need to protect the business rather than burying it across different dashboards.

The stakes are higher now, too. With the **May 2026 Supreme Court ruling** on freight-broker liability (Montgomery v. Caribe Transport II, LLC), having disconnected incident records is a massive business risk. If something goes wrong, you can't afford to have your safety and compliance data trapped in separate silos.

That is the hidden cost of a closed system. The sales demo is flawless, but the operating reality is a mess.

This guide walks you through a true platform reassessment. We cut through the noise to show how moving to an **open ecosystem** connects your telematics, video, and transportation management system (TMS) — giving you back control over your operations and compliance.



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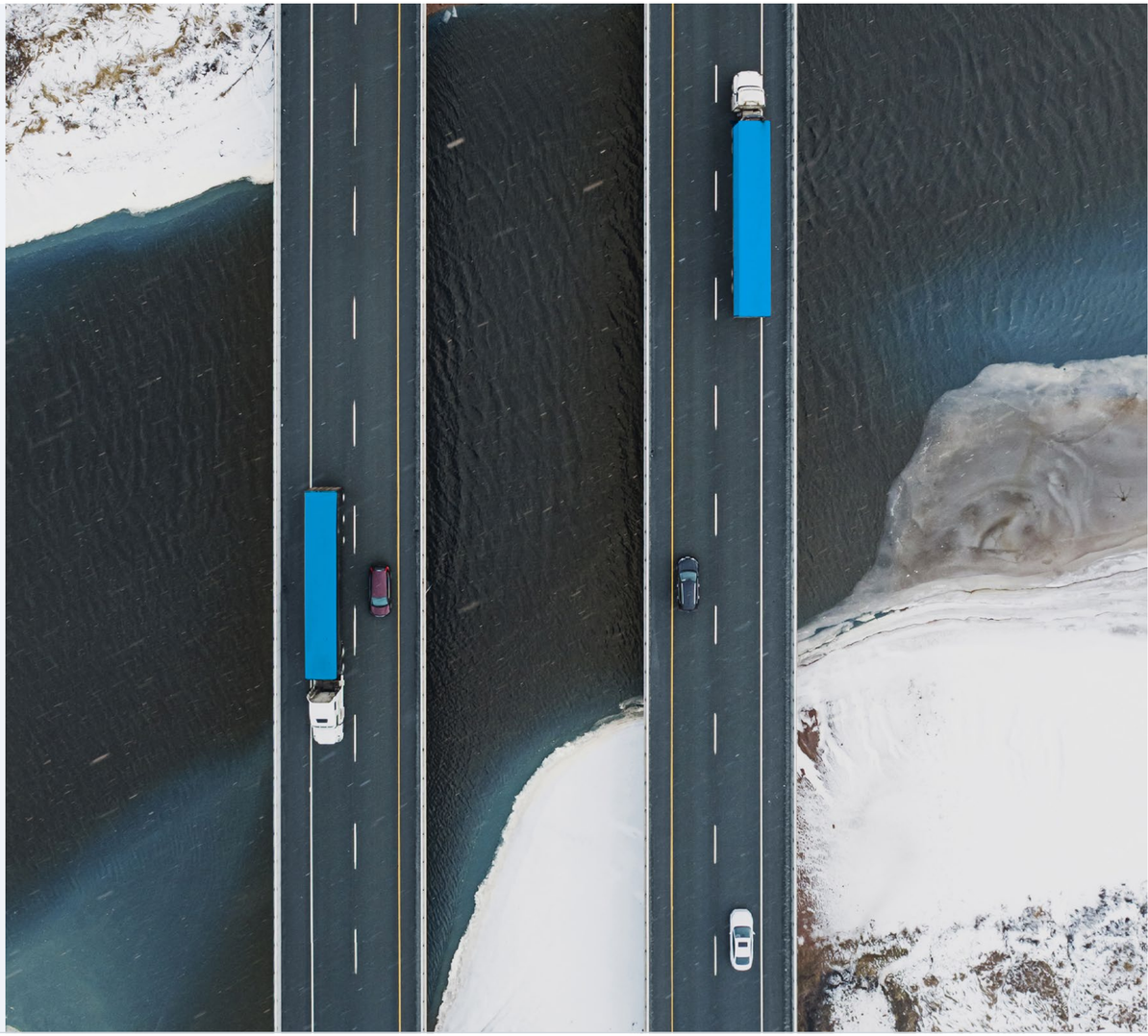
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CHAPTER 1

Open vs. closed telematics

A transportation fleet is not a collection of identical vehicles following a single workflow. It is a moving, breathing network of tractors, trailers, drivers, terminals, dispatchers, and maintenance crews. Your telematics platform needs to work seamlessly across that entire ecosystem.

