

Welcome to GSA Fleet's Desktop Workshop



Audio: Everyone is automatically muted. Listen via your computer audio if possible.



Presentation & Certificate: You can download a copy of the presentation at <https://www.gsa.gov/gsa-fleet-training>

Additionally, a copy of the presentation along with a certificate will be emailed after the session.



Questions: Use the Q&A window to ask questions at any time. You may get a typed response or it may be answered aloud at the end of the presentation.



Recorded: The session will be recorded.

Recordings of GSA Fleet Desktop Workshops are available at: <http://bit.ly/DtWRecordings>

Desktop Workshop

GSA Fleet Telematics Offering

You can download a copy of this presentation at: <https://www.gsa.gov/gsa-fleet-training>

**Presented by: Kyle Bromir - GSA Fleet &
Dan Zdarko - Geotab USA, Inc**
July, 2021

Agenda

1. Program Refresher
2. Program Updates
3. Why GSA Telematics?
4. Vendor Data Talk - The Art of the Possible
5. Contact and Resources



Program Refresher

Program Refresher

- Fully integrated into current leasing services
- FedRAMP certification
- **3rd party telematics services no longer being approved**
- GSA leased vehicles only

Program Refresher

- GSA Fleet is not big brother
- 3rd party telematics no longer allowed
- Dedicated subscriptions are optional
- Basic service included in leasing rates
- \$13 per month/per vehicle

Program Refresher

- Devices installed at vehicle exchange/pickup
 - HD vehicles can be retrofitted
- Comprehensive retrofit process

Program Refresher

- Full FedRAMP Moderate Level Certification
 - NIST 800-53
 - 325 individual controls
- FIPS 140-2
- AES 256/Data at Rest/Transit
- HERO Certification



Program Updates

Automated Mileage Reporting is Here!!!

GSA Fleet is pleased to announce the implementation of automated mileage reporting!



| | | |
|-----------------------|--|--|
| Vehicle ID number: | <input type="text" value="1P4F38223373741"/> | <input type="text" value="Ford Focus (2016)"/> |
| License plate: | <input type="text" value="50 EUE"/> | |
| Odometer: | <input type="text" value="35498"/> | mi (6 days ago) |
| Current engine hours: | <input type="text" value="61"/> | hours <input type="text" value="46"/> minutes |

Evolution of Mileage Reporting



Paper Logs/
494 Postcards

FAX/Email



Dial-a-Mile

Mileage
Express



Bulk Upload & File Transfer
Protocol (FTP)

Get Odometer Readings at the Pump
(GORP)



**Engine based
(Telematics)**

Page 10 of 10

Select fields you would like displayed in your report

Select the fields you would like displayed in your report

☐ Vehicle Information (select all)

- | | | |
|---|--|--|
| <input type="checkbox"/> City MPG (Primary/Conventional Fuel) | <input type="checkbox"/> City MPG (Secondary/Alternative Fuel) | <input type="checkbox"/> City MPG (Electric) |
| <input type="checkbox"/> Highway MPG (Primary/Conventional Fuel) | <input type="checkbox"/> Highway MPG (Secondary/Alternative Fuel) | <input type="checkbox"/> Highway MPG (Electric) |
| <input type="checkbox"/> Combined MPG (Primary/Conventional Fuel) | <input type="checkbox"/> Combined MPG (Secondary/Alternative Fuel) | <input type="checkbox"/> Combined MPG (Electric) |
| <input type="checkbox"/> Greenhouse Gas Score (Primary/Conventional Fuel) | <input type="checkbox"/> Greenhouse Gas Score (Secondary/Alternative Fuel) | <input type="checkbox"/> Greenhouse Gas Score (Electric) |

☐ Fuel Economy / Environmental Information (select all)☒ Telematics Information (select all)

- ☒
- Customer Subscription Deactivation Date

Why GSA Telematics

Why GSA Telematics?

- **No procurement activities needed by agency!**
- Hardware and Installations facilitated by GSA
- Telematics data summarized & provided on agency-specific reports
- Fully integrated into existing leasing services
- Optional subscription with billing through monthly fleet leasing invoice

Why GSA Telematics?

- **No cost** if customer subscription not activated
- Only \$13 per month/per vehicle for Geotab “ProPlus” Subscription
 - 20% savings over GSA MAS IT contract
- Includes hardware, shipping, warranty and support
 - Dedicated federal support and training team is included

Why GSA Telematics?

GSA Fleet's Service

- Automated mileage reporting
- No GPS data
- Engine diagnostic data, EV charging, and fault codes

