

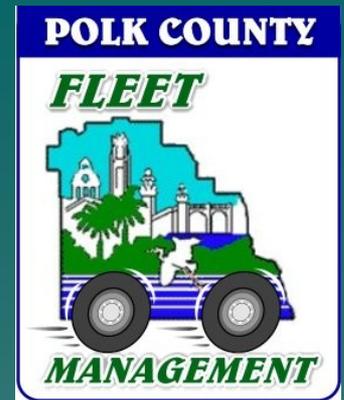


# Government Fleet Expo & Conference 2008

June 8 – June 10, 2008

Town and Country Resort & Convention  
Center

San Diego, CA



# Telematics/GPS

What Can It Do for My  
Fleet??

# What We'll Cover:

- ◆ What Should a GPS System Provide
- ◆ What Telematics Can Provide
- ◆ Implementation Considerations
- ◆ Cost Concerns
- ◆ Impact on Your Jurisdiction
- ◆ What's in the Future for this Tech.

# GPS – Telematics

## What's the Difference??

- ◆ GPS - Provides Location Based Information
- ◆ Telematics - Provides Vehicle Performance Based Information
- ◆ Some Systems Offer Both

# What GPS Should Provide:

- ◆ Stop Detail e.g. Location, Duration
- ◆ Mapping Tools
- ◆ Vehicle Activity/Day
- ◆ Drive Time Summaries
- ◆ Odd Hour Vehicle Usage
- ◆ Idle Time Summaries
- ◆ Geo Fencing (Security)



- Polk County
- Vehicle Location**
- Track Vehicle
- Stop History
- Driving Directions
- Vehicle Performance
- Alerts
- Diagnostics
- Service History
- Recalls
- Vehicle Profile
- Return Home

**FAST FACTS**

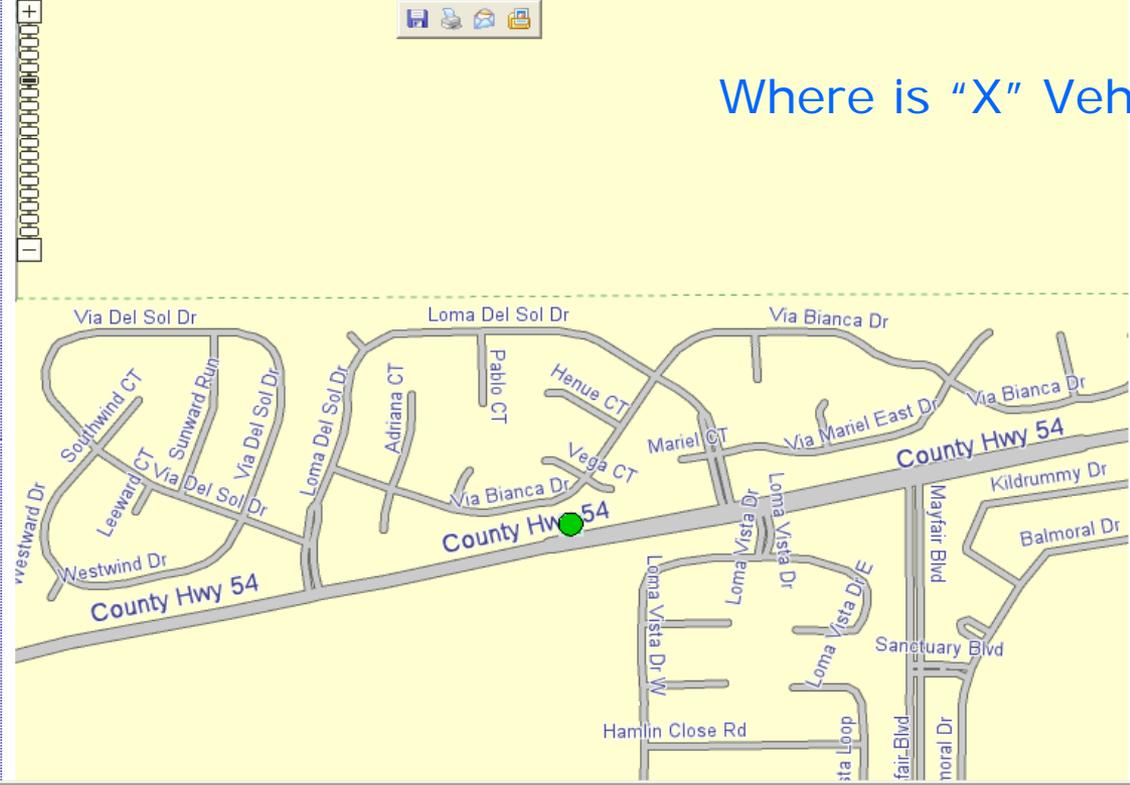
Vehicle Label	2106-4404
Account Name	Bob Stanton
Vehicle	2006 FORD EXPLORER
VIN	1FMEU72E26UA93046
License	231757 FL
Odometer	15278 miles
MIL Light	off
Alerts	1
Service	0
Recalls	3
Last Diagnostic Update	03/11/08 01:55 PM
Last Location Update	03/11/08 02:27 PM

Status: This vehicle recently reported that it is on.



Vehicle Location as of 03/11/08 02:27 PM	
Approximate Location:	5898 County Hwy 54/County Road 54/Loughman Rd CITRUS RIDGE, FL 33896 US
Nearest Cross Street:	N/A
Latitude / Longitude:	28.25621 / -81.64892
Ignition:	On
Speed:	0 MPH (Max)

- ▶ Track this vehicle
- ▶ Track this vehicle's stop locations
- ▶ Get directions to this location
- ▶ Get directions from this location



Where is "X" Vehicle Now??

Where is "X" Vehicle Now??