A closed platform asks your operation to fit its model. A tightly bundled set of features might look great on day one, but it quickly becomes restrictive when you acquire another fleet, change your TMS or expand into new regions. The more your business evolves, the more you find your teams working around the platform's limitations.

An open platform takes the opposite approach. It is built to plug directly into the tools and workflows you already rely on, adapting to your specific operational differences rather than forcing you into a one-size-fits-all bundle.

But true openness is not just a long list of integration partner logos on a website. It is about creating one unified operating experience.

The goal is a single version of the truth. Your dispatchers shouldn't have to cross-check three different screens just to see where a truck is. Compliance teams shouldn't waste hours untangling conflicting mileage data. When an incident happens, safety leaders need to immediately tie that event to the right driver, location, and video footage, while maintenance crews need reliable engine data to fix a problem before it causes downtime.

At its core, the distinction is simple: a closed platform asks your operation to adapt to it. An open platform adapts to you.



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The challenges of a closed solution

A bundled platform sounds simple on paper. One vendor, one bill, one dashboard. It feels like the quickest way to strip out complexity.

But as your fleet grows, the friction of a closed system starts showing up in daily operations. What looked like simplicity can quickly become a series of operational bottlenecks.

If you are wondering whether your current provider is holding you back, ask yourself these five questions:

Who actually controls your data? Can you easily pull raw data and build **custom reports**, or are you forced to submit a support ticket just to access your own information?

What happens when your fleet changes? Are you locked into rigid, auto-renewing contract terms that penalize you if you need to downsize, exit, or absorb an acquired fleet?

Are you stuck in a hardware silo? Can you connect specialized **third-party hardware and sensors**, or are you restricted to what your vendor builds?

Is "one dashboard" creating one version of the truth? Do your **integrations** automatically sync with your TMS and workflows, or is your team still manually reconciling mismatched reports?

Where is your support team post-sale? Do you have dedicated ownership and a clear escalation path when hardware or visibility issues pop up?

An all-in-one bundle might reduce the number of vendors on your invoice, but it often forces your operation to adapt to the software's limits rather than supporting how you actually run your business.



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The power of an open telematics solution

An open platform isn't about having a massive list of integration partner logos. It is about making sure your dispatchers, safety managers and maintenance crews are actually looking at the exact same data.

When your telematics connect directly to the tools your teams already rely on, people stop wasting time exporting spreadsheets just to figure out what happened on a route and you finally get one version of the truth.

Here is how that actually changes the day-to-day work:

Defending your business: When an incident occurs, your safety team shouldn't have to piece together video from one system and hours-of-service logs from another just to prove what happened. An open platform connects the event with the location, driver status and video right away.

Ending the manual data entry: Odometer readings, fuel data and engine faults should flow right into your TMS and **International Fuel Tax Agreement** (IFTA) reports. This means less time manually reconciling records and fewer missing miles at the end of the month.

Catching breakdowns early: Accurate vehicle data helps your shop identify issues earlier and prioritize the work. Fault codes can push directly to your maintenance software, so mechanics can plan the repair before the truck even hits the yard.

Building what you actually need: Whether your operation prioritizes cross-border compliance, specific routing tools, or specialized trailer tracking, you can plug those systems in. You aren't stuck waiting on your ELD provider's product roadmap to get the tools you need.

Openness doesn't mean buying more disconnected tools. It simply means having a platform that adapts to your fleet as it changes, rather than forcing your operation to adapt to a limited software bundle.



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CHAPTER 2

Advantages of open telematics

Running a truckload fleet means managing a massive, interconnected network that never sits still. Because your assets and drivers are constantly shifting across different terminals and schedules, your back-office teams must be looking at the exact same reality. But they don’t all need the exact same dashboard.

That is where closed systems fail. They force every part of your operation into a single, rigid software bundle. When you acquire a new fleet, upgrade your TMS, or need to add specialized trailer tracking, that "simple" bundle suddenly requires a mess of manual workarounds just to keep the business running.

An open platform takes the opposite approach. It acts like an operating system for your fleet. It plugs directly into the tools you already rely on. This means your dispatcher, your mechanics and your safety manager can finally work from one single version of the truth.

True flexibility isn't about buying more software integrations. It is about having a platform that can absorb a major business change — like a merger, a contract switch, or a sudden fleet expansion — without turning it into a massive IT headache.

Because at the end of the day, the best platform isn't the one with the longest list of features on a sales sheet. It is the one that actually adapts to how you work.