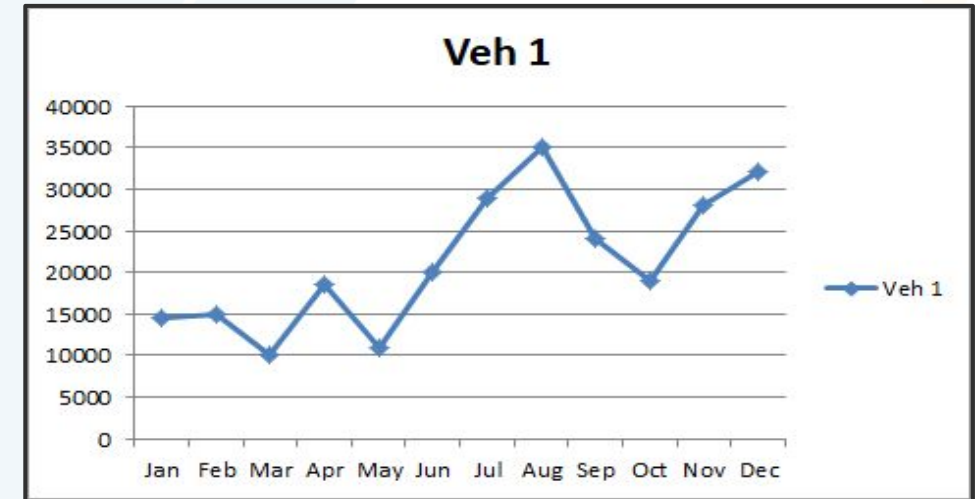
Agency ProPlus Service (Subscription)

- GPS capability
- Accident reconstruction
- Advanced reporting
- Driver coaching/management
- MyGeotab Portal
- API Integration
- Mapping and Geofencing
- And much more!

Why GSA Telematics?

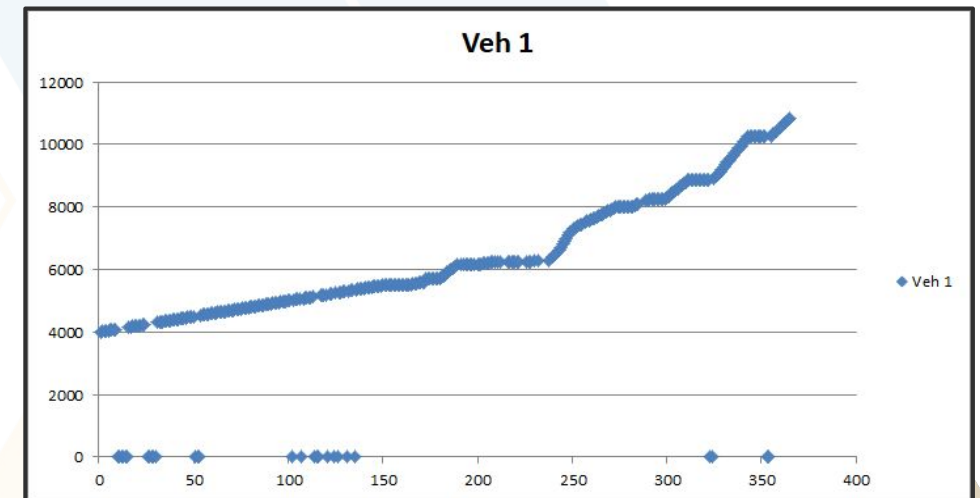
Without Telematics

- Some fluctuations as reported, used for mileage rate calculations
- Only a monthly snapshot of utilization
- System estimates when mileages go unreported



With Telematics

- Huge time savings through automation
- No monthly mileage estimates
- More reliable projected replacement dates/criteria
- DAILY utilization



Poll Question - What would be the main reason your agency would want to adopt telematics?



The Art of The Possible

Geotab

Cost Reduction

Customer: Confidential - Large Federal Agency

Business Challenge: Fleet Utilization - Motorpool

Sample: Single location, 22 service & administrative vehicles

Scope & Approach:

- Initially focused on data capture and reporting capabilities
- Transitioned to operational focused use-cases
- 3 main focus areas identified
- **Largest opportunity:** utilization & motorpool



Cost Reduction

Results & Findings:

- (4) vehicles driven less than 4% of days throughout pilot
- Remaining 16 vehicles potentially could be consolidated into 13
- Right-sizing of 7 vehicles in single location
- 32% of location fleet



Cost Reduction

| Vehicle Type | Vehicle Make/Model | Percentage Days Used | Annual Mileage | Average Minutes Utilized per Hour of Day | | | | | | | | | | | | | | | | | | | | | | | | |
|--------------|--------------------|----------------------|----------------|--|---|---|---|---|---|---|----|---|---|----|----|----|----|----|----|----|----|----|----|----|----|----|----|---|
| | | | | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | |
| Admin | Ford Focus | 9% | 1082 | 1 | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 3 | 1 | 3 | 5 | 7 | 4 | 6 | 2 | 2 | 0 | 2 | 2 | 0 | 0 | 0 |
| Admin | Ford Focus | 24% | 3725 | 0 | 0 | 1 | 1 | 1 | 2 | 1 | 1 | 4 | 6 | 3 | 4 | 3 | 4 | 3 | 2 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | |
| Admin | Ford Focus | 34% | 4069 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 7 | 7 | 10 | 8 | 9 | 2 | 1 | 4 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Admin | Ford Transit | 3% | 118 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 2 | 3 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | |
| 2-Ton | Ford E-350 | 50% | 9940 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | | | | | | | | | | | | | | | | |
| Service | Ford F-550 | 43% | 12183 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 10 | | | | | | | | | | | | | | | | | |
| Service | Ford F-550 | 40% | 7299 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 9 | | | | | | | | | | | | | | | | |
| Service | Ford F-550 | 23% | 6652 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 5 | | | | | | | | | | | | | | | | |
| Service | Ford F-550 | 21% | 5133 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | | | | | | | | | | | | | | | | |
| Admin | Chevy Malibu | 1% | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | | | | | | | | | | | | |
| Admin | Chevy Malibu | 16% | 2535 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 11 | 5 | | | | | | | | | | | | | | | | |
| Admin | Chevy Malibu | 34% | 5011 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | | | | | | | | | | | | |
| Admin | Chevy Tahoe | 16% | 1556 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | | | | | | | | | | | | |
| Admin | Ford Crown Vic | 41% | 3399 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | | | | | | | | | | | | |
| Service | Dodge Ram 1500 | 38% | 11212 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | | | | | | | | | | | | |
| Service | Dodge Ram 1500 | 65% | 8665 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 7 | | | | | | | | | | | | | | | | | |
| Admin | Ford Fusion | 13% | 6407 | 0 | 0 | 0 | 1 | 1 | 1 | 4 | 5 | | | | | | | | | | | | | | | | | |
| Service | Ford F-750 | 3% | 427 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | | | | | | | | | | | | |
| Admin | Hyundai Sonata | 4% | 318 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 5 | | | | | | | | | | | | | | | | |
| Admin | Ford Transit | 18% | 3993 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | | | | | | | | | | | | |

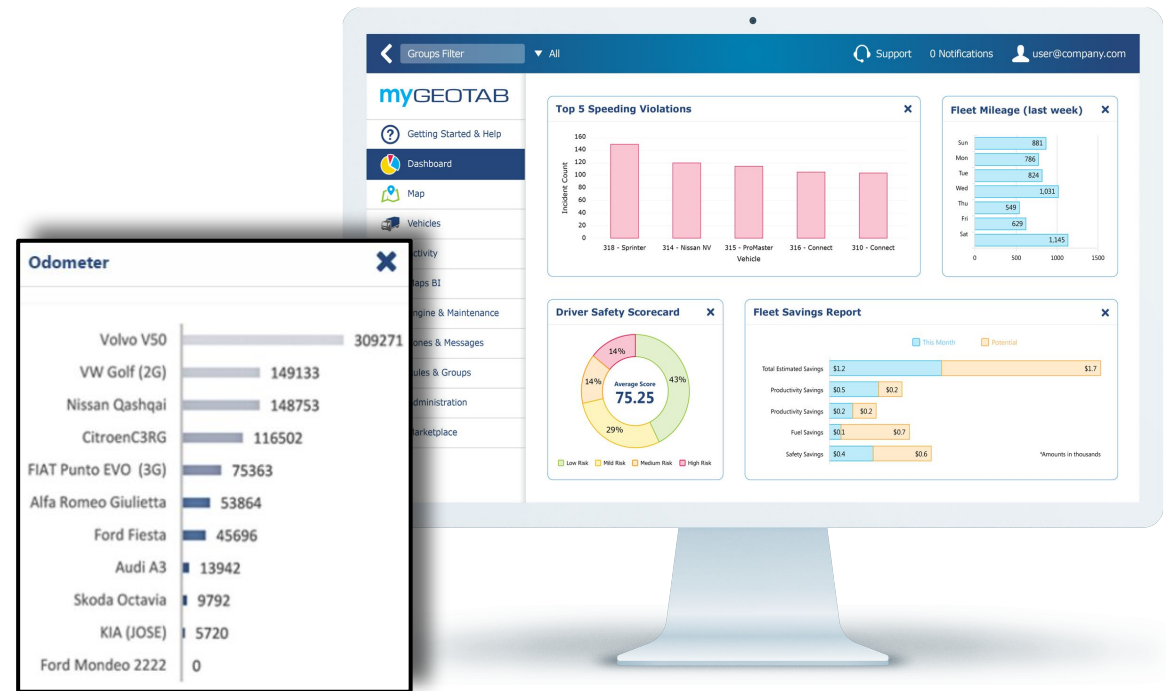
| Vehicle Type | Vehicle Make/Model | Percentage Days Used | Annual Mileage | Average Minutes Utilized per Hour of Day | | | | | | | | | | | | | | | | | | | | | | | |
|--------------|--------------------|----------------------|----------------|--|---|---|---|---|---|----|---|---|---|----|----|----|----|----|----|----|----|----|----|----|----|----|----|
| | | | | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 |
| Admin | Ford Focus | 9% | 1082 | 1 | 1 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 3 | 1 | 3 | 5 | 7 | 4 | 6 | 2 | 2 | 0 | 2 | 2 | 0 | 0 | 0 |
| Admin | Ford Focus | 24% | 3725 | 0 | 0 | 1 | 1 | 1 | 2 | 1 | 1 | 4 | 6 | 3 | 4 | 3 | 4 | 3 | 2 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 |
| Admin | Ford Focus | 34% | 4069 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 7 | 7 | 10 | 8 | 9 | 2 | 1 | 4 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Admin | Chevy Malibu | 16% | 2535 | 0 | 0 | 0 | 0 | 0 | 0 | 11 | 5 | 1 | 1 | 2 | 1 | 2 | 1 | 0 | 5 | 10 | 7 | 2 | 1 | 1 | 0 | 0 | 0 |
| Admin | Chevy Malibu | 34% | 5011 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 2 | 1 | 3 | 5 | 5 | 4 | 3 | 4 | 3 | 2 | 1 | 0 | 0 | 0 | 0 |
| Admin | Chevy Tahoe | 16% | 1556 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 2 | 5 | 2 | 3 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Admin | Ford Crown Vic | 41% | 3399 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 3 | 4 | 5 | 8 | 9 | 7 | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Admin | Ford Fusion | 13% | 6407 | 0 | 0 | 0 | 1 | 1 | 4 | 5 | 5 | 3 | 5 | 8 | 7 | 3 | 3 | 1 | 2 | 4 | 3 | 4 | 6 | 2 | 0 | 0 | 1 |
| Admin | Ford Transit | 18% | 3993 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 3 | 8 | 7 | 8 | 5 | 4 | 3 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |

| Vehicle Type | Vehicle Make/Model | Percentage Days Used | Annual Mileage | 0 | 1 | 2 | 3 | 4 | 5 | 6 |
|--------------|--------------------|----------------------|----------------|---|---|---|---|---|----|----|
| | | | | 0 | 1 | 2 | 3 | 4 | 5 | 6 |
| Admin | Ford Focus | 9% | 1082 | 1 | 1 | 0 | 0 | 0 | 1 | 1 |
| Admin | Ford Focus | 24% | 3725 | 0 | 0 | 1 | 1 | 1 | 2 | 1 |
| Admin | Ford Focus | 34% | 4069 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2-Ton | Ford E-350 | 50% | 9940 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Service | Ford F-550 | 43% | 12183 | 0 | 0 | 0 | 0 | 0 | 0 | 10 |
| Service | Ford F-550 | 40% | 7299 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| Service | Ford F-550 | 23% | 6652 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Service | Ford F-550 | 21% | 5133 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Admin | Chevy Malibu | 16% | 2535 | 0 | 0 | 0 | 0 | 0 | 11 | 5 |
| Admin | Chevy Malibu | 34% | 5011 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Admin | Chevy Tahoe | 16% | 1556 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Admin | Ford Crown Vic | 41% | 3399 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Service | Dodge Ram 1500 | 38% | 11212 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Service | Dodge Ram 1500 | 65% | 8665 | 0 | 0 | 0 | 1 | 0 | 1 | 7 |
| Admin | Ford Fusion | 13% | 6407 | 0 | 0 | 1 | 1 | 4 | 5 | 5 |
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| | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|-------------------|--------------|-----|------|---|---|---|---|---|---|----|---|---|---|---|---|---|---|---|---|----|---|---|---|---|---|---|---|---|
| Admin | Chevy Malibu | 16% | 2535 | 0 | 0 | 0 | 0 | 0 | 0 | 11 | 5 | 1 | 1 | 2 | 1 | 2 | 1 | 0 | 5 | 10 | 7 | 2 | 1 | 1 | 0 | 0 | 0 | 0 |
| Admin | Chevy Tahoe | 16% | 1556 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 2 | 5 | 2 | 3 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shared Vehicle #1 | | | | | | | | | | 11 | 5 | 2 | 3 | 7 | 3 | 5 | 3 | 1 | 5 | 11 | 7 | 2 | 1 | 1 | 0 | 0 | 0 | 0 |

Geotab - The Power of Telematics

- Automation
 - mileage reporting
 - dashboards/reports
- Custom View
 - User preferences
- At-A-Glance
 - Simplified Fleet Mgmt
 - Easily exportable
- Near Real-time
 - Updated every 30 min.



Incident Management

Customer: City of New York

Business Challenge: Improving Employee Driver & NYC Pedestrian Safety

Scope & Approach:

Vision Zero Initiative

Real time monitoring of city assets, vehicles, and fuel usage



Incident Management

Results & Findings:
Creation of FORT

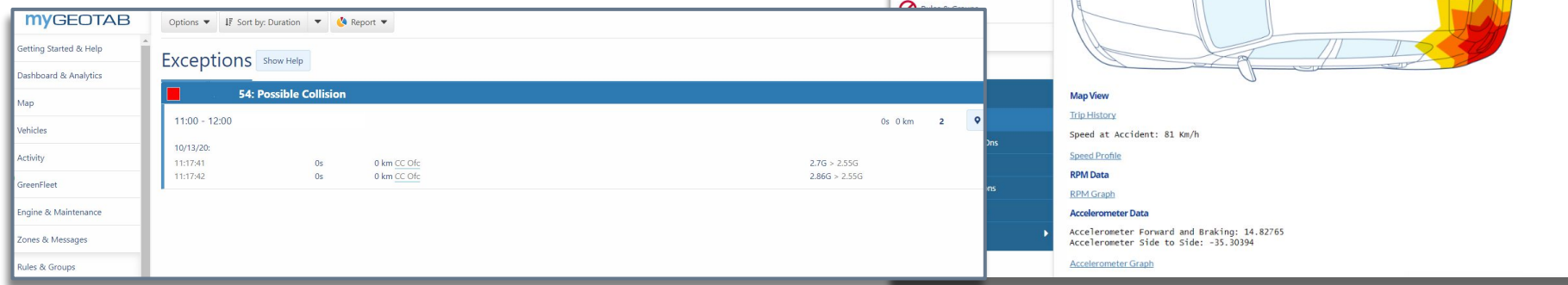
City-wide expansion of
telematics

Road Safety Awareness



Geotab - The Power of Telematics

- Collision Reconstruction
 - Pinpoint data, driver exoneration
- Speed Data
- Accelerometer Data
- Engine RPM Data
- Snapshot pre/post impact