Total Time Interval	1 Day
Total Travel Time	00:07:32
Number of Stops	8
Total Distance Traveled*	116.95 miles
Speed	73
Time of First Start	04/02/08 08:05 AM
Time of Last Stop	04/02/08 05:07 PM
Last Update Time	04/29/08 04:08 PM

Stop Legend	
Green	Stops < 15 min
Yellow	Stops >= 15 min and < 60 min
Red	Stops >= 60 min

Stop Detail Here



Click here to view a map of ALL stop locations: 

Section 2: Trip Detail for 2104-4413 from 04/02/08 12:00 AM to 04/03/08 12:00 AM

Trip #	Trip Begin Time	Trip Duration		Trip End Time	Stop Duration		Trip Distance*	Total Distance*	Location Address	Map Plot	Speed (MPH)
		Days : Hours : Minutes	Minutes		Days : Hours : Minutes	Minutes					
1	04/02/08 08:05 AM	00:01:58	118	04/02/08 10:02 AM	00:00:03	3	43.23 miles	43.23 miles	567 Highlands Reserve Blvd HAINES CITY, FL 33897 US		73
2	04/02/08 10:05 AM	00:02:00	120	04/02/08 12:05 PM	00:00:15	15	21.46 miles	64.69 miles	8296 Champions Gate Blvd CITRUS RIDGE, FL 33896 US		60
3	04/02/08 12:20 PM	00:00:33	33	04/02/08 12:53 PM	00:00:04	4	5.28 miles	69.97 miles	6400 Old Kissimmee Rd LOUGHMAN, FL 33896 US		47
4	04/02/08 12:58 PM	00:01:12	72	04/02/08 02:10 PM	00:00:03	3	18.14 miles	88.11 miles	1002 Dunson Rd/Waverly Barn Road 4 CITRUS RIDGE, FL 33896 US		65
5	04/02/08 02:12 PM	00:00:17	17	04/02/08 02:29 PM	00:00:44	44	1.58 miles	89.69 miles	Access Rd NW HAINES CITY, FL 33897 US		41
6	04/02/08 03:13 PM	00:00:24	24	04/02/08 03:38 PM	00:00:00	1	0.19 miles	89.88 miles	Access Rd NW HAINES CITY, FL 33897 US		9

1e				02/25/08 11:25 AM	00:00:57 (Idle Stop)	N/A			6995 Grady Mock Rd LAKELAND, FL 33809 US		
1f				02/25/08 12:55 PM	00:00:22 (Idle Stop)	N/A			6104 SR-37S Florida Ave MEDULLA, FL 33813 US		
1g				02/25/08 01:56 PM	00:00:18 (Idle Stop)	N/A			6727 Crews Lake Rd BARTOW, FL 33813 US		
1h				02/25/08 02:36 PM	00:00:37 (Idle Stop)	N/A			2801 Meridian Point Ln LAKELAND, FL 33812 US		
1i				02/25/08 03:17 PM	00:00:14 (Idle Stop)	N/A			2904 County Hwy 540A\E County Road 540A\Boy Scout Ranch Rd LAKELAND, FL 33813 US		
2	02/26/08 07:45 AM	00:02:08	128	02/26/08 09:53 AM	00:00:04	4	25.00 miles	99.00 miles	897 NE 9th Ave MULBERRY, FL 33860 US		63
2a				02/26/08 08:23 AM	00:00:08 (Idle Stop)	N/A			3002 Blown Feather Ln BARTOW, FL 33860 US		
2b				02/26/08 08:35 AM	00:00:34 (Idle Stop)	N/A			3314 Cross Fox Dr BARTOW, FL 33860 US		
2c				02/26/08 09:14 AM	00:00:24 (Idle Stop)	N/A			5230 Misty Lake Dr BARTOW, FL 33860 US		
3	02/26/08 09:58 AM	00:05:38	338	02/26/08 03:36 PM	00:00:55	55	38.00 miles	137.00 miles	6171 SR-540\County Hwy 540\Winter Lake Rd\State Road 540 W WINTER HAVEN-AUBURNDALE, FL 33880 US		62
3a				02/26/08 10:09 AM	00:01:09 (Idle Stop)	N/A			4858 Pheasant Dr BARTOW, FL 33860 US		
3b				02/26/08 11:51 AM	00:01:28 (Idle Stop)	N/A			376 W Carter Rd LAKELAND HIGHLANDS, FL 33813 US		
3c				02/26/08 01:37 PM	00:00:26 (Idle Stop)	N/A			2026 Indian Trails Ctn Trails Ct BARTOW, FL 33813 US		
3d				02/26/08 02:34 PM	00:00:08 (Idle Stop)	N/A			4177 Thornhill Rd WINTER HAVEN-AUBURNDALE, FL 33880 US		
3e				02/26/08 02:44 PM	00:00:49 (Idle Stop)	N/A			7215 SR-540\County Hwy 540\Winter Lake Rd\State Road 540 W WINTER HAVEN-AUBURNDALE, FL 33880 US		
4	02/26/08 04:31 PM	00:00:00	1	02/26/08 04:32 PM	00:15:28	928	N/A	137.00 miles	6288 SR-540\County Hwy 540\Winter Lake Rd\State Road 540 W WINTER HAVEN-AUBURNDALE, FL 33880 US		N/A
5	02/27/08 08:00 AM	00:07:23	443	02/27/08 03:23 PM	00:15:08	908	97.00 miles	234.00 miles	6171 SR-540\County Hwy 540\Winter Lake Rd\State Road 540 W WINTER HAVEN-AUBURNDALE, FL 33880 US		67
5a				02/27/08 08:49 AM	00:00:32 (Idle Stop)	N/A			5172 Ashwood Dr MEDULLA, FL 33811 US		
5b				02/27/08 10:20 AM	00:00:06 (Idle Stop)	N/A			Unnamed Street BARTOW, FL 33860 US		
5c				02/27/08 10:32 AM	00:00:18 (Idle Stop)	N/A			3334 Cross Fox Dr BARTOW, FL 33860 US		
5d				02/27/08 11:11 AM	00:00:57 (Idle Stop)	N/A			4241 SR-60\State Road 60 WSR-60 W WILLOW OAK, FL 33860 US		
5e				02/27/08 12:40 PM	00:00:33 (Idle Stop)	N/A			Sundance Blvd BARTOW, FL 33860 US		
5f				02/27/08 01:27 PM	00:00:22 (Idle Stop)	N/A			1658 County Hwy 540A\E County Road 540A\Scott Lake Rd BARTOW, FL 33813 US		
5g				02/27/08 01:59 PM	00:00:35 (Idle Stop)	N/A			6508 Tillery Rd LAKELAND, FL 33813 US		

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Address <http://www.networkcar.com/networkcar/ted/fltdrivesummaryreport?groupId=1564&startStr=04%2F02%2F2008&starthour=00&startminute=00&days=18> Go Links

Google Go Bookmarks Check AutoLink AutoFill Send to Settings

Click on a Vehicle Label for that vehicle's Trip Detail.