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Choice, data ownership, and the operating reality

When evaluating a new platform, the first thing to test is how it handles the tools you already rely on. A truly open system doesn't force you to rip out your existing transportation management software. Instead, it feeds directly into the operations systems your team uses every day. Rather than just dumping raw data from one program to another, it builds a **connected workflow**. If a truck throws an engine code or a driver hits an hours-of-service limit, the right people see it immediately. Nobody has to cross-check multiple conflicting screens just to figure out what is actually happening.

But integration is only half the battle. You also have to look closely at data accuracy and ownership.

Ask exactly how your fleet's information is stored and whether you can easily export raw data without having to submit a support ticket just to access your own numbers. You also need to know that the data is flawless across the board. If your dashboard odometer readings don't match your IFTA reports, or your fuel data requires manual reconciliation every single month, the software is actively creating more work for your back office.

Finally, you need to measure what happens after the ink dries. A slick demo means nothing if the implementation falls entirely on your own IT and operations teams. Before signing, demand clarity on the post-sale reality.

- Who actually owns the rollout and implementation?
- Will you keep a dedicated account team, or will you be handed off to a generic support queue?
- Is the vendor transparent about their product roadmap?
- Most importantly: can telematics, dash cams, and compliance reporting actually be experienced in one unified workflow, or do they just exist as a loose list of integrations?



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Comparing solutions

Compliance and data

Evaluation area	Questions to ask
ELD/HOS capability	Does it support the rulesets, corrections, exemptions, and workflows your fleet needs?
IFTA accuracy	Can mileage, fuel, odometer, and location data reconcile without manual work?
DVIR and audit readiness	Can your team produce complete records quickly when required?
CSA and safety reporting	Can leaders identify risk, coach drivers, and document improvement?

Data and integration

Evaluation area	Questions to ask
Data ownership and access	Can you access raw data, export it, and use it in your own analytics?
TMS integration depth	Does the integration support real workflows or only basic data exchange?
Custom reporting	Can teams build the reports they need without repeated manual requests?

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Comparing solutions (continued)

Commercial and service

Evaluation area	Questions to ask
Contract and pricing transparency	What happens when the fleet grows, downsizes, acquires vehicles, or wants to leave?
Support and escalation model	Who owns the issue after implementation, and how quickly can it be resolved?

Hardware and safety

Evaluation area	Questions to ask
Hardware reliability	How does the provider handle failures, gaps, replacements, and mixed fleets?
Camera and safety integration	Can safety teams connect video, telematics, coaching, and compliance context?

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Comparing solutions (continued)

Scale and change

Evaluation area	Questions to ask
Enterprise scalability	Can the platform support new terminals, vehicle groups, regions, and data volumes?
One-screen experience	Do telematics, video, compliance, and reporting work together for users?
M&A transition and vendor consolidation	Can the platform consolidate inherited systems without forcing a full stack replacement?

Implementation

Evaluation area	Questions to ask
Hardware reliability	How does the provider handle failures, gaps, replacements, and mixed fleets?

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The operating reality behind "simplicity"

The trade-off of a bundled solution

All-in-one platforms are popular because they offer a simple promise: one vendor, one bill, one contract and one screen. For some fleets, that simplicity is enough. But enterprise operations need to look beneath the surface to see what happens when the business scales or changes.

When evaluating a bundled provider, test these three common platform models against your daily operating reality:

Model A: Fixed all-in-one bundles

- **The appeal:** Telematics, video and driver workflows bundled into a single user interface.
- **What to test:** Ask about raw data access, custom report building, **API** limitations and contract renewal terms. Test whether adding third-party hardware or specialized software requires expensive custom workarounds.

Model B: Proprietary hardware ecosystems

- **The appeal:** A lower initial price point with a single-vendor hardware stack.
- **What to test:** Test hardware reliability at scale, support escalation responsiveness and data export flexibility. Confirm how the platform handles acquired fleets that bring their own legacy hardware or custom TMS tools.

Model C: Open fleet operating system

- **The appeal:** The ability to connect telematics, dash cams, TMS and **maintenance** tools into a single source of truth without vendor lock-in.
- **What to test:** Verify that integrations support deep, two-way workflows rather than basic data sharing. Require a side-by-side pilot testing your fleet's actual compliance and reporting workloads.



Proof in practice: Compliance automation

When evaluating data accuracy, ask how quickly your back office can run IFTA filings.

Real-world impact: By moving from manual reporting to GPS-verified ELD workflows, **D&H Transportation** reduced quarterly IFTA filing time from one full week down to five minutes.