Electrification

Customer: State of California

Business Challenge: Governor's Electrification Mandate - future proofing State and Local Government fleets

Scope & Approach:

Implemented of EVSA to pinpoint suitable replacements

Collect and analyze charging events and status

Data collection standards to benchmark performance and improvement opportunities



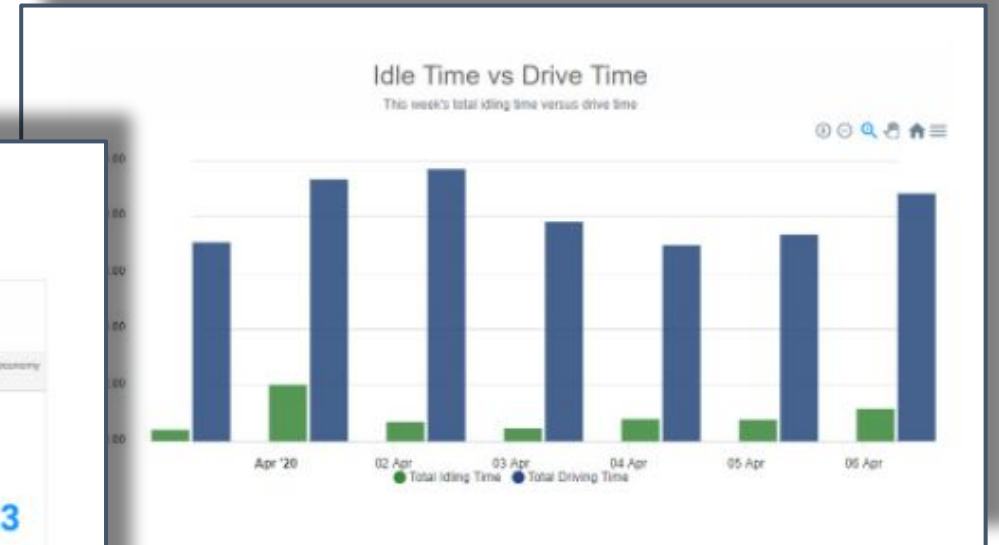
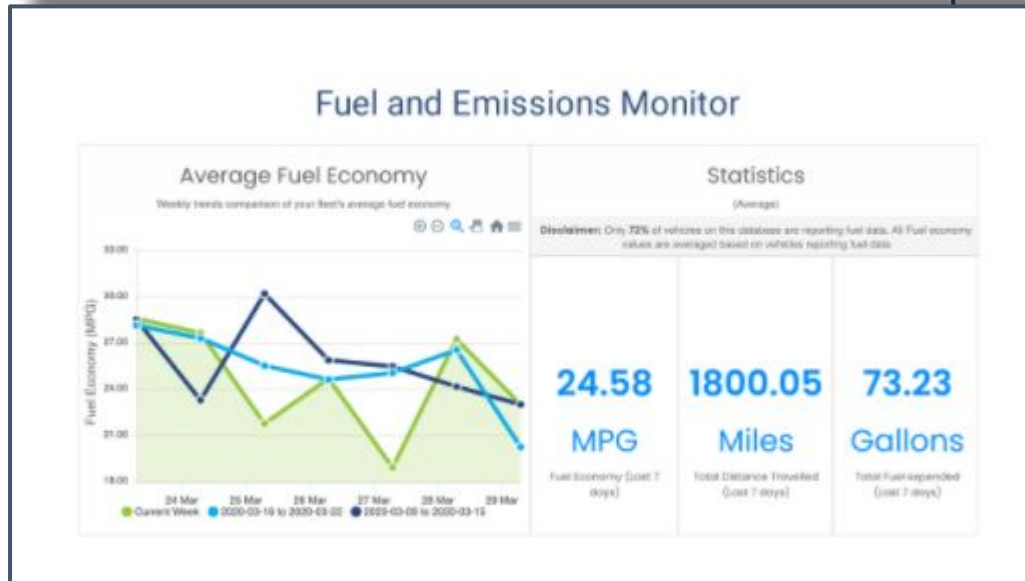
Electrification

Results:

