

The GPS Solution Everyone is Talking About



AssetWORKS

Over the last few years, fleets across all industries have had to navigate and overcome new ways of how to operate. Fleet tracking has become an essential tool to help organizations conquer these challenges.

In fact, **the number of fleets using GPS tracking technology increased from 64% in 2019 to 72% in 2020**. Although this technology has been a popular focus, choosing the right GPS and telematics provider for your fleet is crucial. The right decision can lead to increased safety, improved efficiencies, a reduction in vehicle downtime and overall, a greater return on investment for your fleet.

Rushing this decision just on the lowest price offering can lead to an unfit solution and missed out features that could benefit your fleet. Here is the top reason why AssetWorks FSS GPS/Telematics is the right choice for you.

Company History

With over 30 years of deploying mobile computing devices and fleet management technology, AssetWorks has a proven track record of success. We offer a comprehensive GPS/telematics solution for the tracking and managing of your vehicles, assets and drivers. We combine the feature-rich FSS GPS/telematics system with our own FleetFocus system to provide the most powerful fleet management platform you can ask for.

AssetWorks is a proven financially stable and reliable company, so you can be sure that we are a technology provider for the long-term and will update our devices in the event of any regulatory changes. We help fleet managers and technicians manage their day-to-day operations more efficiently and economically while providing insight into trends and analyses to improve long-term planning.

AssetWorks GPS

For fleet owners looking for a vehicle tracking solution, they want to see results. According to a new survey, **32% reported a positive ROI in just six months** of implementing a GPS tracking solution. Fleet professionals want something



that is simple to use and addresses common pain points such as high fuel costs, worker productivity, driver safety, compliance, and asset security. Having better fleet visibility allows you to better manage your fleet and how it's being used.

You can help reduce costs, increase productivity, and stay on top of vehicle maintenance with the right telematics technology. AssetWorks FSS offers industry leading solutions that can help you uncover hidden costs while revealing the potential for greater productivity and efficiency. With a range of setup options, you can enjoy all the benefits of a powerful fleet tracking solution from one of the industry's most reliable names.



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What AssetWorks FSS Offers

Track your vehicles and manage driver behavior with these cost-effective, easy-to-install devices to help better utilize assets and reduce costs. AssetWorks' vehicle tracking technology allows office staff to monitor the exact location and status of field operators and quickly send the closest available operator to a new job or priority call, all while tracking valuable nonpowered assets, such as trailers or yellow iron.

Location tracking

- Geofencing
- Vehicle history / Bread crumb trail
- Daily/Weekly activity tracking
- Address search
- Find closest vehicle

Engine Telematics data capture

- Engine hours
- Mileage
- DTCs/MILS

Driver behavior

- Speeding
- Harsh acceleration/braking/swerving
- Idling
- Unauthorized use

Management Tools

- Real time alert wizard
- Dashboard for fleet & drivers
- Comprehensive Reporting Tool
- Maintenance module
- APIs

Input & Sensor Monitoring

- Digital/Analog input monitoring
- Pressure & load switches
- Fuel level sensors
- Murphy switch
- Emergency button
- Failure/problem indicators
- Plow/blade up/down
- PTO status & run time

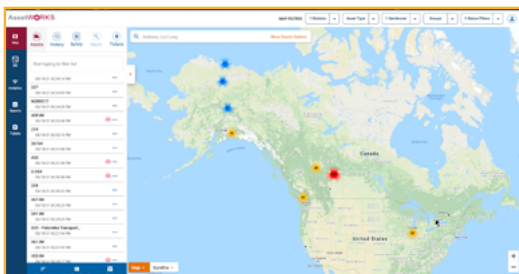
Integrations and Open APIs

One of the most important aspects of choosing any new technology for your fleet is how it can integrate with other systems. AssetWorks' uses REST based web service APIs, that allow you to access all the data being captured.

We understand that each business has a different way of doing business. Depending on each situation, we help our customers create custom integrations to enhance their experience and help their fleet become more efficient.