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How to evaluate an ELD and fleet platform

A platform can look incredible on a projector screen in a boardroom and still create a mountain of work once it is actually installed in your trucks.

Now that you know what questions to ask, the real test is proving the answers. An enterprise evaluation shouldn't just rely on the vendor's promises. You need to test the software with your own vehicles, your own data and your own people.

Involve the full committee in the pilot

Buying a telematics system is no longer just a decision made by the operations team. To ensure the platform won't cause friction down the road, you need to involve the people who will actually live in the system every day. Give them a hands-on role during the pilot phase to validate their specific workflows:

Safety leaders
Can they easily pull a defensible incident record, or are they hunting across multiple screens?

IT & systems
Can they verify that the integrations genuinely communicate with your existing TMS and routing tools?

Drivers & fleet managers
Will the cab experience cause driver frustration, or is the workflow intuitive?

Finance & procurement
What is the true **total cost of ownership** (TCO)? Are there hidden fees for API access, manual report requests or early contract termination?



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Evaluate the after-sale reality

Don't just test the software — test the vendor. During your pilot phase, run an actual IFTA report to see if the mileage and fuel data naturally reconcile. Submit a support ticket to see who answers and how quickly the issue is resolved. Test what happens if a device loses connectivity.

A successful demonstration simply proves the software works in ideal conditions. A successful field test proves the provider can support your operation when the fleet is busy, changing, and under pressure.

Components of a comprehensive telematics solution

A true telematics platform does more than track dots on a map. It turns raw vehicle data into safer operations, tighter compliance, and reliable uptime. Here is how a connected ecosystem should drive outcomes across your business:

Core telematics & data accuracy: Flawless underlying data — from odometer readings to GPS locations — ensures your operations team never has to second-guess their reports.

ELD/HOS & DVIR compliance: Protect your business from liability with audit-ready **hours of service** (HOS) logs, cross-border rules, and **driver vehicle inspection reports** (DVIRs) that help create a highly defensible record when an incident occurs.

Compliance, Safety and Accountability (CSA) & safety management: Connect harsh driving events directly to driver status and vehicle condition so leaders can intervene before a bad habit turns into a severe collision.

TMS & workflow integration: Feed telematics data straight into your existing TMS and billing tools to eliminate duplicate data entry and break down internal silos.

Safety & driver coaching: Tie coaching to actual road conditions and use integrated video to navigate complex regional privacy and retrieval requirements, like the BC dashcam mandate.



Measure the impact

Use our **Fleet ROI Calculator** to model the financial impact of your current operating bottlenecks, including hidden compliance costs and downtime.

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Maintenance & uptime: Prevent unexpected roadside breakdowns by pushing real-time engine faults and tire pressure alerts directly to your mechanics.

Fuel, IFTA, & idle management: Automate quarterly IFTA filings and cut fuel costs with a system that knows the difference between necessary power take-off (PTO) operation and pure engine idling.

Routing & dispatch: Protect your delivery commitments with **commercial routing** that accounts for vehicle weights, bridge restrictions and a driver's available hours.

Asset, trailer, & reefer visibility: Track trailer location, utilization, and cargo temperature so drivers stop wasting time hunting for empty **assets** in a crowded yard.

Why fleets hesitate to switch (and when it's time to act)

Changing telematics platforms feels risky. The default mindset for many operations is that unless the current system is completely broken, the pain of migrating isn't worth the effort.

But settling for a platform you constantly have to work around is a hidden tax on your business. Instead of assuming "if it ain't broke, don't fix it," enterprise fleets need to treat their software the same way they treat their trucks: with a regular, critical health check.

The hesitation is usually rooted in very practical operational fears:

- How will we migrate historical data?
- Will we lose continuity with our TMS and compliance reporting during the transition?
- How much downtime will it take to retrain drivers and dispatchers?
- Who actually owns the implementation so we don't drop the ball on safety?

These are valid concerns. But avoiding a switch because of transition friction often leaves fleets stuck with limited support, rigid technology, and inherited vendor sprawl.



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Finding the right window to reassess

You shouldn't rip out your ELD platform just because an IFTA deadline is approaching or an insurance policy is up for renewal. Those are standard operating requirements, not reasons to overhaul your technology.

The real windows for a platform reassessment are structural. When you are facing a contract expiration, navigating a merger and acquisition (M&A), or rapidly expanding your vehicle count, you are already dealing with operational change. Those are the moments to evaluate whether your current system can actually support the fleet you are becoming.

