



Telematics...

Safety / Risk Reduction / Productivity

BAR Smog Checks

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What does GPS/AVL do?

You can only manage what you see and measure

- **Safety**
- **Productivity**
- **Savings**
- **Utilization**

Pick the Right Data...

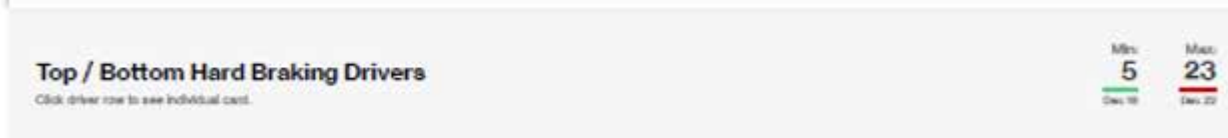
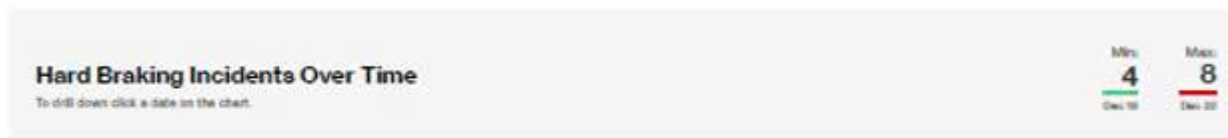
start with a few key challenges



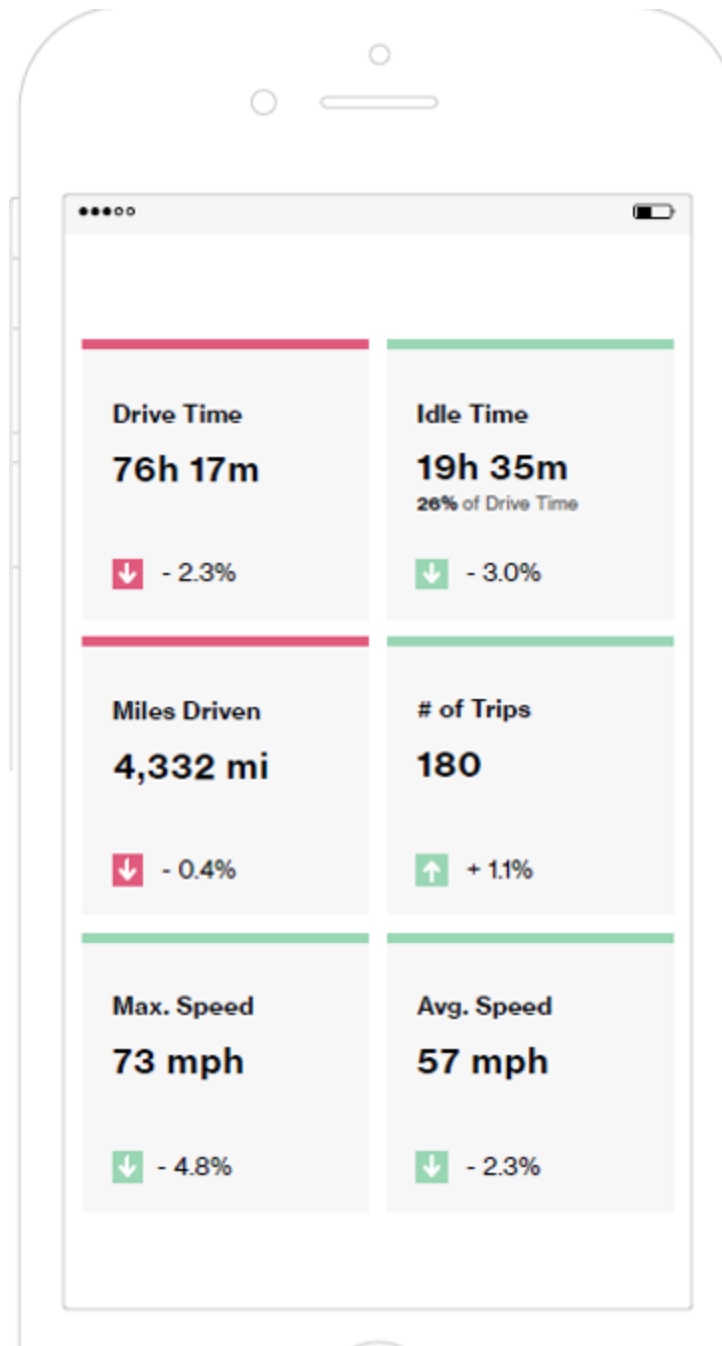
- **Avoid data overload...it can be like drinking from a firehose.**

- **Be clear....What is important to change and effect?**

Executive Dashboard



Driver Mobile App



Safety...managing the invisible...