Vehicle Label	VIN	Number of Stops	Distance Traveled*	Total Travel Time		Time of First Start	Time of Last Stop	Speed	Last Update Time
				Days : Hours : Minutes	Minutes				
<a href="#">2101-3245</a>	1FTNF21L41ECO1476	5	93	00:04:48	288	04/02/08 08:33 AM	04/02/08 03:03 PM	75	04/29/08 04:11 PM
<a href="#">2101-5492</a>	1FMYU021X1KF73440	6	110	00:04:28	268	04/02/08 06:33 AM	04/02/08 03:46 PM	63	04/25/08 03:25 PM
<a href="#">2102-5409</a>	1FTYR10D42PA72413	0	N/A	N/A	N/A	N/A	N/A	N/A	04/29/08 04:09 PM
<a href="#">2102-5416</a>	1FTYR10D82PB39143	0	N/A	N/A	N/A	N/A	N/A	N/A	03/25/08 11:09 AM
<a href="#">2103-5412</a>	1FTYR10D63PA46493	0	N/A	N/A	N/A	N/A	N/A	N/A	04/25/08 08:59 AM
<a href="#">2103-5413</a>	1FTYR10D83PA46493	0	N/A	N/A	N/A	N/A	N/A	N/A	03/25/08 11:06 AM
<a href="#">2103-5416</a>	1FTYR10D63PA46497	0	N/A	N/A	N/A	N/A	N/A	N/A	04/29/08 01:55 PM
<a href="#">2103-5433</a>	1FTZR44V73PB19640	10	263	00:06:48	408	04/02/08 08:25 AM	04/02/08 04:37 PM	67	04/29/08 04:10 PM
<a href="#">2103-5716</a>	1FTRF17W93NA25704	5	60	00:01:48	108	04/02/08 09:29 AM	04/02/08 12:09 PM	67	04/29/08 03:40 PM
									04/29/08

**Drive Time Summary by Vehicle**



### Reports: Enter Values for a Odd Hours Report

This printable report shows all ODD HOUR DRIVE TIMES for a vehicle or all vehicles in this fleet.

**Why this report is useful:** The ODD HOURS REPORT allows you to quickly identify after hours driving-time violations for a single fleet vehicle or the entire fleet to prevent unauthorized use of company vehicles. You can lower overhead by eliminating weekend or after-hours use of vehicles and decrease inaccurate time sheet entries. For example, if vehicles are to only be used for business during business hours, this report will help identify vehicles being used after hours.

**PLEASE NOTE:** The generated report will show up to two ODD HOURS uses per day. If the selected report period spans two days, up to four violations will be shown.

**Report example:** [View a copy of the ODD HOURS REPORT.](#)

**Instructions:** To generate this report, simply complete the form below. Fields marked with an \* are mandatory. Once your press the SUBMIT button, your report will open in another window. Please be patient as your request is being processed. Reports may take anywhere from seconds to several minutes to be processed, depending on the volume of information and report selected.

Fleet Odd Hours Report		
Vehicle Group*	POLK COUNTY - UTILITY OPERATIONS	Please select a vehicle group.
Vehicle(s)*	All vehicles in the group	Select either a groupwide or single vehicle report.
Start Date*	04/04/2008	The start date must be within the last 90 days and entered as MM/DD/YYYY.
Number of Days to Display	3	This report can be run for 7 days at a time. The default is one day.
Violation Window	10 PM to 5 AM	The default violation period for this report is 10:00 PM - 5:00 AM.
<input type="button" value="Submit"/>		

[Return to reports home](#)

- Home
- Fleet Vehicles List
- Fleet Map
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SEARCH BY ▶

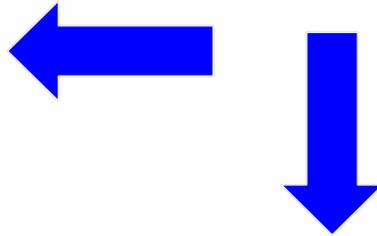
Vehicle Label

CLOSEST VEHICLE TO: ▶▶

Address

Report Overview	
Violation Window	10:00 PM - 05:00 AM
Report Run Date/Time	03/11/08 02:43 PM
Report Time Period	02/29/2008 - 03/03/2008
Selected Vehicle	2107-5706
<a href="#">Export Data</a>	Export this report data to a Microsoft Excel spreadsheet.
<a href="#">Schedule Report</a>	Schedule this Report.
<a href="#">Printer Friendly</a>	View this report in a printable format.

## Odd Hours Report



### Odd Hours Report for 2107-5706:

Friday, February 29, 2008				
	Time	Location Address	Map Plot	View Detail
Violation begin time:	02/29/08 10:00 PM	743 US-17E Alfred DrUS-92E Lake Alfred St LAKE ALFRED, FL 33850 US		
Violation end time:	02/29/08 10:06 PM	185 E Main St LAKE ALFRED, FL 33850 US		
Saturday, March 01, 2008				
	Time	Location Address	Map Plot	View Detail
Violation begin time:	03/01/08 10:00 PM	4294 US-17US Highway 17 N WINTER HAVEN-AUBURNDALE, FL 33830 US		
Violation end time:	03/02/08 12:13 AM	Driveway LAKE WALES, FL 33859 US		
Sunday, March 02, 2008				
	Time	Location Address	Map Plot	View Detail
Violation begin time:	03/02/08 11:16 PM	3840 Connersville Rd BARTOW, FL 33830 US		
Violation end time:	03/03/08 12:17 AM	185 E Main St LAKE ALFRED, FL 33850 US		

