



GSA Fleet Telematics

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GSA Fleet

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Agenda

- Introductions
- Background
- Summary of New Telematics Program
- System Capabilities
- Cybersecurity
- Deployment Plans and Implications
- Next Steps
- Q+A

Introductions

- GSA - Fleet Solutions Team
 - Gordon Lancaster
 - Dave Munn
 - Patricia Beshay
 - Jessica Huff
- Geotab - Government Team
 - Alan Cawse
 - Neil Garrett
 - Jean Pilon-Bignell
 - Ariel Loayza-Martinez

Background

- Blanket Purchase Agreement (BPA) awarded to Geotab
- Period of performance w/ options exercised: Feb '19 – Jan '24 (+5 years of service)
- GSA Fleet Leased vehicles only w/ expanded service offerings for leasing customers
- To be deployed on GSA Fleet Leased vehicles and integrated with GSA Fleet systems
 - Mileage reporting automation
 - Drive-Thru enhancements

Why This New Direction?

- Leverage GSA's buying power to offer innovative and integrated service
- EO 13693 → EO 13834
- GSA Fleet's Strategy Roadmap
- GSA Fleet Systems Modernization

GSA Fleet's Use of Telematics

- Geotab plug and play GO9 device w/ universal T harness
- **GSA Fleet's subscription = No GPS tracking capabilities**
- Access to MyGeotab fleet management web portal
- New data elements (engine odometer, engine hours, accident reconstruction, diagnostic trouble codes, tire pressure, oil life %, KWH consumption, and more) -- *all aimed at lowering the cost of operating our fleet*
- Flexible installation options

Expanded Customer Service Options

ProPlus Subscription

- \$13/vehicle/month - 19.35% savings off GSA Multiple Award Schedule (MAS)
- Separate database & MyGeotab portal access w/ all data
- GPS tracking can be activated. Privacy Mode for designated vehicles
- Dedicated training and support for each agency

Ancillary Services

- NFC Reader (*compatible with Gov't issued PIV/CAC cards*) for Driver ID
 - \$80 one-time fee
- Add-On for satellite (modem + antenna) for expanded coverage
 - \$337.89 one-time device fee + \$33.15/month

Other Terms

- Core telematics hardware (GO9 & future iterations) included in monthly cost
- All hardware– shipping included & contains limited lifetime warranty
- Compliant in US island territories & majority of countries where GSA Fleet operates
- No early termination penalties– industry typically enforces minimum subscription periods

MyGeotab Capabilities

Fleet

- Improve MPG
- Decrease idling
- Reduce speeding
- Engine diagnostics
- Vehicle maintenance

Productivity

- Geofencing
- Create zones
- Utilization of assets
- Route optimization
- Reduce downtime

Expandability

- Add-ons
- API integrations
- Flexible and forward looking

Safety

- Risk & safety reports
- Seatbelt use
- Accident reconstruction

Compliance

- Vehicle inspections
- Reduce paperwork
- Streamline reporting

Cybersecurity

- FedRAMP Authority to Operate ATO via GSA Sponsorship
 - In Process
- FIPS 140-2 validated encryption library
- Secure live updates
- Signed firmware PKI
- All communication encrypted AES 256
- Big Data intrusion detection
- Best practice throughout
 - Two-factor authentication (2fa)
 - All data drives encrypted
 - Secure OS
 - Regular security scans

Deployment Plans: FY19 Pilot, FY20 and Beyond

- FY19 Pilot
 - Phased approach on select vehicles as system integrations are tested/implemented
 - Mixture of vehicle types & installation methods
 - Internal GSA vehicles followed by “early adopters”
- GSA Fleet will begin a phased approach of deploying our telematics solution
 - New leased vehicles starting in FY20 acquisition cycle
 - Retrofits within predetermined parameters
 - Considerations: vehicle age, expected use, installation method

Implications for Existing Telematics

- GSA will not force customers to remove existing telematics hardware on existing vehicles
 - We will work with you to plan for the transition ahead of new vehicle replacements
 - Encourage review existing solution(s) and collaboration with the Fleet Solutions team
- In the meantime?
 - Budget planning/forecasting
 - LR/HR considerations

Next Steps

- FY19 Task Order and first installs
- FedRAMP agency authorization process and interim GSA IT approval
- Continue work on related systems enhancements
- Marshaling site engagement efforts
- Continued communications & trainings

Resources

- GSA Fleet Telematics Fact Sheet
- www.gsa.gov/telematics
- www.geotab.com/gov
- fleetsolutions@gsa.gov