Geotab named sole telematics provider by State of California

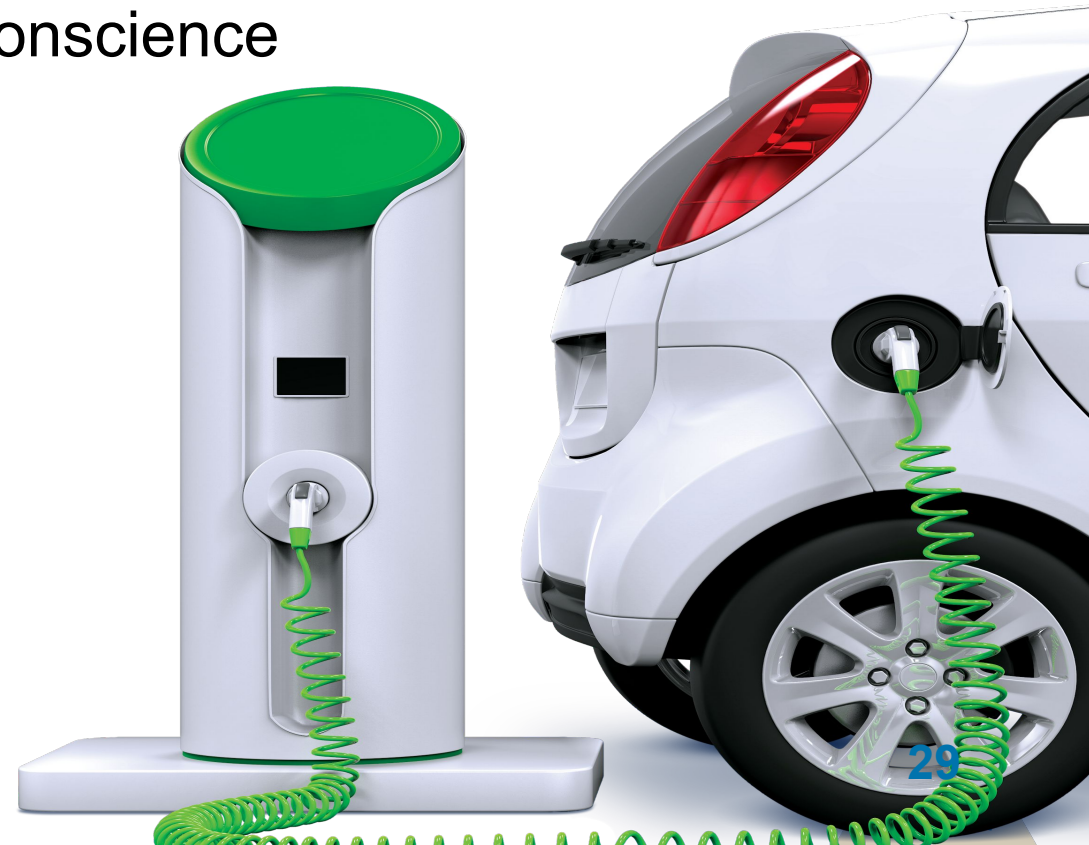
- Mandatory adoption for all state fleet vehicles

- Optional mandate for local fleets



Geotab - Fleet Right-Sizing

- Electrification
 - EVSA
 - Determine replacement requirements based on data
 - Accurate procurement decisions
 - Strategic & Budget Conscience
 -
 - Charging Data
 - visual samples
 - costing analysis



Preventative Maintenance

Customer: State of Oklahoma

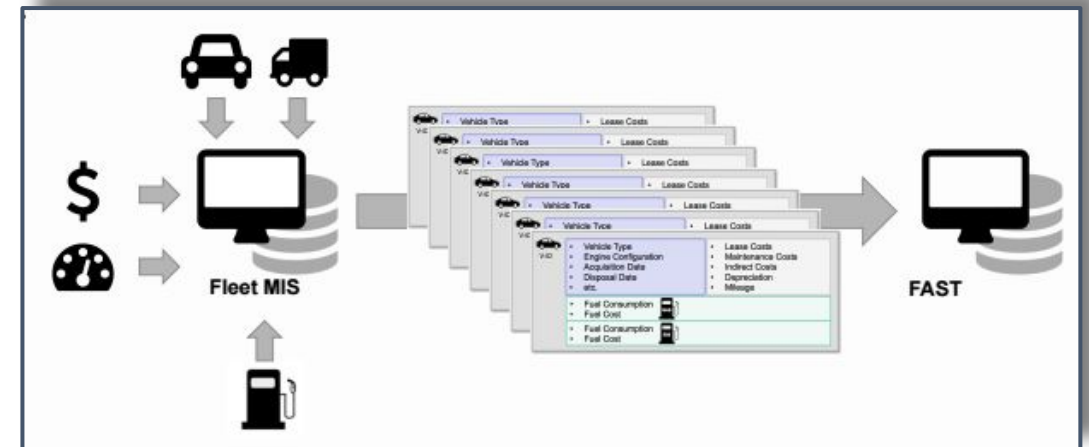
Business Challenge: Inaccurate odometer readings and engine hours resulted in lost revenue and missed maintenance schedules

Sample: 1,748 vehicles

Scope & Approach:

Odometer and engine hours accuracy

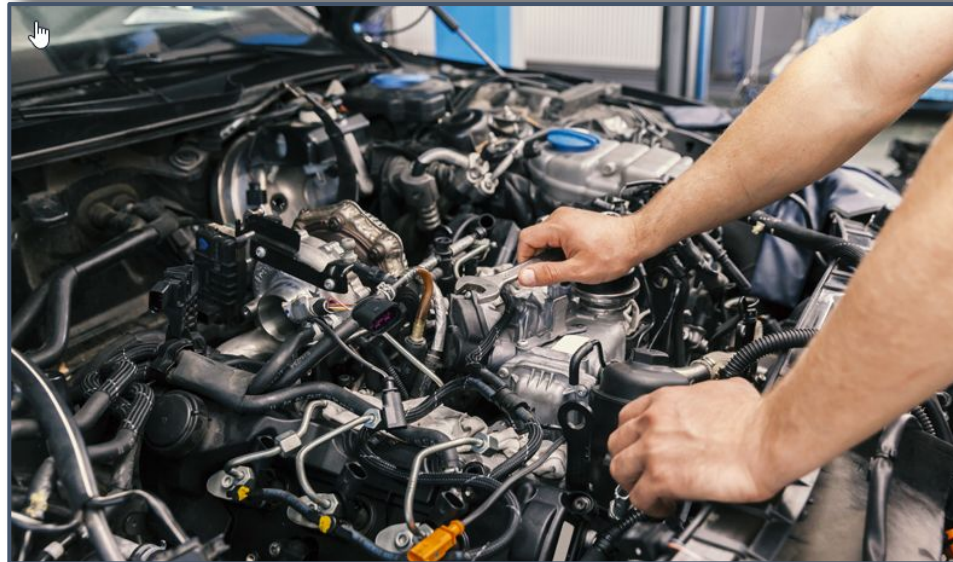
- Input in Assetworks
- Automation/Integration - FMIS



