



Telematics...

Safety / Risk Reduction / Productivity

BAR Smog Checks

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**Norma Havens / Co-National Sales Manager
USA Fleet Solutions
www.USAFleetSolutions.com**

What does GPS/AVL do?

You can only manage what you see and measure

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

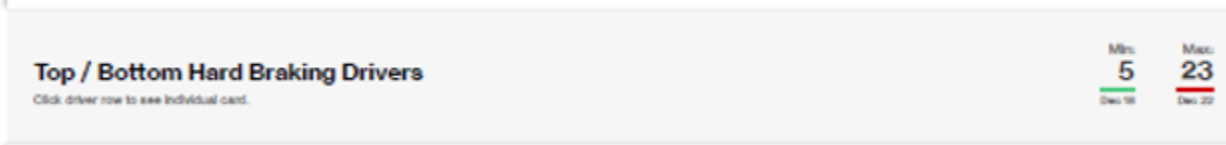
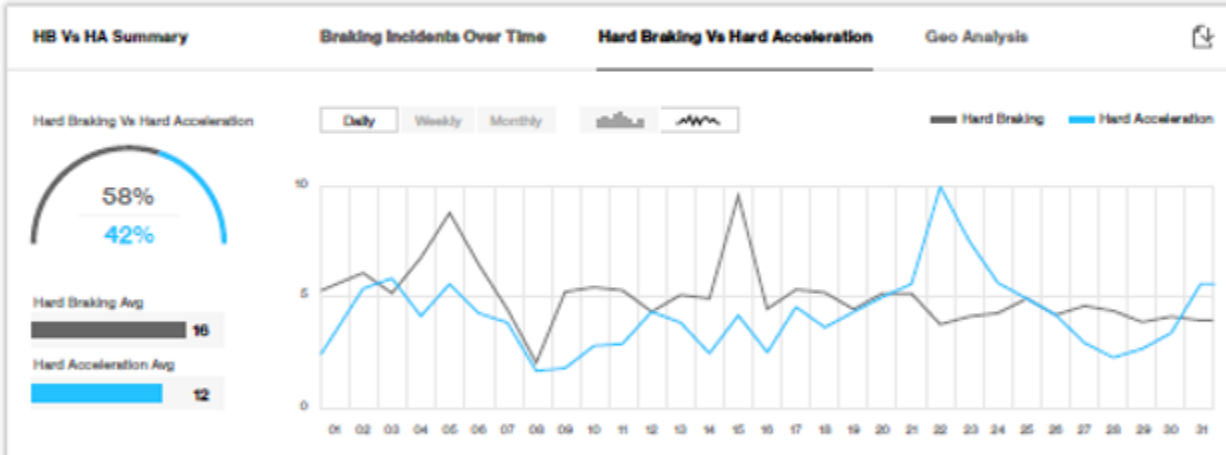
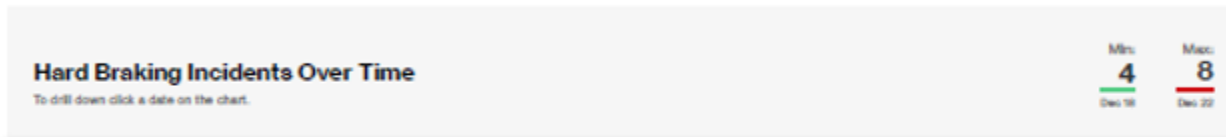
Pick the Right Data...