**Odd Hours Report for 2103-3202:**

Saturday, April 05, 2008

	Time	Location Address	Map Plot	View Detail
Violation begin time:	04/05/08 10:00 PM	1322 County Hwy 655A\Alturas Rd BARTOW, FL 33830 US		
Violation end time:	04/06/08 12:37 AM	1322 County Hwy 655A\Alturas Rd BARTOW, FL 33830 US		

**Odd Hours Report for 2103-5721:**

Sunday, April 06, 2008

	Time	Location Address	Map Plot	View Detail
Violation begin time:	04/06/08 03:34 AM	3564 Jennings Rd HAINES CITY, FL 33898 US		
Violation end time:	04/06/08 04:57 AM	34 Tangelo St LAKE WALES, FL 33898 US		
Violation begin time:	04/06/08 10:00 PM	4624 US-27 Alt\N Scenic Hwy\SR-17 LAKE WALES, FL 33898 US		
Violation end time:	04/07/08 02:48 AM	3579 Jennings Rd HAINES CITY, FL 33898 US		

**Odd Hours Report for 2107-4413:**

Sunday, April 06, 2008

	Time	Location Address	Map Plot	View Detail
Violation begin time:	04/06/08 10:01 PM	8939 N Campbell Rd LAKELAND, FL 33810 US		
Violation end time:	04/07/08 03:15 AM	8797 Pebblebrooke Way LAKELAND, FL 33810 US		

**Odd Hours Report for 3102-3210:**

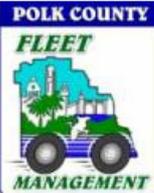
Monday, April 07, 2008

	Time	Location Address	Map Plot	View Detail
Violation begin time:	04/07/08 02:03 AM	174 Vaughn Rd\20th St SW WINTER HAVEN-AUBURNDALE, FL 33880 US		
Violation end time:	04/07/08 02:06 AM	3051 Sheffield Rd WINTER HAVEN-AUBURNDALE, FL 33880 US		

**Odd Hours Report for 3107-2604:**

Sunday, April 06, 2008

	Time	Location Address	Map Plot	View Detail
Violation begin time:				



Polk County

Fleet Idle Time Report

Report Overview	
Vehicle Group	POLK COUNTY ELDERLY SERVICES
Number of Vehicles in Group	9
Number of Vehicles Shown	9
Percentage of Group Shown	100%
Idling Threshold - %	>= 10.0
Average Idle Time - %	29%
Average Idle Time - Hours	2.7
Total Idle Time - Hours	24.3
Total Operating Hours	78.9
Average Speed	29
Total Miles Driven	1,585
Average Miles Driven per Day	317
Report Run Date/Time	03/11/08 12:38 PM
Report Time Period	02/25/08 12:00 AM - 03/01/08 12:00 AM
<input type="button" value="Export Data"/> Export this report data to a Microsoft Excel spreadsheet.	
<input type="button" value="Schedule Report"/> Schedule this Report.	
<input type="button" value="Printer Friendly"/> View this report in a printable format.	

Idle Summary to the Left



Schedule this Report.

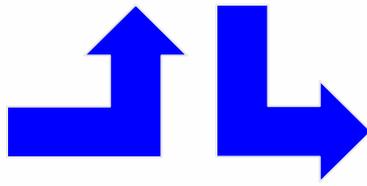
View this report in a printable format.

## Idle Detail Report

Idle Time Report														
Vehicle Label	VIN	Year Make Model	Starting Mileage	Ending Mileage	Distance Traveled (Miles)	% of the Time Vehicle Was Idling	Actual Idle % Compared to Idle % Threshold	Idle Hours	Drive Hours	Total Operating Hours	Max Speed Range	Average MPH	Vehicle Begin Date	Vehicle End Date
2108-3414	1FBNE31L08DA45322	2008 FORD E-350	3862	4252	390	33%	23%	6.2	12.5	18.6	60.0-70.0	31	02/25/08 06:28 AM	02/29/08 08:16 AM
2108-3420	1FBNE31L18DA45328	2008 FORD E-350	516	652	136	24%	14%	1.2	3.9	5.1	60.0-70.0	35	02/25/08 08:31 AM	02/29/08 08:45 AM
2108-3415	1FBNE31L28DA45323	2008 FORD E-350	1705	1857	152	42%	32%	4.3	6.0	10.2	70.0-80.0	25	02/25/08 08:24 AM	02/29/08 08:05 AM
2108-3421	1FBNE31L38DA45329	2008 FORD E-350	1582	1799	217	28%	18%	3.1	8.1	11.2	60.0-70.0	27	02/25/08 08:43 AM	02/29/08 09:06 AM
2108-3416	1FBNE31L48DA45324	2008 FORD E-350	1215	1350	135	30%	20%	2.5	5.8	8.4	60.0-70.0	23	02/25/08 09:32 AM	02/29/08 09:24 AM
2108-3417	1FBNE31L68DA45325	2008 FORD E-350	3282	3500	218	31%	21%	3.6	7.8	11.4	60.0-70.0	28	02/25/08 06:28 AM	02/28/08 06:26 AM
2108-3418	1FBNE31L88DA45326	2008 FORD E-350	1392	1535	143	24%	14%	1.3	3.9	5.2	70.0-80.0	36	02/25/08 08:40 AM	02/29/08 08:04 AM
2108-3413	1FBNE31L98DA45321	2008 FORD E-350	1201	1322	121	21%	11%	1.1	4.3	5.5	50.0-60.0	28	02/25/08 09:15 AM	02/29/08 09:25 AM
2108-3419	1FBNE31LX8DA45327	2008 FORD E-350	1067	1140	73	29%	19%	1.0	2.4	3.4	70.0-80.0	31	02/25/08 07:24 AM	02/29/08 08:18 AM

Show  per page.