Preventative Maintenance

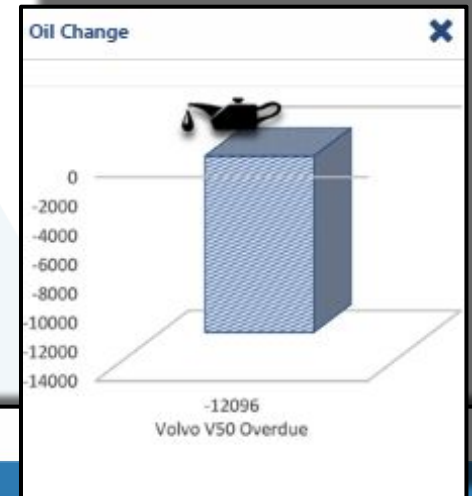
Results & Findings:

Dash Odometer inaccuracies compared to ECM Odometer
Establish efficient PM scheduling
Greater visibility into actual vehicle performance



Geotab - The Power of Telematics

- Maintenance diagnostics and Preventative programs
 - Time-based
 - Mileage-based
 - Engine hour-based
- Scheduled Reminders
 - Eliminate manual processes
 - Send to specific POCs
- DTC Reporting
 - Proactive insight
 - Determine significance



Maintenance History

Reminder: 20.000 km y/o 12 meses **Vehicle:** Alfa Romeo Giulietta

11/08/16

Odometer: 40143 km Engine hours: 655.48 h

Reminder: Lease Expiring **Vehicle:** Alfa Romeo Giulietta

16/12/14

Odometer: 29637 km Engine hours: 361 h

01/03/16

Odometer: 36768 km Engine hours: 515.13 h

Reminder: Lease Expiring **Vehicle:** FIAT Punto EVO (3G)

