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](http://www.gsa.gov/telematics)
- [www.geotab.com/gov](http://www.geotab.com/gov)
- [fleetsolutions@gsa.gov](mailto:fleetsolutions@gsa.gov)