Total Idle Hours for the day



Compared to Drive Hours –  
**YIKES!!**

# Telematics Should Provide:

- ◆ Speed History & Detail
- ◆ Trouble Code Alerts and Notification
- ◆ Fuel Usage & MPG Reporting
- ◆ PM Due Alerts
- ◆ Recall Alerts
- ◆ Vehicle Performance Reports



Polk County

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SEARCH BY ▾

Vehicle Label ▾



CLOSEST VEHICLE TO: ▾

Address ▾



This printable report shows speed violations for each vehicle in your fleet since not all vehicles report speed, it may be possible that no data is found.

**Why this report is useful:** This report allows you improve safety and lower insurance costs by monitoring speed violations within your fleet. Enforcing a speed policy for your drivers not only promotes driver safety, but will also help you save money on fuel costs and insurance.

Unlike other products, Networkfleet measures vehicle speed from the vehicle's engine control unit (ECU). Since the system measures speed from the ECU directly, the accuracy of this measurement is determined by the vehicle ECU, and not by the actual Networkcar device. The speed events are time stamped with an accuracy of +/- 1 minute.

**Report example:** [View](#) a copy of the SPEED VIOLATIONS REPORT.

**Instructions:** To generate this report, simply complete the form below. Fields marked with an \* are mandatory. Once your press the SUBMIT button, your report will open in another window. Please be patient as your request is being processed. Reports may take anywhere from seconds to several minutes to be processed, depending on the volume of information and report selected.

Fleet Speed Violations Report		
Vehicle Group*	POLK COUNTY - EMS ▾	Please select a vehicle group.
Vehicle(s)*	2108-5708 (VIN: 1FTPW12V48FA27853) ▾	Select either a groupwide or single vehicle report.
Start Date*	04/02/2008 <input type="button" value="Calendar"/>	The start date must be within the last 90 days and entered as MM/DD/YYYY.
Start Time	12 AM ▾ : 00 ▾	Selecting a start time is optional. The default is 12:00 AM.
Number of Days to Display	2 ▾	This report can be run for 7 days at a time. The default is one day.
Maximum Speed Allowed	70 <input type="text"/>	Select the SPEED violation threshold for the report. This is the minimum PERMITTED speed. The default is 55 MPH.
<input type="button" value="Submit"/>		

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Address <http://www.networkcar.com/networkcar/tes/fltspeedviolationreport?groupId=1544&vin=1FTPW12V48FA27853&startStr=04%2F02%2F2008&starthour=0> Go Links

Google Go Bookmarks Check AutoLink AutoFill Send to Settings

Polk County

Report Overview	
Violation Threshold	70 mph
Total Violations	32 violations
Report Run Date/Time	04/30/08 08:46 AM
Report Time Period	04/02/08 12:00 AM - 04/04/08 12:00 AM
Selected Vehicle	2108-5708
<a href="#">Export Data</a>	Export this report data to a Microsoft Excel spreadsheet.
<a href="#">Schedule Report</a>	Schedule this Report.
<a href="#">Printer Friendly</a>	View this report in a printable format.

Wednesday, April 02, 2008				
Vehicle Label	Violation Time	Speed	Location	Map Plot
2108-5708	09:25 AM	75	27.9479 / -81.7930	
2108-5708	09:27 AM	73	27.9239 / -81.8217	
2108-5708	11:12 AM	75	27.9194 / -81.8241	
2108-5708	11:14 AM	78	27.9457 / -81.7957	
2108-5708	02:38 PM	71	28.0654 / -81.7618	
2108-5708	06:50 PM	72	27.9412 / -81.7682	

**Driving Statistics for 2106-4404**  
**2006 FORD EXPLORER (VIN 1FMEU72E26UA93046)**

Below are driving statistics for this vehicle between 2/11/2008 08:00 AM and 3/11/2008 06:28 AM.

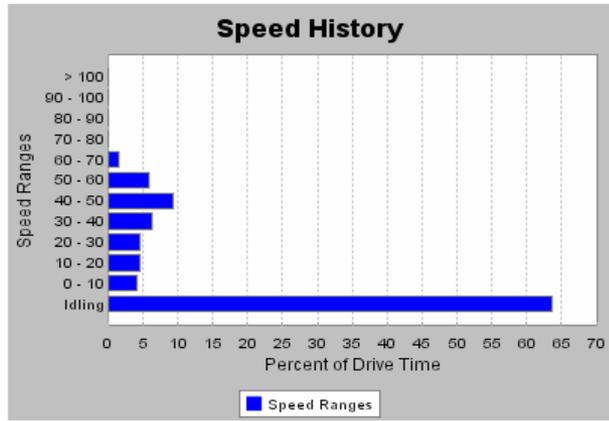
To review this information for a different time period, enter a date range in the form labeled "Calculate Driving Statistics for another period."

Statistics from 2/11/2008 08:00 AM to 3/11/2008 06:28 AM

# of Trips Taken:	78	Average drive time during this period was approximately 1 Hour, 49 Minutes. The average number of miles traveled was 23.2.
% Time Spent Idling:	63.5 %	
Drive Time	5 Days, 21 Hours, 59 Minutes	
Miles Traveled	1807 Miles	

**Reported Speeds**

Below is a summary of drive time spent in various speed ranges and an indication of the highest speed achieved within the reporting period.



- Vehicle Location
- Vehicle Performance
- Driving Statistics**
- Miles per Gallon
- Smog Status
- Alerts
- Diagnostics
- Service History
- Recalls
- Vehicle Profile
- Return Home

**FAST FACTS**

Vehicle Label	2106-4404
Account Name	Bob Stanton
Vehicle	2006 FORD EXPLORER
VIN	1FMEU72E26UA93046
License	231757 FL
Odometer	15278 miles
MIL Light	off
Alerts	1
Service	0
Recalls	3
Last Diagnostic Update	03/11/08 01:55 PM

Export Data

Calculate Driving Statistics for Another Period

Interested in examining driving statistics for another time period? Choose the appropriate option below and click "Submit."