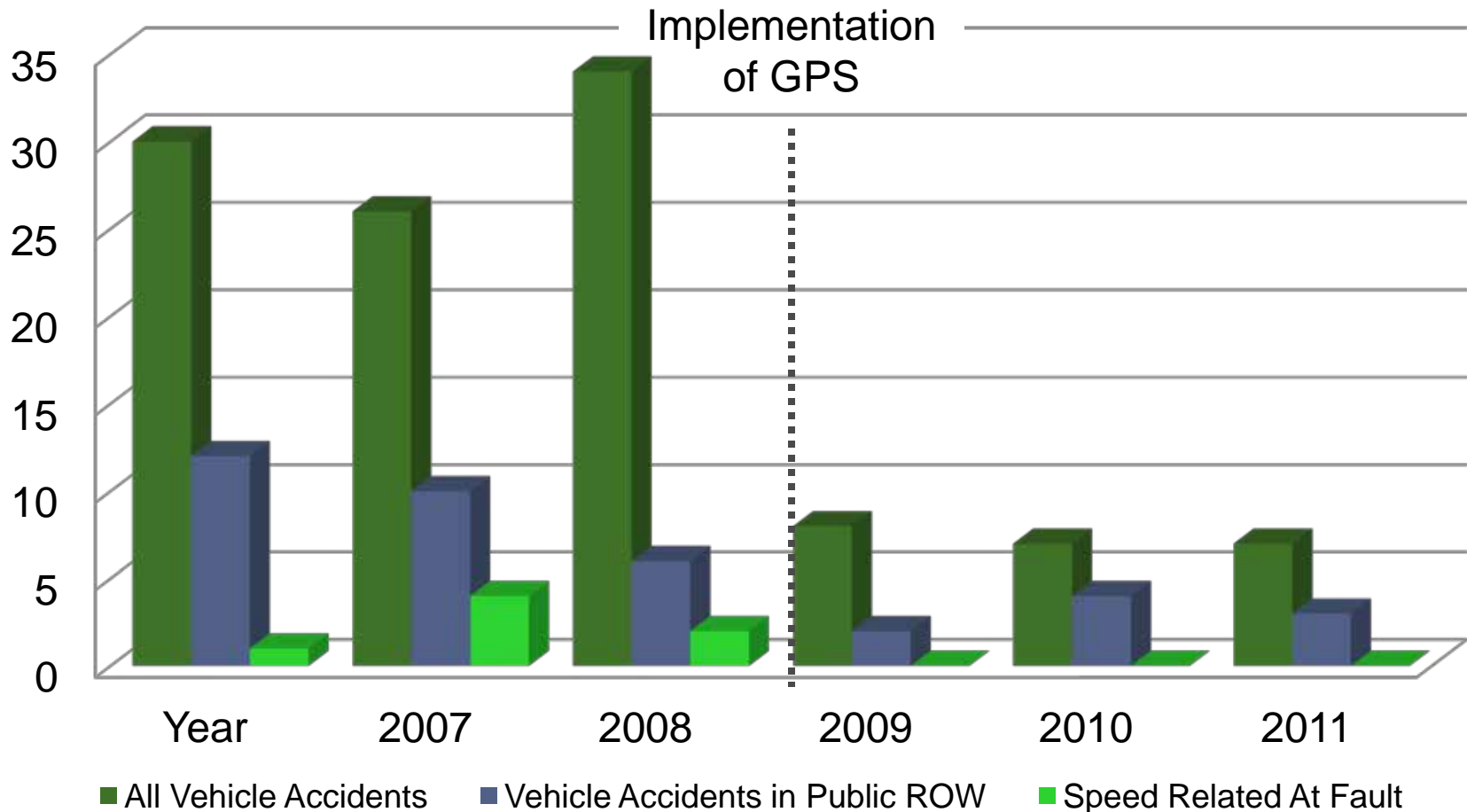
you can only manage what you can see and measure.



