Geotab Public Sector

Elliot Lake September 2023

GEOTAB

Geotab: 3.7 million assets managed

Geotab is the largest Telematics Company in the World located in Oakville Ontario

Why do government agencies want telematics?

Customized to cover your fleet management needs **today**.
Scalable to cover your needs **tomorrow**.

Productivity

- Customer service times
- Identify unexpected stops
- Accurate arrival and departure times
- True trip miles

Fleet Optimization

- Increase fuel efficiency
- Decrease idle time
- Track speeding
- Record engine diagnostics
- Vehicle maintenance

Safety

- Collision notifications
- Risk management reports
- In-vehicle coaching
- Seat belt use
- Driving in reverse

Sustainability

- Reduce fuel consumption
- Track CO_2 emissions
- Fleet electrification
- EV performance monitoring and reporting
- GO Recycling

Compliance

- Electronic driver logs
- Tax reporting
- Vehicle inspection reports

Expandability

- Flexible technology
- System integration (Software Development Kit)
- Hardware Add-Ons & Software Add-Ins

What are the Public Sector key business drivers?

Liability

- Post-claim event investigations
- Customer service
- Environmental

Material Management

- Managing salt, brine and other material budgets
- Solutions aligned with agency annual salt management reporting

Compliance

- Level of Service compliance tools
- Aligning solutions with maintenance standards & contractor performance

Accountability

- Public facing websites
- KPI reporting for media, council, minister's office, governor's office and public forums

How to achieve it

Liability

- Detailed trip reporting
- Area and asset activity search-based location, route or controller status
- Multiple vehicles or assets trip activity

Material Management

- Create rules for material monitoring
- Material management reporting
- Route-based reporting
- Route completion reporting

Compliance

- Live service and route completion maps and reports to provide proof and support interagency billing
- Customize telemetry settings to indicate service level compliance and find those problem areas before the vehicle leaves

Accountability

- Customized reports as required by legislation
- Citizen Insights into public facing website

GEOTAB

Driving best practices in government fleet management

With 2,000 government customers and counting, Geotab is continuously developing and expanding its solution offering based on the growing and changing needs of fleet managers. But some requirements remain fundamental across all agencies and at all levels.

More:
Geotab 2000 government customers

To keep pace with current trends and demands in the government sector, telematics platforms must:

Promote sustainability
Geotab reduces fuel consumption, calculates and reports greenhouse gas emissions, and assesses electric vehicle suitability

Enhance employee and citizen safety
Geotab monitors driver behavior and seatbelt use, provides customized training inside and outside the vehicle, and delivers instant collision notifications.

Streamline maintenance
Geotab enables preventive maintenance by detecting engine issues to help fleets proactively identify and prioritize repairs, and providing fault-code notifications with recommended action plans.

Lower fuel costs
Geotab helps to reduce idling and speeding, improves asset utilization and decreases miles driven.

Automate compliance
Geotab provides accurate data collection and automated reporting to simplify compliance.

Right-size fleets
Identify underused vehicles and determine where to effectively discard and pool vehicles to drastically increase utilization and reduce total cost of ownership.

Simplify deployment and expansion
Geotab is simple to install and use. The open platform and Marketplace allow integration with other hardware and software systems and endless customization.

Boost efficiency
Geotab automates manual workflows and harnesses analytics to improve operations.

GEOTAB.

Security First

- First telematics company to receive a FIPS 140-2 validated encryption library

- Signed firmware PKI. All communication encrypted AES 256

- Best practice throughout

  - Two-factor authentication (2fa)
  - Secure OS & data
  - Staff training & war room

- Geotab works with SAE, IEEE, ASAM, OEMs, Tier 1 suppliers, NAFA, NMFTA, UMTRI, SEI, NHTSA, DOT-Volpe, and others developing leading cyber security practices

- Geotab wrote cyber security proposed requirements for SAE J3005-2 (OBD device) for committee

- Thought leadership: **15 Security Recommendations for Building a Telematics Platform Resilient to Cyber Threats**

FIPS

VALIDATED 140-2

GEOTAB.