Start Date:  (mm/dd/yyyy) Start Time: -- Hour -- : -- Minute --

From: Networkcar [fleetadmin@networkcar.com]  
To: Stanton, Bob  
Cc:  
Subject: Networkcar Alert Notification

Sent: Wed 4/30/2008 7:24 AM

All times are Eastern Time (GMT-05:00).

 **PROBLEM ALERT NOTIFICATION**

 Last Update: 04/30/08 07:22 AM  Vehicle Mileage: 22333

Dear Bob Stanton,

Networkcar has detected a potential problem in your 2007 STERLING LT9500 (VIN 2FZHAZDEX7AX62019, Vehicle Label 4107-8713). Specifically, the problem is your:



 **J128P111BA: Engine #1 (MID 128) reports Coolant Level (PID 111) is Data valid but below normal operational range (FMI 1)**  
Engine #1 (MID 128) reports Coolant Level (PID 111) is Data valid but below normal operational range (FMI 1)  
Initial Activity: 4/30/08 07:22 AM at 22333 miles

Please contact your preferred vehicle service provider as soon as possible to discuss this problem.



This e-mail has been generated as part of your Networkcar service to assist you in the maintenance of your vehicle.

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Questions? E-mail [customer@networkcar.com](mailto:customer@networkcar.com) or call 1-866-227-7323, Monday through Friday 8am-11pm EST and Saturday 10am-6pm EST.

minutes to be processed, depending on the volume of information and report selected.

SEARCH BY ▶

Vehicle Label ▼



CLOSEST VEHICLE TO: ▶

Address ▼



Fuel Usage and MPG Report		
<b>Required Fields</b>		
Vehicle Group*	POLK COUNTY - FLEET MGMT ▼	Please select a vehicle group.
Start Date*	04/07/2008 [calendar] 12 AM ▼ : 00 ▼	The start date must be within the last 90 days and entered as MM/DD/YYYY.
End Date*	04/11/2008 [calendar] 12 AM ▼ : 00 ▼	This report can be run for up to 31 days at a time. Please enter the end date as MM/DD/YYYY.
<b>Optional Fields</b>		
Fuel Price per Gallon	\$ 3.12	If desired, enter the price currently being paid for fuel and the report will use this value for estimating how much money was spent on fuel during report period.  <a href="#">Click here to check gas prices around the nation.</a>
<b>Limit Report Results by Creating an Exception Report</b>		
<p>Entering threshold values allows you to create an exception report and focus on vehicles that are performing above or below a designated threshold. We recommend running this report initially with these fields blank. Once you have run the report and know what is typical for your fleet or a particular group, complete these optional fields for assistance in identifying under- or over-performing vehicles.</p> <p>Report will only show vehicles that meet the designated criteria, except for vehicles that do not report the information necessary for calculating the values on the report.</p>		
MPG Threshold	<= Less than or equal to ▼ <input type="text"/> MPG	Enter a straight MPG value, a value in gallons, or a combination of both.
Gallons Consumed Threshold	--None-- ▼ <input type="text"/> gallons	Entering an MPG threshold will display gallons saved and cost savings based on the entered threshold. If a gallons threshold is entered, the report will show a gallons consumed difference and fuel cost. If MPG and gallons thresholds are both entered, will all be displayed gallons saved, cost savings, gallons consumed difference, and fuel cost.
<input type="button" value="Submit"/>		

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Address <http://www.networkcar.com/networkcar/ted/fltmpgreport?startStr=04%2F07%2F2008&starthour=00&startminute=00&finishStr=04%2F11%2F2008&finh> Go Links

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**Fuel Usage and MPG Report**

Vehicle Label	VIN	Year Make Model	Starting Mileage	Ending Mileage	Distance Traveled (Miles)	Vehicle Fuel Cost (\$)	Gallons Consumed	MPG	Vehicle Begin Date	Vehicle End Date
2101-3263	1FTNF20L01EB33078	2001 FORD F250	30,206	30,304	98	23.06	7.4	13.3	04/08/08 09:49 AM	04/10/08 07:47 AM
2102-3219	1FDNX20L42EA72795	2002 FORD F250	76,729	76,832	103	24.97	8.0	12.9	04/08/08 06:51 AM	04/10/08 04:25 PM
2104-3205	1FTNF21L44EB51554	2004 FORD F250	21,689	21,723	34	8.97	2.9	11.8	04/08/08 01:39 PM	04/10/08 10:22 AM
3107-3403	1FDWF36527EB21800	2007 FORD F-350	16,962	17,294	332	88.23	28.3	11.7	04/07/08 08:15 AM	04/10/08 03:51 PM
3107-3401	1FDWF36547EB21801	2007 FORD F-350	11,032	11,282	250	72.66	23.3	10.7	04/07/08 09:58 AM	04/10/08 03:54 PM
2300-2851	1GBJC34R8YF479089	2000 CHEVROLET C3500	37,563	37,582	19	5.59	1.8	10.6	04/08/08 10:44 AM	04/10/08 08:15 AM
3101-2610	1FDAF57S21EC83282	2001 FORD F-550	73,053	73,152	99	30.71	9.8	10.1	04/07/08 04:54 PM	04/10/08 06:31 AM
3102-3218	1FDWF36L02EA72796	2002 FORD F350	31,683	31,797	114	36.72	11.8	9.7	04/08/08 06:21 AM	04/10/08 06:18 PM
201-2159	1FDWF37S0XEA45854	1999 FORD F350	69,031	69,151	120	49.75	15.9	7.5	04/07/08 07:19 AM	04/10/08 10:21 AM
3107-2611	1FDAF57Y77EA68963	2007 FORD F-550	6,539	6,551	12	6.10	2.0	6.1	04/07/08 12:26 PM	04/10/08 12:22 PM

Show 50 per page. GO

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Address <http://www.networkcar.com/networkcar/ted/fltrecalls?recallmakeid=0> Go Links

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Polk County

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SEARCH BY ▾

Vehicle Label ▾

GO

CLOSEST VEHICLE TO: ▾

Address ▾

GO

Show page for group: POLK COUNTY - FLEET MGMT ▾

Found 32 recalls. Click on the ID# for details.

