Fleet Management and Compliance

How to improve driver safety and simplify regulatory compliance – while saving time and money

For companies with people in them™
When you increase compliance and reap great rewards in return, that’s a win-win. Especially when the solution pays for itself.

Transportation of goods is the engine of our economy. Companies that transport goods operate in a challenging and ever-changing environment. Getting them where they need to be, on time, safely and efficiently – that takes smart management of all your resources.

If you’re reading this, the chances are you know the challenges all too well...

- **Uncertain fuel costs** mean every MPG matters.
- **Unsafe driving practices** can cost your company big time - damages, downtime, schedule interruption – or much worse.
- **Driver retention** – the driver market is tight, and you want to make sure you’ve cornered it. You need to be able to identify your best drivers, and simplify their jobs so that they can be as productive and happy as possible.
- **Regulatory Compliance** – your drivers and staff are spending valuable time recording and reporting hours driven, driver inspection reports, and fuel tax reports. And in a world where the rules often change, ensuring total accuracy and compliance can be hard.

Here’s the good news

Fleet management solutions can help you tackle all of these issues and more. Even better, the prices of these solutions have dropped dramatically in recent years. Many customers report that – thanks to the savings and efficiencies they realize – these solutions can now pay for themselves in no time at all.
Today, GPS-enabled telematics solutions are helping more and more companies manage and monitor their drivers and fleets in near-real time. Put the right telematics device in your vehicle and it will send information on vehicle location and status back to a manager who can monitor on their PC, tablet or smartphone.

The solution will let you know, for example, where a truck is, when it arrived, when it departed, if it’s moving, if it’s idling, and if it’s speeding or driving recklessly – meaning fewer “where are you now” calls, and quicker, better-informed decision-making.

- **Reduce fuel costs** with closer monitoring and management of fuel wasting behaviors – such as unnecessary idling, unauthorized use, and aggressive driving.
- **Increase productivity and efficiency** by simplifying dispatch and optimizing driver schedules.
- **Improve safety records and reduce violations** with self-coaching driver alerts for speeding and aggressive driving behaviors as well as management reports that ensure quick attention to issues.
- **Improve driver safety** by always knowing their location and that their vehicle is well-maintained and working properly.

Here’s how it works…

The Virtues of Driving HoS Compliance
For simpler, more accurate records, you can save time and money for your business by automating the recording and reporting of Hours of Service (HOS), driver vehicle inspection reports (DVIR), and even fuel tax reports (IFTA) to streamline compliance.

- **HOS** – add an Electronic Logging Device (ELD) and it will keep track of when and where the driver is driving, automatically recording driver hours of service, and providing you with a real-time view of driver hours – including remaining hours – for more efficient scheduling.

- **DVIR** – using a tablet and special software, this solution allows your drivers to record and send required inspection reports in real time. It also puts a real-time record of inspection reports at your fingertips, so you know the deed is done.

- **Fuel Tax Reporting** – if your company files IFTA reports, there are solutions that simplify data gathering, and can file the reports based on actual miles travelled in each state.

The potential benefits are huge. Carriers using ELDS have been able to reduce overall crash rates by 11.7%, and achieve a 50% drop in driver violations during roadside inspections – thanks to the greater accuracy, and up-to-date application of changing regulatory rules.

The tough part? Finding the right solutions for your business. There are a lot of options out there, and knowing what to look for, who to trust, and how to customize a solution to truly serve your needs are all far from straightforward. After all, you’re experts in your business, your shouldn’t have to be technology experts, too.

Sprint has over a decade’s experience in fleet telematics and the transportation industry. We work closely with several of the industry’s leading solution providers, and we’ll work with you to identify which solution is the best fit for your needs.

Read on to learn what we could help you achieve.

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**How it works – the detail**

- You install the telematics tracking device in your vehicle.
- Add an Electronic Logging Device and Tablet for driver input and automated recording of driver hours.
- You may also want to add sensors to monitor things like temperature or vibration.
- The device monitors location (with GPS), status (motion, temperature etc.), and driver hours, and sends this data back over a mobile network to a server.
- Your managers log-in through an online portal – anytime, often on any device – to track and manage like never before.
Fleet and compliance solutions make good business sense

Imagine having knowledge of your entire fleet’s location and status at your fingertips. Now add to that reports – that help you document and better manage your resources – and alerts – that let you know the moment something starts to go wrong. (Think drivers speeding or going off schedule, or vehicles being stolen.)

Add to that the time saved and violations avoided by automating your required regulatory reporting – not to mention the improved safety, and the customers that will be drawn in by better CSA scores.

Now imagine getting all this, from a solution that rapidly pays for itself. The bottom line? Fleet and compliance solutions make incredibly good business sense.