Some key integrations we utilize are:

- Employee System of Record
 - Allows for synchronization of employee data with your existing system of record
- Events/Location
 - For providing asset/driver information to other systems



- Geofence/Landmarks
 - Allows for synchronization of geofencing/landmark data from existing in-house systems
 - Allows access to all data capture



- REST Based
- Custom integration depending on the situation
- File transfer
- Employee system of record
- Events/locations
- Geofence/landmarks
- FA/M5 System of record
- Reduce admin time
- Ensure data consistency
- Eliminates errors

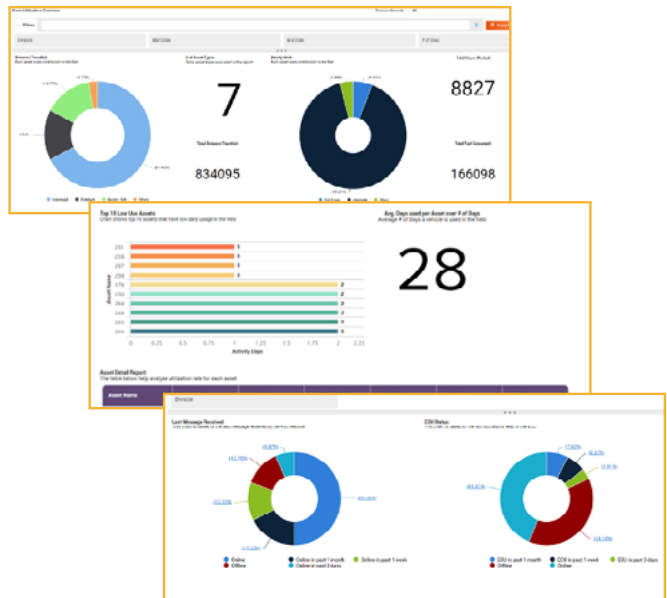
Utilization Reports /Analytics

FSS helps make sense of the data collected and drive action where needed. With a combination of canned reports and user created reports, the powerful analytics engine ensures you pull out the data that is relevant to your organization. You're able to run custom utilization reports to go into more detail about how your fleet is operating. Drilling down your reports into a variety of different charts and graphs allows you to understand more easily what your fleet might need.



Some examples of reports you're able to use are:

- Fleet Utilization Overview
- Underutilized Assets
- Utilization Detail
- Top 10 Low Use Assets
- Daily use %
- Average Days used Per Asset
- Activity Days
- PTO Utilization %

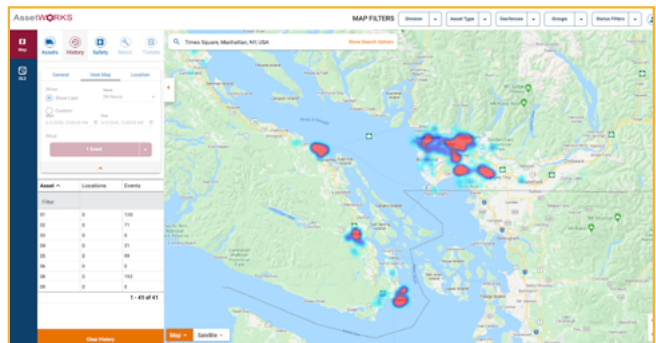


History/Heat Map

Having the ability to view events that occurred throughout a period of time can help you work better with your drivers. The History feature in FSS allows you to see what events have been generated in a given time frame, where it took place and what vehicle caused the event. You're able to see when a vehicle started to speed on its route and when it finally slowed down. You also have the ability to see other events, such as when a vehicle's ignition has started and if a vehicle has moved without being logged in first.

AssetWorks FSS features comprehensive GPS and Telematics technology which goes beyond your standard features. While the breadcrumb tracking tool is a very useful feature to help analyze your fleet's history, FSS has expanded the history function to provide a heat map view. This heat map feature allows you to visually pinpoint factors that may be increasing your operating costs through wasted fuel, poor driver behavior, lack of adherence to policies and more.

Heat maps display event trends over time for your entire fleet or for any subset of your fleet desired at a glance (ex. Where is my fleet speeding the most or braking the hardest?). When heat maps show a trend, you can then use the search location feature to pinpoint trouble items or areas and focus fleet improvement performance accordingly.