Questions to ask before renewing your ELD contract

Before you automatically sign another multi-year commitment, run this quick internal health check:

- Are we renewing because this platform actually improves our business, or just because migrating data and retraining drivers feels like too much work?
- If we acquire another fleet tomorrow, can this system easily scale to absorb those new vehicles and terminals?
- Are our support, TMS continuity, and compliance workflows actively improving, or are we just maintaining the status quo?



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Considerations before switching

Take control of your transition: Document the baseline

A successful platform switch doesn't begin in a vendor's sales presentation. It begins by taking an honest inventory of your own operation. Before you start looking at alternatives, take control of the process by documenting your current state across three key areas.

Map your commercial and technical reality

Every enterprise fleet has an ELD and a TMS. The question isn't whether you have these tools, but what your actual ecosystem looks like today. Map your core systems, including telematics, video, routing, maintenance and dispatch tools. Alongside this tech stack, document the commercial realities governing them: your exact contract renewal dates, any upcoming M&A or fleet expansion plans, and your current provider's existing commitments regarding your data.

Trace the flow of information

Having connected systems on paper is very different from having them in practice. Follow a single piece of data — like a vehicle fault or an hours-of-service alert — across your operation. Does it flow natively into the right hands or are your teams relying on hidden workarounds? Look for the friction points where people are exporting spreadsheets, double-entering data, or toggling between conflicting screens just to keep the business moving.



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Measure your safety, compliance and business baseline

You can't hold a new vendor accountable if you don't know your own numbers. Ask your department leaders to document their current, real-world performance so you have a concrete baseline to measure alternatives against:beat your baselines.

Operations & IT: Track your integration reliability, whether you actually have one-screen workflows, and your true support response times when issues arise.

Compliance: Have the team clock their actual IFTA reconciliation speed, report production time, and how long it takes to make HOS corrections. Also, verify your data accuracy across different dashboards and reports.

Safety & end users: Evaluate your recent safety outcomes and the true defensibility of your incident records. Finally, document your current driver and fleet-manager adoption rates to understand where the cab experience is causing friction.

Documenting these realities changes the entire dynamic of an evaluation. You are no longer asking a vendor if their platform is generically better — you are requiring them to prove they can beat your baselines.



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How to choose the right solution

Building a defensible operation

Running a modern truckload fleet is a constant balancing act. Every day, your team has to weigh safety and compliance against profitability, uptime and customer delivery commitments. The right telematics platform doesn't force you to choose between them — it gives you the operational control to manage them all at once.

When evaluating a solution, start with the foundational data that keeps your fleet moving. Before you even look at advanced features, ask yourself these core questions about the platform's operating reality:

- **Compliance automation:** Can it handle your HOS corrections, DVIR workflows and IFTA reporting without requiring hours of manual data entry?
- **Operational integration:** Do the integrations with your TMS actually support your routing and dispatch workflows to protect on-time delivery?
- **Data access and support:** Do you own your raw data, and does the vendor provide real implementation support, or are you on your own after the sale?

Once you have verified that your core ELD data is flawless, you must evaluate how that platform actively protects your business from liability. A nuclear verdict or a lost freight contract is no longer a theoretical risk. The May 2026 Supreme Court ruling (Montgomery v. Caribe Transport II, LLC) on freight-broker liability for negligent carrier selection changed the industry standard. It proved that a highly defensible safety and incident record is no longer just a legal talking point — it is a strict operating requirement.

But a logbook can only protect you so far. Your ELD record establishes what a driver was doing legally, but it cannot establish what actually caused the incident. That gap is where fleet liability is won or lost, and closing it requires irrefutable visual context.



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This is exactly where video telematics enters the conversation

For enterprise fleets, the value of a dash cam goes far beyond insurance discounts. It is the visual extension of your ELD compliance record. Your ELD tells the story of the driver's hours, speed and location — the camera provides the irrefutable context of what actually happened on the road.

But a camera is only valuable if it works natively with your other systems and doesn't alienate your workforce. When evaluating video solutions, you must ask:

- Does the footage natively sync with your ELD and HOS data to create one unified, defensible timeline of an event?
- Does it offer **AI-driven**, in-cab coaching that drivers actually accept, rather than making them feel aggressively monitored?
- Can your safety leaders easily retrieve the footage they need to protect a driver's CDL and exonerate the fleet from a nuclear verdict?

The right solution treats telematics, compliance and video as one continuous workflow. When they all live in a single version of the truth, you don't just reduce your liability exposure, you build a safety culture that protects both your drivers and your margins.



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Evaluating video as a safety expansion

Your ELD record tells part of the compliance story, and camera footage tells the rest.