Winter Maintenance Hardware Solution Components

Geotab Product

Applicable GO9 Model
with T-Harness

IOX-WRKS

Respective Controller
Integration Cable

External Solution Components
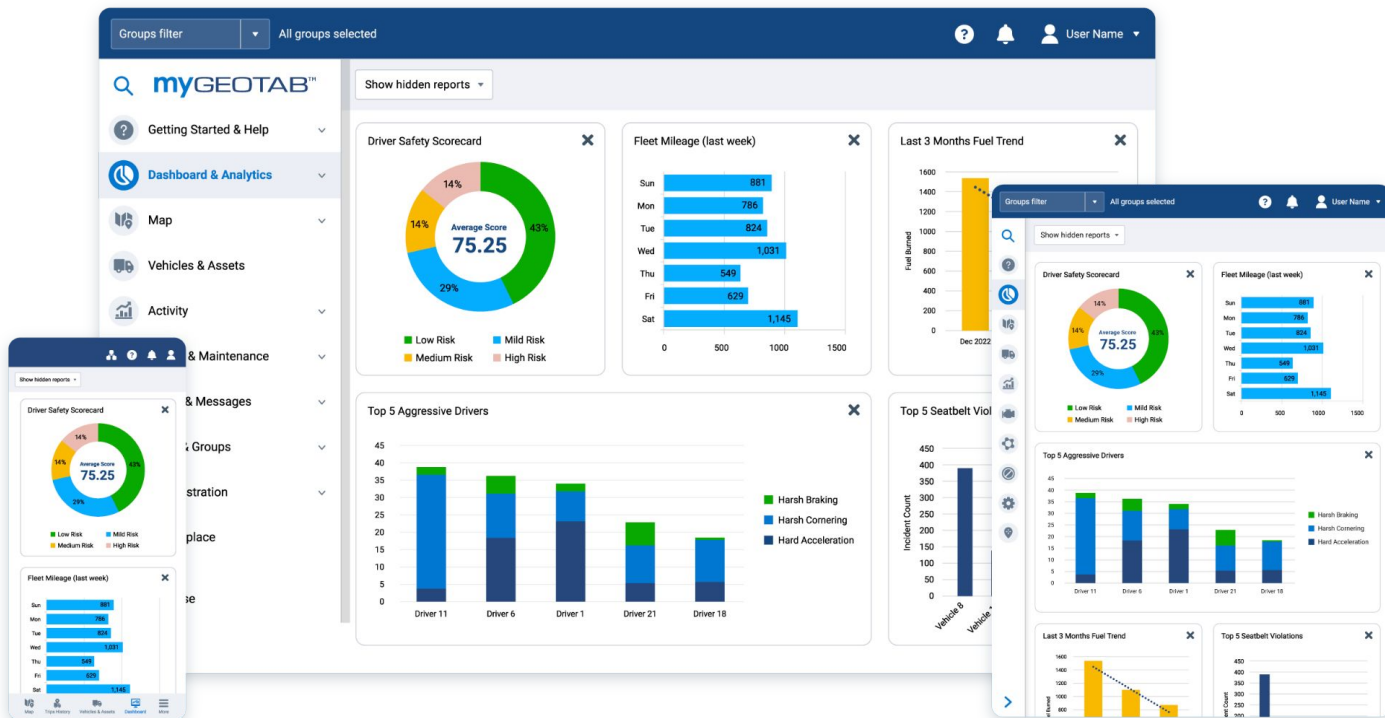
Specific Spreader Controller Cables

- Sourced/provided directly from spreader controller dealers

Plow/Wing/Underbody Plow Sensors

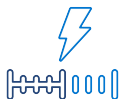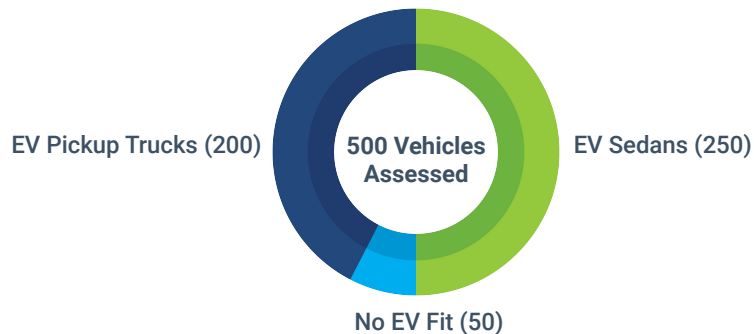- Sourced by clients directly, or through common marketplace suppliers

GEOTAB

Driver Safety Scorecard

GEOTAB.

Electric Vehicle Suitability Assessment (EVSA)

An EV procurement recommendation tool for optimizing EV acquisition and deployment strategies using predictive analytics.

Data-driven recommendations using Geotab telematics driving profiles including speed traces in a **physics-based EV modelling software** application → avoid the 'flaw' of averages.
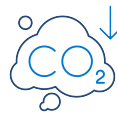
EV Pickup Trucks (200)

500 Vehicles Assessed

EV Sedans (250)

No EV Fit (50)

Best-fit electric vehicles to replace current ICE vehicles in your fleet

Recommended EVs that are guaranteed to meet your fleet vehicles' daily range requirements and charging needs based on real-world data.

Lifetime cost savings based on our recommendations

Personalized business case and TCO benefits (e.g., procurement, maintenance, fuel, electricity) compared with procuring non-electric vehicles for your fleet.

Estimated reduction in fuel consumption and carbon emission

Data-driven estimates for anticipated fuel and carbon emissions reductions.