View recalls for: ALL MAKES ▾ GO

ID# ▾	Year Make Model	Component
01V082000	2001 FORD F250	AIR BAGS:FRONTAL
01V227001	2001 FORD F250	SEAT BELTS:FRONT:BUCKLE ASSEMBLY
01V258000	2001 FORD F250	VISIBILITY:WINDSHIELD WIPER/WASHER:MOTOR
02V068000	1999 FORD F350	PARKING BRAKE:CONVENTIONAL:MECHANICAL:LINKAGE AND CABLE
04V229000	2004 FORD F250	TIRES
06E043000	2000 CHEVROLET C3500	FUEL SYSTEM, GASOLINE
06E049000	2001 FORD F250	EXTERIOR LIGHTING
06E049000	2004 FORD F250	EXTERIOR LIGHTING
06E049000	2002 FORD F250	EXTERIOR LIGHTING
06E052000	2004 FORD F250	EXTERIOR LIGHTING:HEADLIGHTS
06E052000	2002 FORD F250	EXTERIOR LIGHTING:HEADLIGHTS
06E052000	2001 FORD F250	EXTERIOR LIGHTING:HEADLIGHTS
06V286000	2002 FORD F250	VEHICLE SPEED CONTROL
06V286000	2002 FORD F350	VEHICLE SPEED CONTROL
06V286000	1999 FORD F350	VEHICLE SPEED CONTROL
06V286000	1995 FORD F450	VEHICLE SPEED CONTROL
06V286000	2001 FORD F250	VEHICLE SPEED CONTROL
07E066000	2001 FORD F250	EQUIPMENT:ELECTRICAL
07E066000	2004 FORD F250	EQUIPMENT:ELECTRICAL



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SEARCH BY ▾

Vehicle Label ▾



CLOSEST VEHICLE TO: ▾

Address ▾



Show page for group: POLK COUNTY - FLEET MGMT ▾

This list shows how the 13 vehicles in this group are performing.

Vehicle Label ▾	Year Make Model	Stats	MPG	Mileage	Alerts	Location	Last GPS Read
201-1985	1995 FORD F450			69090	1		04/29/08
201-2159	1999 FORD F350			69594	0		09:24 AM
2101-3263	2001 FORD F250			30556	0		09:18 AM
2102-3219	2002 FORD F250			77136	0		04/29/08
2104-3205	2004 FORD F250			21939	0		09:17 AM
2108-3424	2008 FORD F-250			314	0		08:44 AM
2300-2851	2000 CHEVROLET C3500			37776	0		08:16 AM
3101-2609	2001 FORD F-550			67968	0		04/17/08
3101-2610	2001 FORD F-550			73985	0		06:59 AM
3102-3218	2002 FORD F350			32181	0		04/29/08
3107-2611	2007 FORD F-550			6627	0		04/29/08
3107-3401	2007 FORD F-350			11695	1		08:23 AM
3107-3403	2007 FORD F-350			18145	1		09:18 AM

Show 50 per page.

# Implementation?

- ◆ Cost Benefit Analysis (hard to pinpoint accurately)
- ◆ Potential Impact on Your Policies
- ◆ Driver Issues
- ◆ Privacy Matters
- ◆ Installation \$

# What Will It Cost?

- ◆ Hardware Cost
- ◆ Installation Cost
- ◆ Monitoring Costs (Look Out for This One!!)
- ◆ Policy & Procedure Implication Costs

# What Will it Save

- ◆ Fuel – Using MPG and Idle History
- ◆ Maintenance \$ by pinpointing minor issues before they escalate
- ◆ Towing – Some systems offer free towing services for equipped units
- ◆ Emissions Test Costs – Some states (e.g. Calif) exempt equipped vehicles
- ◆ Enhanced Employee Productivity
- ◆ Insurance Rates (?)

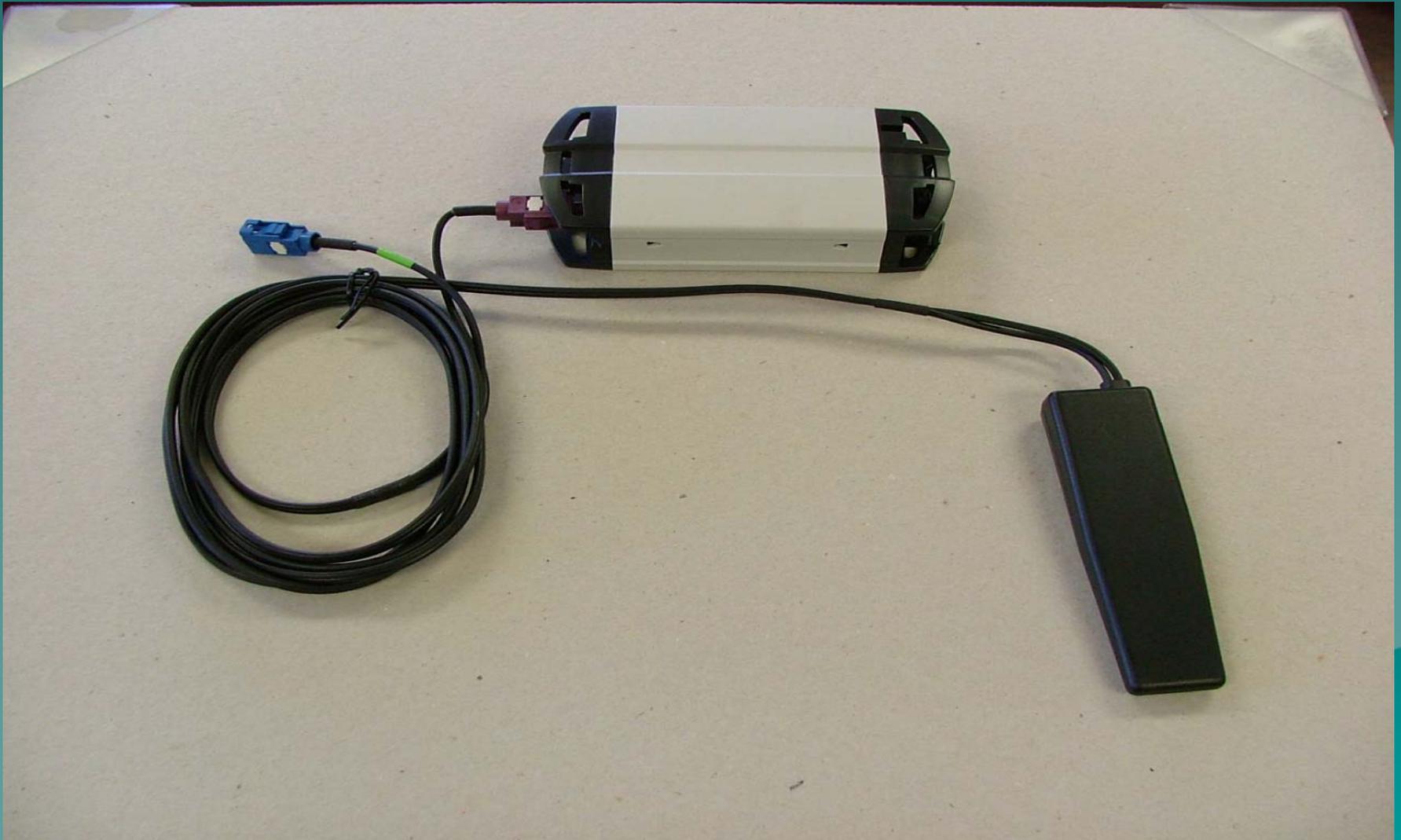
# Other Benefits?