Once you have established a reliable ELD and operational foundation, adding video telematics is the natural next step in building a truly defensible fleet. However, it is important to recognize that adding an AI dash cam — such as the **Geotab GO Focus Plus** — is a separate purchase and an additional investment. It shouldn't just be an automatic hardware bundle thrown into a contract; it needs to be evaluated as a distinct safety expansion that connects natively to your existing compliance workflows.

The goal isn't to buy more software. The goal is a single, unified view where a safety manager can see a harsh-braking alert, verify the driver's hours of service, and watch the HD video footage — all on one screen, without toggling between disconnected vendors.

Questions to ask before investing in video

Because of driver privacy concerns, union pushback, and the operational cost of managing false alerts, you cannot afford to install a camera system that causes friction in the cab or the back office. When evaluating a video solution, test the hardware against these realities:

Native ELD integration: Does the video tie directly to driver logs, safety scores and vehicle telematics without requiring a messy third-party integration?

Driver privacy and coaching: Does the system offer road-facing-only options to respect strict privacy mandates, or in-cab verbal alerts that help drivers self-correct before an incident becomes a permanent record?

Event accuracy and false positives: Is the AI precise enough to filter out the noise, or will your safety team be buried in hundreds of false-positive alerts every week?

Footage retrieval and storage duration: How easily can your team pull historical video to exonerate a driver, and exactly how long does the provider store that critical data?



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Navigating regional requirements

Having clear answers to these questions is especially critical when dealing with regional regulations. For example, the **British Columbia (B.C.) commercial vehicle dash cam mandate** strictly governs how commercial fleets handle video. Fleets operating in or through B.C. must be able to meet strict compliance rules regarding camera coverage, driver privacy, footage retention limits and data retrieval processes.

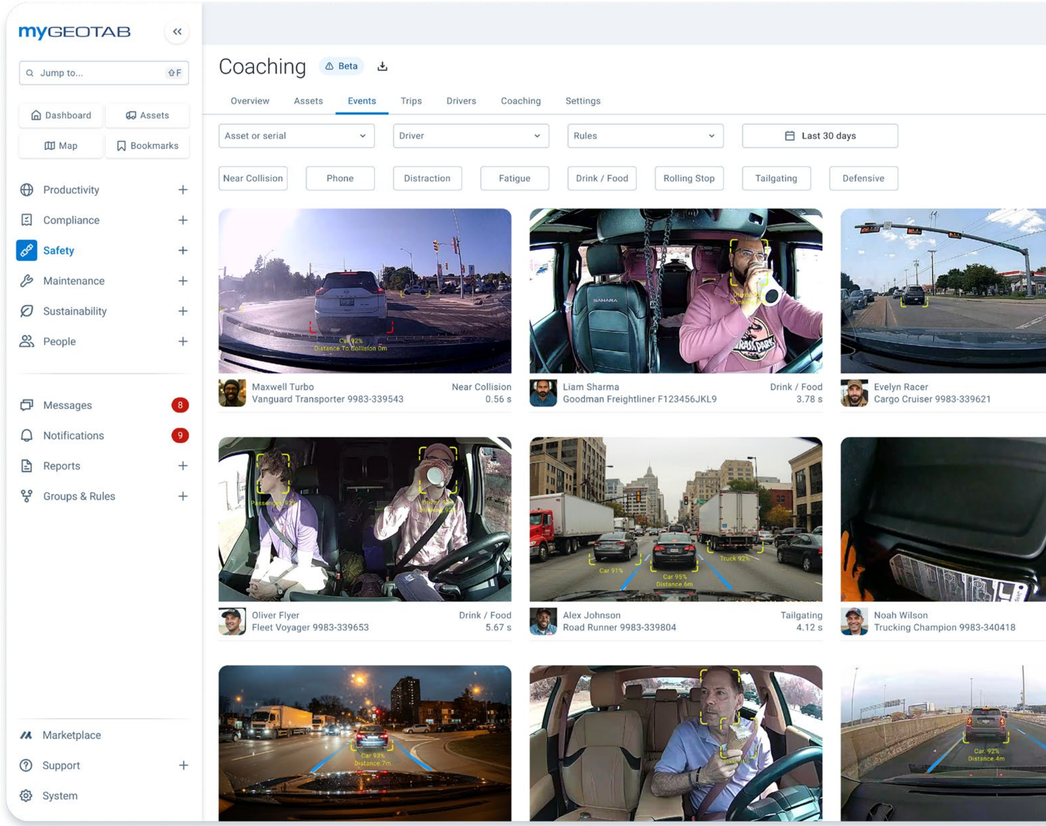
A standalone video system will struggle to meet these mandates. But a camera that acts as a native extension of your ELD and compliance platform turns a complex regulatory headache into standard operating procedure.