start with a few key challenges



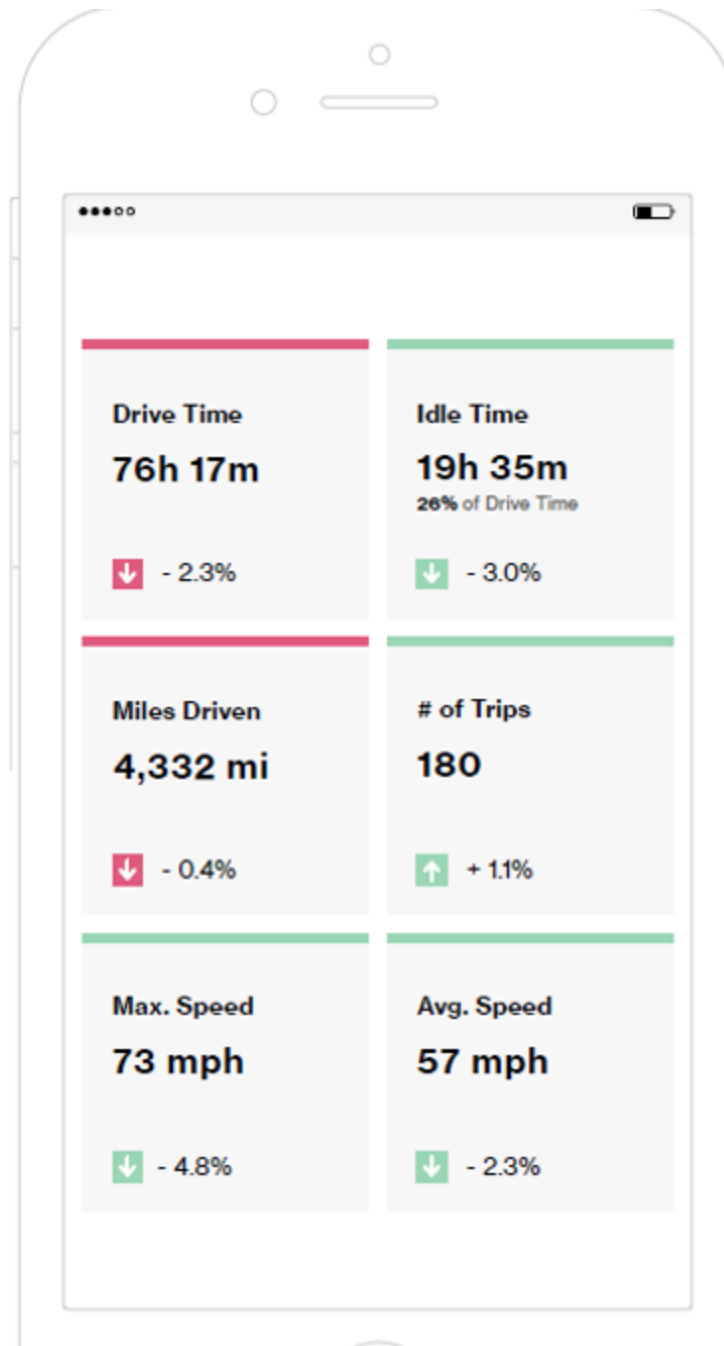
- **Avoid data overload...it can be like drinking from a firehose.**
- **Be clear....What is important to change and effect?**

Executive Dashboard



Top 5	Bottom 5	View All Drivers
<p>Kevin Riocardo</p> <p>Incidents: 23 +1.4% ↑</p>	<p>Roberto Felipe</p> <p>Incidents: 10 +1.4% ↑</p>	<p>View All Drivers</p>

Driver Mobile App



Certified BAR Smog Program



<u>VIN</u>		<u>Fuel Type</u>	<u>Mil</u>	<u>Active DTCs</u>	<u>Catalyst</u>	<u>Fuel System</u>	<u>Oxygen Sensor</u>	<u>Secondary Air System</u>	<u>Misfire</u>	<u>Comp Component</u>	<u>EGR</u>	<u>Evap. System</u>	<u>Heated Catalyst</u>	<u>AC System</u>	<u>Oxygen Sensor Heater</u>	<u>Smog Check</u>	<u>Last Smog Check</u>
1FTSX2058	2005 FORD F-250 SUPER DUTY	Gas	On		comp	comp	comp	nsup	comp	comp	nsup	incomp	nsup	nsup	comp	Failed	11/2/14
1FTSX2058	2005 FORD F-250 SUPER DUTY	Gas	On		comp	comp	comp	nsup	comp	comp	nsup	incomp	nsup	nsup	comp	Failed	10/1/14
1FTWW315	2008 FORD F-350 SUPER DUTY	Gas	On	P0456	comp	comp	comp	nsup	comp	comp	nsup	incomp	nsup	nsup	comp	Failed	11/1/14
1FDSX205	2005 FORD F250	Gas	On		comp	comp	comp	nsup	comp	comp	nsup	incomp	nsup	nsup	comp	Failed	7/21/14
1FDSX2055	2005 FORD F250	Gas	On		comp	comp	comp	nsup	comp	comp	nsup	comp	nsup	nsup	comp	Failed	10/8/14
1FTYR14U	1998 FORD RANG	Gas	On		comp	comp	comp	nsup	comp	comp	comp	incomp	nsup	nsup	comp	Failed	11/2/14

Safety...managing the invisible...

