



GPS Fleet Tracking Solutions Buyer's Guide



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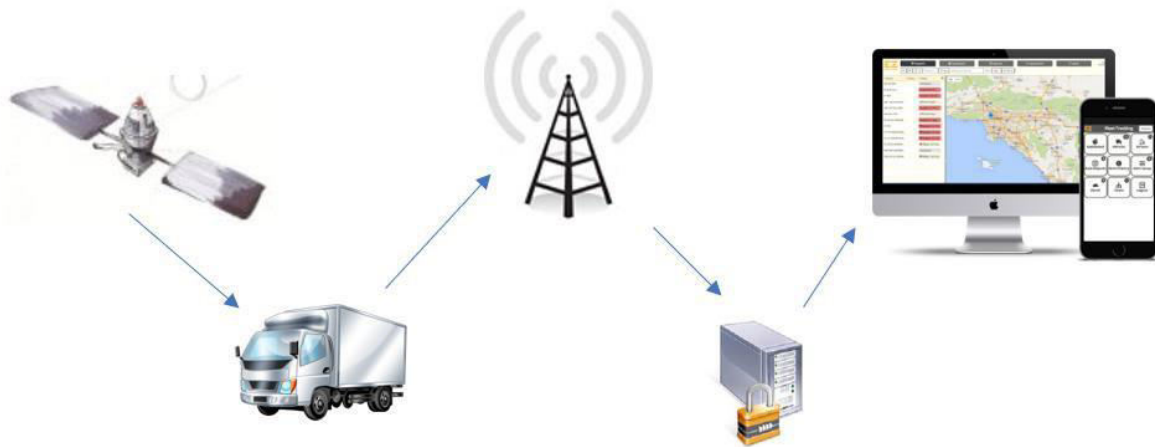
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GPS Tracking: The Basics

Global positioning systems (GPS), developed by the US Department of Defense, use satellites orbiting the earth to communicate with GPS tracking devices installed in vehicles, allowing them to gather location (latitude and longitude), speed, landmarks and other data points.

The data points then transmit using the cellular data network to the User Interface giving you real-time, easy to read information.



GPS Tracking: Key Benefits

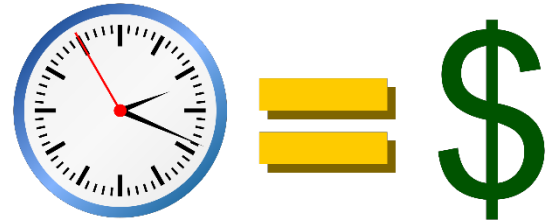
The right GPS solution should do more than just track your vehicles. The information gathered gives you all the tools and business intelligence you need to make quicker, more knowledgeable and profitable decisions. Here are just some of the key benefits that will help increase the value of your business.

Increased Productivity

- Optimize Routes
- Real-time dispatch
- Automated reporting for payroll and billing
- API providing integration with existing software

Lower Operating Costs

- Schedule preventative maintenance
- Reduce fuel consumption
- Improve budgeting accuracy
- Audit timecards
- Reduce Idle Time



Increased Safety

- Identify and eliminate unwanted driver behavior
- Prevent theft
- Eliminate unauthorized use
- Maintenance intelligence keeps vehicles operating in safe condition

Increased Customer Satisfaction

- Shorten arrival window times (utilize location intelligence to inform customers of accurate arrival times)
- Smarter dispatch routes
- Exact driver location

GPS Tracking: Features to look for

Ease of Use

The GPS tracking solution should be easy from purchasing to learning the system. You want a straight forward User Interface (UI) with web-based access from any mobile device.

Real-time Data

Check the frequency of the GPS data updates. Top providers can track as often as turn-by-turn and as little as once a day. Make sure the devices have store and forward capabilities in case they go out of cellular coverage, so you never lose any valuable data.

Scalability/Product Diversity

No matter the size of your fleet, and whether you're tracking vehicles, equipment or assets you want a system that can adapt to your business needs as they change. You should be able to easily see everything you're tracking all on one User Interface.

Reporting and Alerts

You want robust reports that give you the data you need such as trip reports, driving behavior reports, real time location data, after hours reports, speed alerts, maintenance, stopping and mileage and other key reports, to help drive smart business decisions. You should be able to customize the alerts and reports, their recipients, and their delivery frequency.