The power of a unified safety platform

An ELD proves compliance, but it cannot prove innocence. While your ELD log shows that a driver was operating legally within their hours, it is the video telematics that provides the irrefutable visual context of what actually caused a harsh braking event or a collision.

The problem most enterprise fleets run into is vendor sprawl. If your safety manager has to export GPS logs from one screen and video from another, desperately trying to sync timestamps to figure out what happened, your technology is creating a massive liability.

A true native platform — like the Geotab ELD paired with the GO Focus Plus dash cam — eliminates this friction. A driving event triggers one unified dashboard showing vehicle speed, HOS status and perfectly synchronized video in a single pane of glass.



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What native integration looks like in practice

When your compliance and video data share the exact same foundation, the daily operational headaches disappear. Here is how a connected system actually changes the workday for your safety team and your drivers:

AI coaching that drivers actually accept: In a tight labor market, intrusive cameras cause severe friction and union pushback. A smart platform uses in-cab verbal alerts to help drivers self-correct in real time, giving them agency over their own safety before an event is ever escalated to leadership.

Ending false positive fatigue: Cheap dash cams bury safety managers in alerts triggered by shadows or potholes. Geotab's GO Focus Plus uses 99%+ AI precision to filter out the noise, helping your team review only the genuine risks. Eliminating false alarms is critical for building driver trust.

Instant context without the scrubbing: When an incident occurs, you don't have time to dig through hours of raw SD card footage. **Smart Sequence technology**, available with the GO Focus Plus, automatically curates the exact video clip surrounding a triggered event, handing the context to your back office instantly.

Bulletproof exoneration for delayed claims: A liability claim might not materialize until months after an incident. If your legacy camera overwrites its memory card every 7 to 14 days, your evidence is already gone. Geotab provides up to 365 days of cloud storage, so you never face a footage gap when defending your fleet and your drivers.



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The path to a successful switch

A technology transition shouldn't bring your operations to a halt. When you treat an implementation as a phased business process rather than a sudden IT project, you protect your uptime and your team's sanity.

As you plan your transition, keep these five implementation milestones on your roadmap:

Phase 1: Secure the integrations first

Before a single device goes into a truck, verify the software connections. Ensure the new platform's data is actively flowing into your existing TMS, routing, and maintenance systems so your back office is ready on day one.

Phase 2: Communicate the "why" to the cab

Driver pushback usually stems from surprise. Before the rollout, clearly communicate that the new system is designed to protect their CDL, exonerate them in an incident, and automate compliance—not to micromanage their day.

Phase 3: Run an active-duty pilot

Do not test the system on your easiest routes. Put the new hardware in a busy terminal and test it with your most vocal drivers and dispatchers to expose and fix any workflow friction early.

Phase 4: Execute a rolling deployment

Avoid the chaotic "rip and replace" weekend. Roll out the new technology terminal by terminal, or by specific vehicle groups, allowing your operations team to manage the transition without getting overwhelmed.

Phase 5: The 90-day accountability check

Three months after go-live, pull the baseline metrics you documented before the switch. Are your IFTA filings actually faster? Are HOS corrections easier? Use this milestone to hold the vendor to their promises.



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Geotab: The open platform for enterprise fleets

Complex truckload operations don't need another isolated software tool — they need a single version of the truth.

Geotab provides enterprise telematics designed specifically to handle the scale of modern transportation fleets. By bringing core telematics, compliance reporting and video into one unified ecosystem, we help fleets protect their long-term flexibility without sacrificing daily operational control.

Improve safety and compliance together

Your ELD and dash cams shouldn't operate in silos. Geotab combines highly accurate engine data with native video to create one continuous, defensible compliance record. From automating HOS and DVIRs to navigating strict regional privacy mandates, your safety team finally gets the complete context of an event on a single screen.

Scale without lock-in

You shouldn't have to rip and replace your technology stack just because your business evolves. Geotab allows you to seamlessly expand from core ELD compliance into maintenance, routing and asset tracking. With over 800 **Marketplace** solutions, you have the freedom to connect the systems you already rely on while maintaining absolute ownership of your raw data.