Safety and Performance

In addition to the value you get from your GPS/telematics solution for vehicle tracking and telematics data capture, it is important to understand the additional value available in driver behavior monitoring. From improving your safety records, focusing driver training efforts and reducing liability, driver monitoring technology provides strong value to your organization and is an important element of your GPS/telematics decision. Lowering the risk of poor driver behavior helps reduce unnecessary expenses and improve safety. Adding driver behavior monitoring to your fleet can help you see in detail when and where your vehicles are creating events. **GPS tracking users saw an average decrease of 11% in accident costs after their technology deployment.** Data points such as speeding, harsh acceleration, braking and swerving can offer opportunities to promote better behavior on the road. This will result in fewer accidents, less wear-and-tear on the vehicle and better fuel efficiency. Monitoring good idling versus bad idling also helps manage performance metrics and reduce unnecessary fuel waste.

Impactful ROI

Telematics is no longer just GPS tracking for your vehicles. With an increasing number of tools available to fleet professionals, how do they choose the best-fitting program and provider, and ensure their company achieves a return on investment (ROI)?

Across all industries, **GPS tracking users decreased fuel costs by 8%, while seeing a decrease in overall labor costs by 10%.** Building a solid business case for telematics and proving a sustained ROI is arguably the biggest hurdle that's preventing the more widespread use of telematics among fleet companies. Given that it's a technology that's been around for quite some time, one would think that almost all fleets are using it

Match the Telematics System to Your Goals

As fleet manager, you're the best person to know what inefficiencies and unnecessary expenses telematics can address. As with any other technology investment, the best and the greatest isn't necessarily what you need. You have to match the features of the system you're going to use with the goals of your telematics implementation.

However, keep in mind that cheaper doesn't mean better. A fleet management software can help your company reduce fuel consumption by tracking how your vehicles are being used by drivers. For example, businesses can monitor if drivers are moving too slow, too fast, or idling unnecessarily during trips. This way, you'll save in fuel costs by being able to identify where it is wasted without need.

Considering the benefits of telematics on fuel economy, compliance, driver safety, vehicle maintenance and operational efficiency, telematics should generate an almost immediate ROI. **After implementation of GPS tracking technology, users saw 41% improved vehicle maintenance, while another 49% in improved productivity.** Even so, you still might have an issue convincing your leadership to implement telematics for your fleet. Finding a solution that will help the other parts of your operation can help you become more efficient overall.



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Beyond GPS/Telematics

An inexpensive ELD can help you be compliant, but our multi-function integrated ELD solution goes far beyond ELD compliance for a greater return on investment. As a provider with a broad offering of solutions, we can deliver long-term value in comparison to a provider that is just ELD. Our integrated systems are designed to work for you:



Driver Vehicle Inspection Collects vehicle inspection faults in real-time, to keep your drivers and vehicles safer. DVI functionality meets US FMCSA and Canadian NSC Schedule 13 requirements.

Driver Behavior/Driver Coaching Provides real-time notifications to the driver to help correct undesired driver behavior, such as harsh braking, acceleration, swerving, idling and speeding. Dispatch/Field Ticketing manages all work electronically with real-time job status updates while eliminating paper and manual data entry processes.

Work Alone Allows for easy compliance with lone worker legislation and safety policies by automating the check-in process and ensuring field operators are always connected to the office.

Fleet Maintenance and Fuel Management Track your vehicles and equipment from cradle-to-grave and everything in between

DashCam Technology

Dash camera technology is the new wave for driver safety. Get a clear view of events in the case of collisions or insurance disputes. Road-facing fleet cameras provide high-resolution footage of what happened on the road and around the vehicle.

Get a more detailed view of what's going on behind the wheel. Capture cell phone use, smoking, driving too close or driver fatigue, so you can minimize risk. Choose from a range of dash cam options that are easy to install and easy to use.

- **Gain visibility** into on-road activities, including aggressive and distracted driving
- **Record** driving routes
- **Use video** to support driver coaching and training
- **Record and save video** evidence of collisions
- **Receive immediate text or email notification** of incidents

Customer Support

Within the transportation industry, 62% of fleets that are using a GPS tracking solution saw an improvement in customer service. Our North American-based customer support team is second to none. When implementing a new solution, you will receive a dedicated project manager who works directly with the project deployment and research and development teams. Our team prides themselves in solving complex problems for our clients, and all members of the team work together to provide innovative solutions. Everyone on the team is focused on making sure you achieve your goals, while providing you with 24/7 support.

To schedule a demonstration of the technologies in this guide, visit assetworks.com/fss.

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