- **Increase productivity and efficiency** by scheduling and dispatching according to location, ETA, and available driver hours.
- **Increase fuel savings** by eliminating unnecessary idling, unauthorized trips and inefficient routing, and by reducing aggressive, fuel-wasting driving behaviors.
- **Increase safety** by ensuring driver adherence to HOS regulations, knowing driver location if there’s an issue, and coaching for better, safer driving skills.
- **Save time and ensure compliance** by automating HOS recording/reporting as well as DVIR and IFTA.
- **Attract more customers** with better CSA scores, documented on time records, and the ability to answer “where’s my...” in real time.

**What’s the payback?**

Many customers report these solutions pay their own way in a matter of months, through increased productivity and fuel savings alone.

In addition, by more effectively coaching for safer driving – and ensuring drivers stay compliant with driving hours – you’re minimizing the chance of accidents, and protecting your people and your rigs.

With real-time, accurate records at their fingertips, your drivers can avoid violations when pulled over for roadside checks. This means fewer fines and better Safety Scores (CSA). It might even help you win new customers and revenue.

Then, of course, there are the fines you can stop worrying about – up to $11,000 per violation for a company, or $2,750 for a driver. (Simply failing to prepare logs can incur fines of $1,000 to $10,000 per day.¹)

¹FMCSA
4 reasons you should race to embrace ELDs

ELDs may soon become mandatory for drivers currently required to keep paper HOS records – but given the benefits, many companies aren’t waiting around for Congress to pass a law.

Here are just four good reasons why...

**ELDs can help improve safety**
By ensuring drivers keep to their hours of service, ELDs help prevent accidents and protect your people, your assets, and your reputation.

**ELDs can simplify compliance**
With automated HOS reporting, ELDs can streamline regulatory compliance and eliminate human error – meaning no more ‘regulatory violations’ that are really just slips of a pen, made by a tired driver at the end of their shift.

**ELDs can reduce the chance of costly fines**
More accurate, automated logs mean fewer fines, less admin, and easier, faster audits.

**ELDs can offer new efficiencies**
ELDs provide real time visibility into how many hours each driver has left on their shift – so you’ll know if they can pick up that last load or not. You’ll also be able to use HOS information to make better route and driver choices.
Embrace 21st century fleet management

Together, fleet and compliance solutions can give you a detailed, up-to-the-minute view of where your fleet is, and how it's driving. Helping you...

**Reduce fuel costs**
Fleet telematics can help you discourage fuel-wasting aggressive driving behaviors, minimize unnecessary idling, prevent unauthorized use, and verify fuel expenses—all while helping you ensure your vehicles are well maintained, and running as economically as possible.

They can also give you new power to drive down fuel costs with improved routing and dispatch.

**Boost productivity**
The right fleet telematics solution could help your productivity too, enabling reporting from the field, and giving you fresh insight into operations needed to help workers with each task. And that's just the start of it. You could also:

- Optimize schedules and assignments—with accurate records of time on the job, and on the road, as well as arrival/departure alerts and documentation.
- Get tasks completed faster, with the advance notice of arrival needed to speed loading and unloading.
- Route trucks more efficiently.
- Reduce downtime and repairs with a more effective approach to vehicle maintenance.

**Protect drivers and vehicles**
Fleet management solutions can also help keep your workers and vehicles safe on the road:

- Triggering alerts if drivers deviate from their schedule.
- Promoting safer driving behaviors and reducing the risk of accidents.
- Improving vehicle safety with a proactive maintenance program.

**Drive better customer service**
Fleet management solutions can even help you keep customers in the loop, and happier as a result.

When you know where your fleet is and what it’s up to, you can give customers more accurate arrival time estimates, let them know when drivers fall behind schedule—and take action to ensure they arrive when promised. You can also accelerate response times to new jobs, and billing accuracy with closer documentation of hours on premise, as well as when and where work has been performed.
For Better Fleet Management

- Real time location and breadcrumb trail to tell you where a vehicle is, where it’s been, and when.
- Geofencing alerts when a vehicle crosses into/out of a designated zone.
- Stop and idle time reports and alerts.
- Driver behavior reports and alerts.
- In-vehicle alerts allow drivers to self-coach for improved driving skills.
- Maintenance alerts and engine diagnostics.

For Improved Regulatory Compliance

- Electronic Logging Device (ELD) for automated HOS reporting.
- Driver Visual Inspection Reporting (DVIR) for capturing and reporting required driver inspections of their truck.
- Fuel Tax Reporting (IFTA) to provide data for faster reporting.
Let’s get this show on the road

The benefits of fleet and compliance solutions are huge. So huge, the question really isn’t whether to make the leap. It’s how to get it right.

Building the best solution for your business isn’t easy. The smart move is to get expert help.

Working with the industry’s leading vendors, we can create an overarching solution that’s a perfect fit for your needs. We’ve been down this road many times before. And we’d love to help you get ahead.

For more information on Fleet Management solutions
call 877-633-1102 or visit sprint.com/business