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Real-world enterprise outcomes

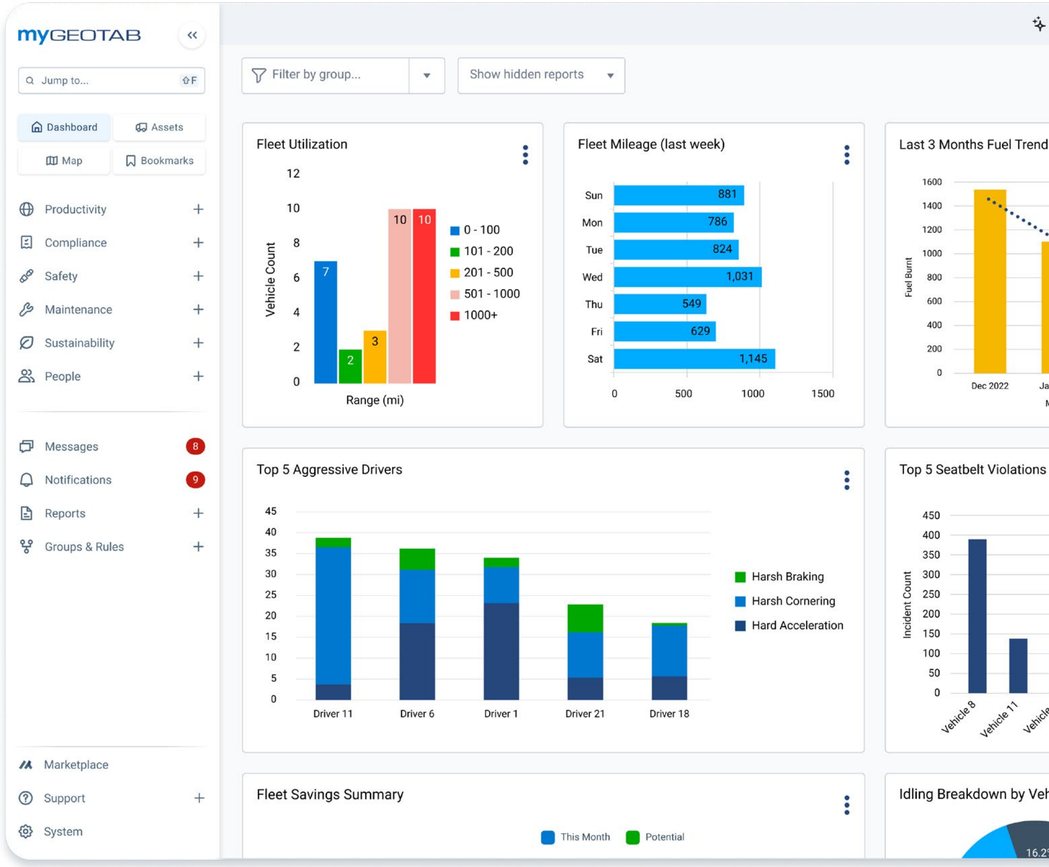
Compliance speed: By moving to precise, GPS-verified ELD workflows, **D&H Transportation** reduced their IFTA filing process from one full week to just five minutes.

Defensible safety: By gaining real-time visibility into driver behavior and deploying targeted coaching, **D.M. Bowman** achieved a 20% reduction in accident costs across their 325-vehicle fleet.

Customized integration: **Ruan Transportation** leveraged Geotab's open API architecture to seamlessly integrate telematics data with their proprietary back-office systems, creating a unified compliance and safety ecosystem.

Measurable ROI: By pairing precise engine data with an integrated video telematics platform for targeted driver coaching, **Nussbaum Transportation** secured $300,000 in annual insurance premium savings.

Independent validation: **ABI Research** has ranked Geotab the #1 commercial telematics vendor globally for four consecutive years, specifically securing the top spot for implementation and innovation.



Ready to see one version of the truth?

Before you automatically sign another multi-year commitment with your current provider, make sure your platform is actually keeping up with your operation.

Book a personalized platform demo with a Geotab fleet specialist to see exactly how a unified ELD and video ecosystem can streamline your specific workflows.

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About Geotab

Geotab is a global leader in connected operations, video telematics and AI-powered insights. Trusted by more than 100,000 customers — from small and mid-size fleets to Fortune 500 enterprises and public-sector organizations, including the U.S. federal government — Geotab connects approximately 6 million vehicles and assets across all seven continents, processing 100 billion data points daily. Serving industries including transportation and logistics, construction, energy, utilities, field services and beyond, Geotab's open platform and partner ecosystem unify safety, compliance and operations in a unified system, powering smarter, more connected operations. With ISO/IEC 27001:2022, SOC2, FIPS 140-3 and FedRAMP authorizations, Geotab is able to meet the highest standards of data security, backed by strong customer support. Our mission: a safer, more efficient and more sustainable world in motion.

To learn more, please visit **www.geotab.com** and follow us **@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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