- **If we are truly concerned about driver and employee safety....how can you manage the invisible?**
- **Visible Fleet locations.
Phone/Tablet/Laptop/Desktop**

Reduce Accident Costs

Reduction in Vehicle Accidents



Savings...

comes from many buckets



Reduce accident costs by identifying at risk drivers and training

for better driver awareness:

Speed/ Hard Braking/ Hard Acceleration

According to FMCSA:

Non Injury accident Avg \$18,000

Injury accident Avg \$331,000

Fatality \$500,000- 7 Million

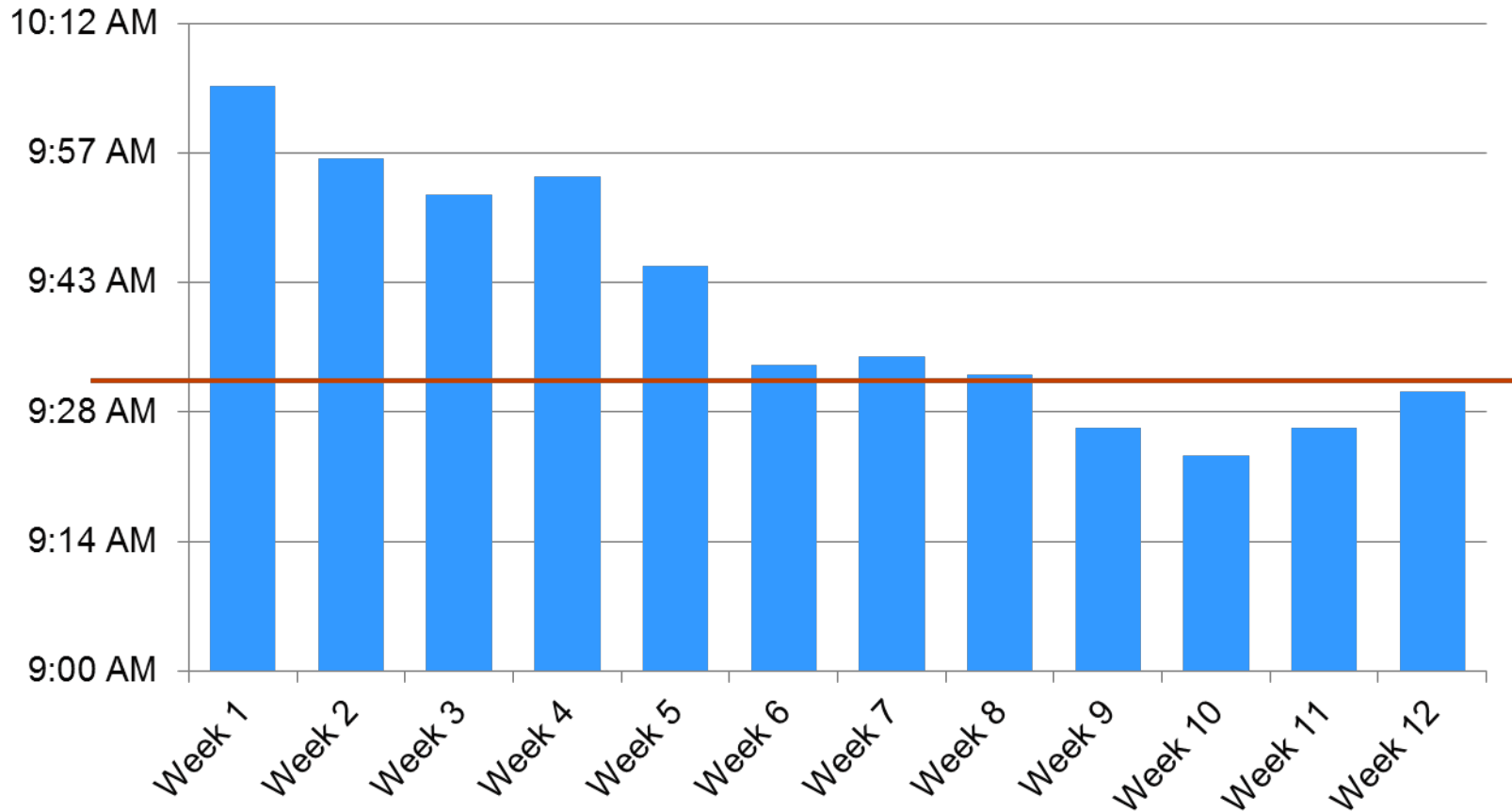
Plus Lost Productivity

continued....

Productivity Gains



Average Time Started Day



Savings Continued....



Reduce fuel costs from:

Idle Reduction 1 gallon per hour of idle

Speeding Each 5 MPH you drive over 60 MPH can add to your fuel costs by 7-8%

Unnecessary Miles Driven

Engine Trouble Codes/ Smog Checks

Overtime reduction

Theft Recovery

Savings....

Key Performance Indicators...

California County Made significant changes:



- Reduced Idle times from **58% down to 33%**
- Improved average Miles Per Gallon from **7.2 to 9.5**
- Reduced speed events over 80 mph from **502 a month down to 124 events per month.**
- Reduced number of Gallons of Fuel from **9276 gal down to 5876 gal.**



Questions?

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