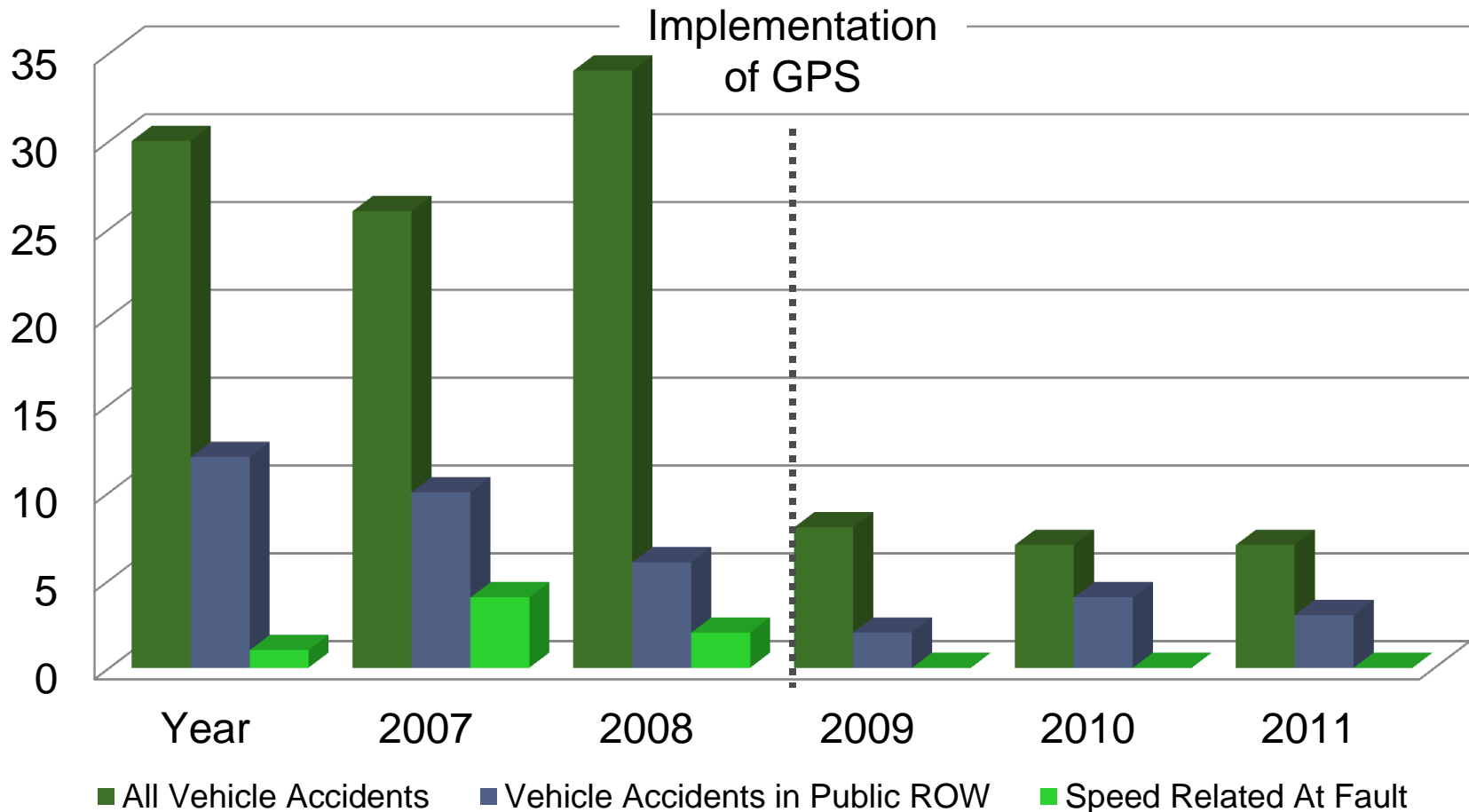
you can only manage what you can see and measure.