- ◆ Automated Route Tracking (e.g. Refuse)
- ◆ Accurate Odometer Readings
- ◆ More Efficient Routing
- ◆ Perceived as a Green Initiative
  - Emissions Control
  - Idling
- ◆ Management Tool
- ◆ Enhanced Safety
  - Monitors Speed History
  - Geofencing
  - Vehicle Security & Location Pinpointing
  - Accident Reconstruction Aid

# More Application Sources

- ◆ <http://www.msnbc.msn.com/id/21821936/>
- ◆ <http://gpsbus.com/uncategorized/delawar-e-gets-smart-too-a-fleet-management-gps-system/>
- ◆ <http://www.rcrnews.com/apps/pbcs.dll/article?AID=/20080501/FREE/310879680/1014>
- ◆ <http://www.siliconrepublic.com/news/news.nv?storyid=single10856>

# Hardware (here's what it looks like?)



# Where Does It Go?



# Antenna?



# Installation Cost Considerations

- ◆ Insource or Outsource?
- ◆ Inventory the Devices?
- ◆ Transfer from Retired to Active Units?
- ◆ Cost to Deactivate?
- ◆ Equipment Reliability (references!!)
- ◆ Cost to Update Software/Hardware

# Monitoring Costs

- ◆ Cell Charges add up!! Look Out!!

# Policy Implications

- ◆ Driver Notification (Y/N)
- ◆ Driver Discipline
- ◆ Privacy Matters
- ◆ Safety Issues
- ◆ Who Has Access to GPS information

GPS ENABLED - MONITORS SPEED & LOCATION

CLK

AM  
FM

AUDIO



VOL • PUSH

SEEK



1 2 3 4 5 6



# Driver Discipline

Will you need to amend your policies?

- ◆ Speed Violations (Accidents too)
- ◆ Location
- ◆ Odd Hours
- ◆ Idling
- ◆ Disabling Equipment (tampering)

# Privacy Issues

Privacy Issues in Your Jurisdiction??

Big Brother??

Definite Maybe

GPS/Telematics are tools, treat them as such.

# Safety Issues

- ◆ Accident Investigation Aid
- ◆ Excessive Speed
- ◆ Geofencing (Heavy Equipment, Generators – Use GPS only?)
- ◆ Driver Distraction?

# Access Gateway?

Who's allowed access??

- ◆ Management?
- ◆ Front Line Supervision?
- ◆ Department Only Access?
- ◆ Other employees?

# Which System is Right?

- ◆ GPS Only
- ◆ Telematics Only
- ◆ Combined GPS/Telematics Solution
- ◆ On-Star like System Only

# What's Coming Next?

- ◆ Expanded Sensor Monitoring
  - Seat Belt on/off
  - Speed/Headlights/WSW on/off
  - OBDII for trucks
- ◆ Technology Convergence
  - Bluetooth
  - Two Way Communication
  - Data Repository
  - Real Time Routing (available now)

# More of What's Next

- ◆ As WWW expands, so will this Tech.
- ◆ Intuitive – monitor driver's habits
- ◆ Proactive –
- ◆ Two Way Communication
- ◆ OEM's (Ford, GM) will offer systems
- ◆ Driver Identification Tool
- ◆ More GUI – Internet?
- ◆ Greater Customization for Customers

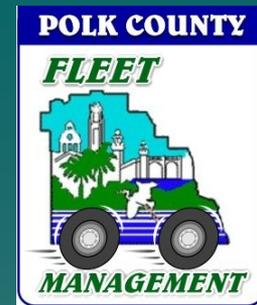
# What We Covered:

- ◆ What Should a GPS System Provide
- ◆ What Telematics Can Provide
- ◆ Implementation Considerations
- ◆ Cost Concerns
- ◆ Impact on Your Jurisdiction
- ◆ What's in the Future for this Tech.

A collage of images. The top left shows a soldier in full combat gear with a rifle. The top right shows a man holding a young child. The center features a group of soldiers in a dusty, urban environment, some kneeling and some standing with rifles. The bottom left shows a soldier kneeling and aiming a rifle. The bottom right shows a portrait of a man in a suit and tie. A large black text box is overlaid on the top center.

Remember our Troops protecting  
our right to be here

2<sup>nd</sup> Brigade Combat Team  
101<sup>st</sup> Airborne Division (Air Assault)



# THANK YOU!!

Bob Stanton  
Polk County Florida  
Fleet Management Division  
(863) 534-5660  
[BobStanton@polk-county.net](mailto:BobStanton@polk-county.net)