Training and Support

Your provider should be there for you from beginning to end which includes providing a demo of the system all the way through to after installation making sure you're properly trained and utilizing the system to its full functionality.

GPS Tracking: Key Questions to ask

- How many vehicles can the system support?
- Can I easily segment my larger fleet into smaller groups?
- Does the provider have sufficient training resources?
- What are the alert and report options?
- Can the alerts be sent to a mobile device?
- Can I schedule delivery of automated reports?
- What mapping provider does the system use?
- Is there an extra fee for fuel card capability?
- Can I access the system from my mobile device?
- What is the company's experience with GPS technology?
- What are the options for the devices' update rate?
- What Wireless Cellular provider is used?



GPS Tracking: SensLynx Answers to Key Questions

- How many vehicles can the system support?
 - The system can support an unlimited number of vehicles, trailer, equipment and/or both powered and non-powered assets.
- Can I easily segment my larger fleet into smaller groups?
 - Yes!
- Does the provider have sufficient training resources?
 - Yes, including help videos and imbedded tutorials right from within the User Interface.
- What are the alert and report options?
 - SensLynx's reporting suite includes up to 34 custom reports and 13 different real-time alerts to choose from.
- Can the alerts be sent to a mobile device?
 - Yes! Alerts can be sent via text or email.
- Can I schedule delivery of automated reports?
 - Yes, the schedule is completely customizable.
- What mapping provider does the system use?
 - Google Maps.
- Is there an extra fee for fuel card capability?
 - No extra fees!
- Can I access the system from my mobile device?
 - Of course! You can access the system anywhere you have access to the web.
- What is the company's experience with GPS technology?
 - SensLynx Tracking includes experience from industry veterans working in the GPS tracking industry for many years.
- What are the options for the devices' update rate?
 - Updates as often as every 5 seconds (transmitted every 60 seconds) to as little as twice a day.
- What Wireless Cellular provider is used?
 - Verizon Wireless

Our Most Popular Third-Party Integration Offerings:

Electronic Driver Log/Hours of Service (Wireless Links)

What is it?

An electronic driver logging device (ELD) syncs with the vehicle engine to automatically record driving time, giving you a more accurate hours of service (HOS) log. Drivers have access to their log through an in cab mounted tablet, and the recorded data gets sent to the office so fleet managers can evaluate and run reports.

Who needs it?

- Any driver currently required to maintain records of duty status (RODS)
- Commercial buses carrying more than 8 or 15 people (depending on vehicle class)
- Any vehicle over 10,001 pounds
- Vehicles with placard hazmat loads

Who's exempt?

- Vehicles manufactured prior to 2000
- Drivers operating under short-haul exceptions
- Drivers using paper RODS for no more than 8 days in every 30-day period
- Drive-away, tow-away operators

Workforce Management Solution (FieldPulse)

What is it?

Easy to use, all-in-one application to run your contracting business – in the office or on-the-go. FieldPulse combines the power of CRM (customer management software) with job scheduling, estimating, invoicing, route planning, and employee time tracking.

What are the Benefits?

Streamline and more automate the scheduling and route planning process, keep track of your team, and manage your sales process by staying on top of quotes/estimates/proposals. Keep all the data you need in one place to run and grow your business.

Fuel Management Solution (Watchcard)

What is it?

Watchcard Fleet Fuel Cards, based upon the voyager platform, will allow you the convenience and flexibility to refuel nearly anywhere in the U.S. with the control and security to monitor and limit non-fuel purchases, identify suspicious activity, and access fuel data about your fleet. This integrated solution will even tell you if a fuel transaction occurred without one of your vehicles being present or if the quantity of fuel purchased exceeds the fuel capacity of the vehicle being filled.

What are the Benefits?

Manage your fleet effectively while saving time and money. Watchcard gives you the power and intelligence to control one of your most expensive operating expenses. Fleets who implement the WatchCard fuel management program save 3% to 5% annually on their fuel program. There are no contracts and fees to sign up. After three months of purchases you can receive up to \$200 in statement credits.

Why the SensLynx GPS Tracking Solution?

Because the SensLynx Tracking solution will provide you with **all** the key benefits and features described above!

Schedule your live demo today to see how you can improve the value of your business at an affordable rate!

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