GEOTAB

> **Geotab has provided us with a system to manage the safety, productivity and utilization of our diverse fleet.**
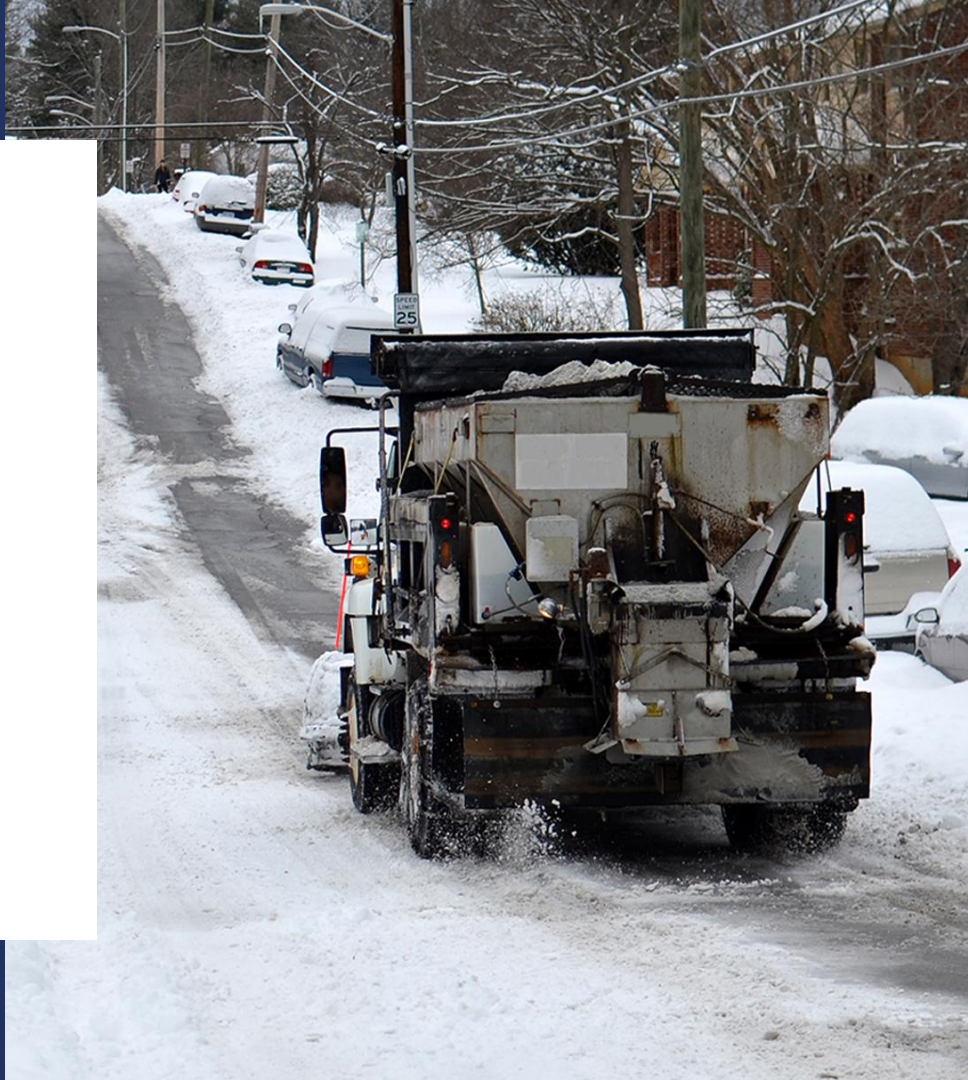
Paul T. Denkler, P.E. assistant district maintenance engineer for MoDOT's Central District and team lead for MoDOT's AVL/GPS group

"

During snow events, we didn't have the technology to show us how much salt was being spread onto our roadways. We compared the numbers this past season with previous winters and have seen significant savings in terms of materials.

John O'Shea, Safety and Special Projects Manager for the Town of Blacksburg Department of Public Works

Corporate headquarters

Geotab Inc.
2440 Winston Park Drive
Oakville, Ontario
L6H 7V2, Canada

Tel: +1.416.434.4309
geotab.com

Canada

137 Glasgow Street,
Unit 340
Kitchener, Ontario
N2G 4X8, Canada

USA

7180 Pollock Drive,
Las Vegas, Nevada
89119, USA

Mexico City

Paseo de la Reforma
296, Juárez, 06600,
Mexico City, Mexico

Spain

Geotab GmbH
Calle Orense
34 28020 Madrid,
Spain

Germany

Geotab GmbH,
Kaiserstr. 100
52134 Herzogenrath,
Germany

France

Geotab GmbH
67 Avenue de Wagram
Paris, 75017
France

UK

Geotab GmbH
75 Farringdon Road,
London, EC1M 3PS
United Kingdom

UK

Automotive R&D
Geotab GmbH,
Unit 3
Barnes Wallis Court
Wellington Rd, High
Wycombe, HP12 3PS
United Kingdom

Italy

Geotab GmbH
Viale Citta d'Europa 39
00144, Rome,
Italy

China

Room 707, Mai Ke Long
Building, Science and
Technology Park,
Nanshan District,
Shenzhen, Guangdong,
China 518057

Singapore

30 Prinsep St
Singapore 188647

Australia

Level 24 Westpac House,
91 King William Street
Adelaide SA 5000
Australia

Let's stay connected

 𝗳 🐦 in ▶ 🎧 | @geotab

GEOTAB.