- **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

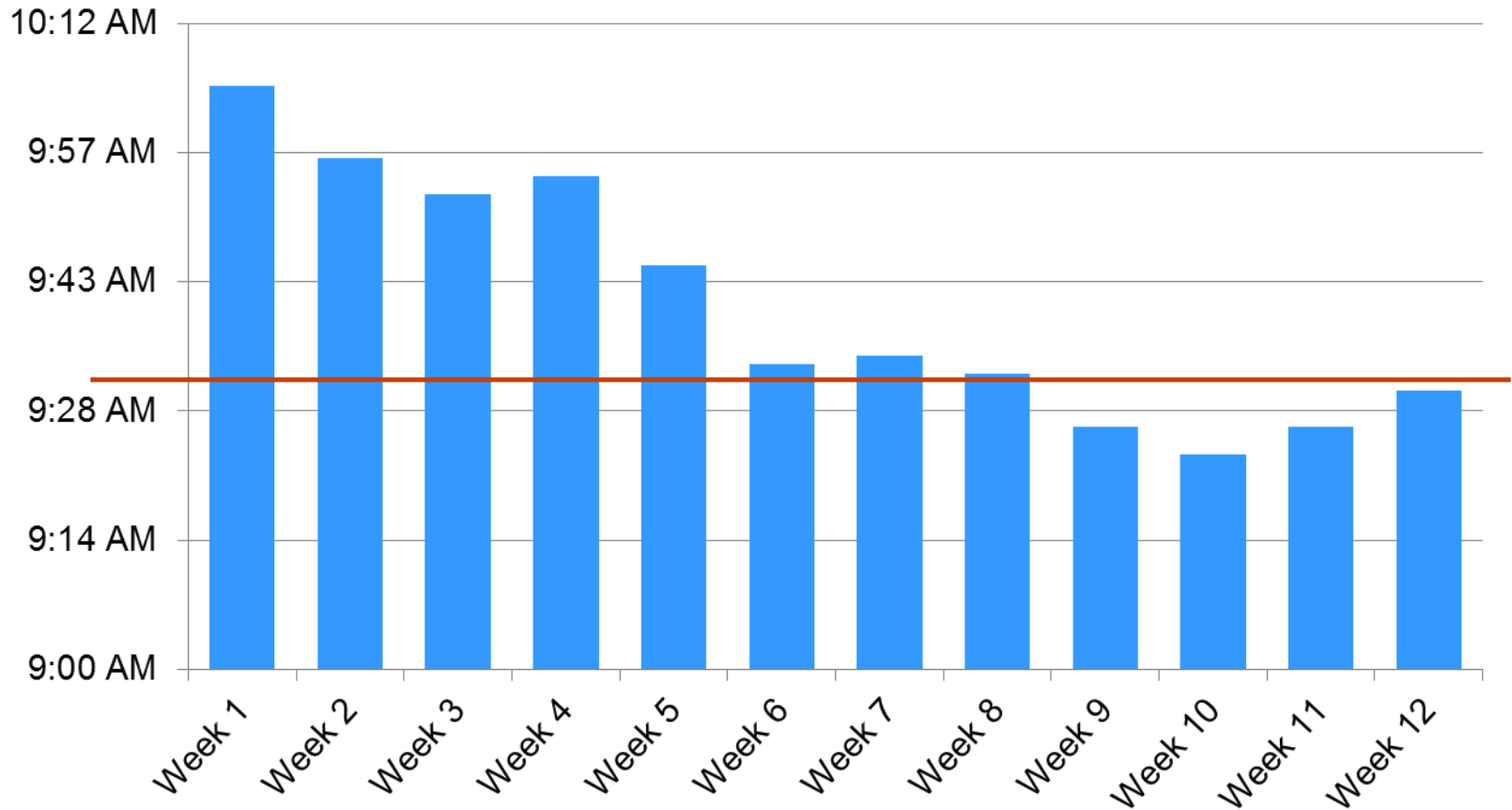
Plus Lost Productivity

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?

USA Fleet Solutions

Norma Havens/ Co-National Sales Manager

Norma@USAFleetSolutions.com

775-525-2424