25/12/14

Odometer: 62827 km Engine hours: 217 h

01/03/16

Odometer: 65843 km Engine hours: 325.21 h

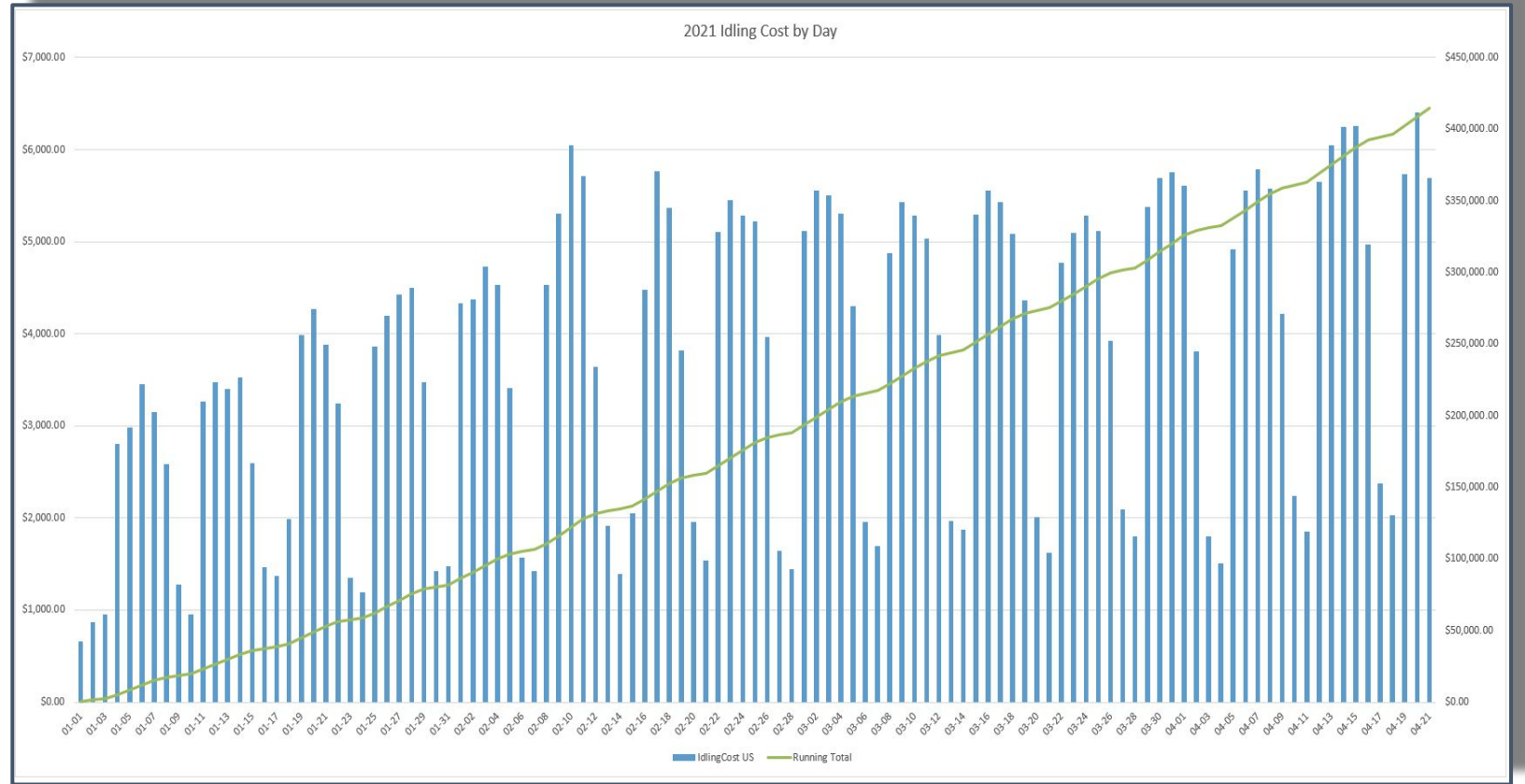
Geotab - Art of the Possible

- Integrations seamless access to your own data
 - Software Development Kit & APIs
 - Agency specific
 - Mandate Compliance
 - DPAS
 - DHS Save Act Reporting
 - Subject to processes review



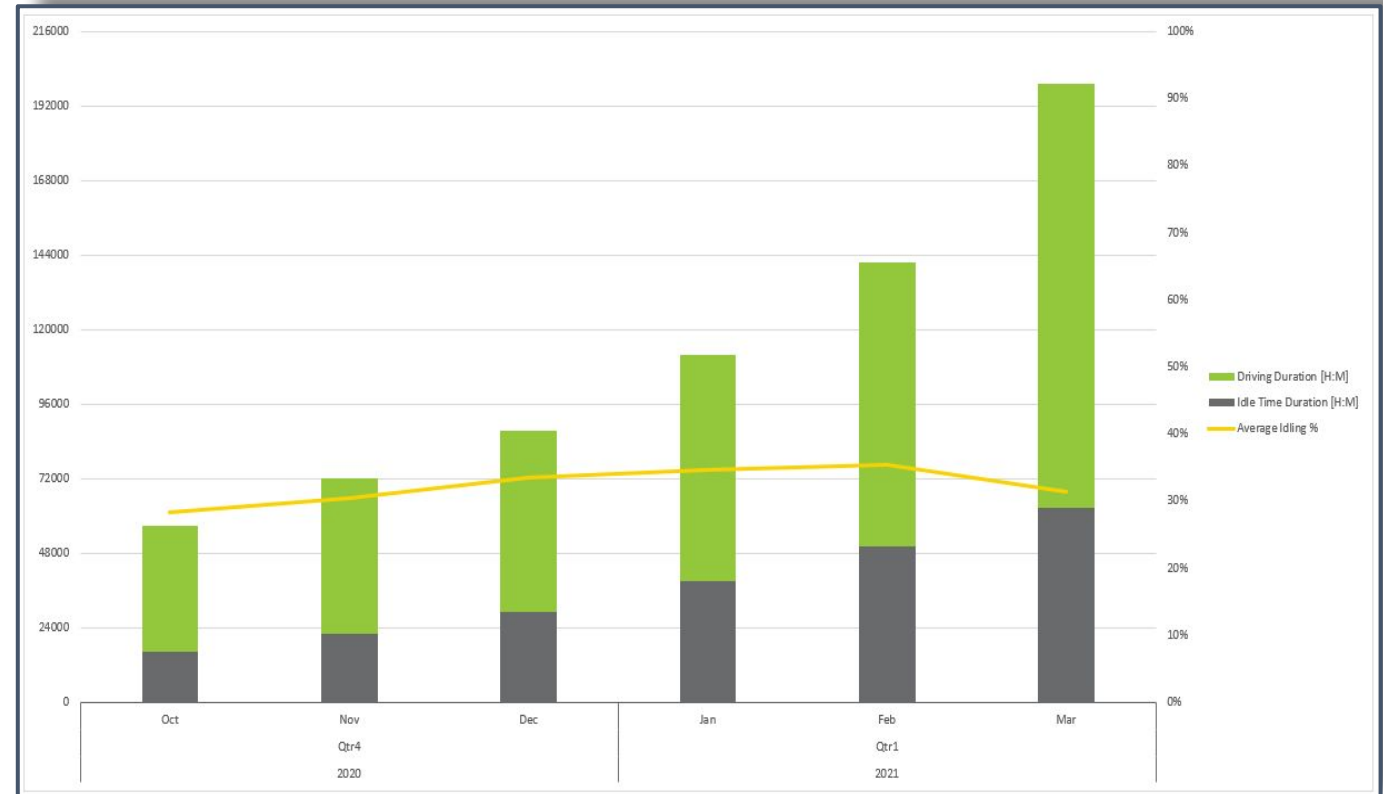
2021 Idling cost by day and running total

- Trending to cost over 1 Million dollars by end of 2021
- 2021 Jan - April
- Fuel Price: \$2.1 /g



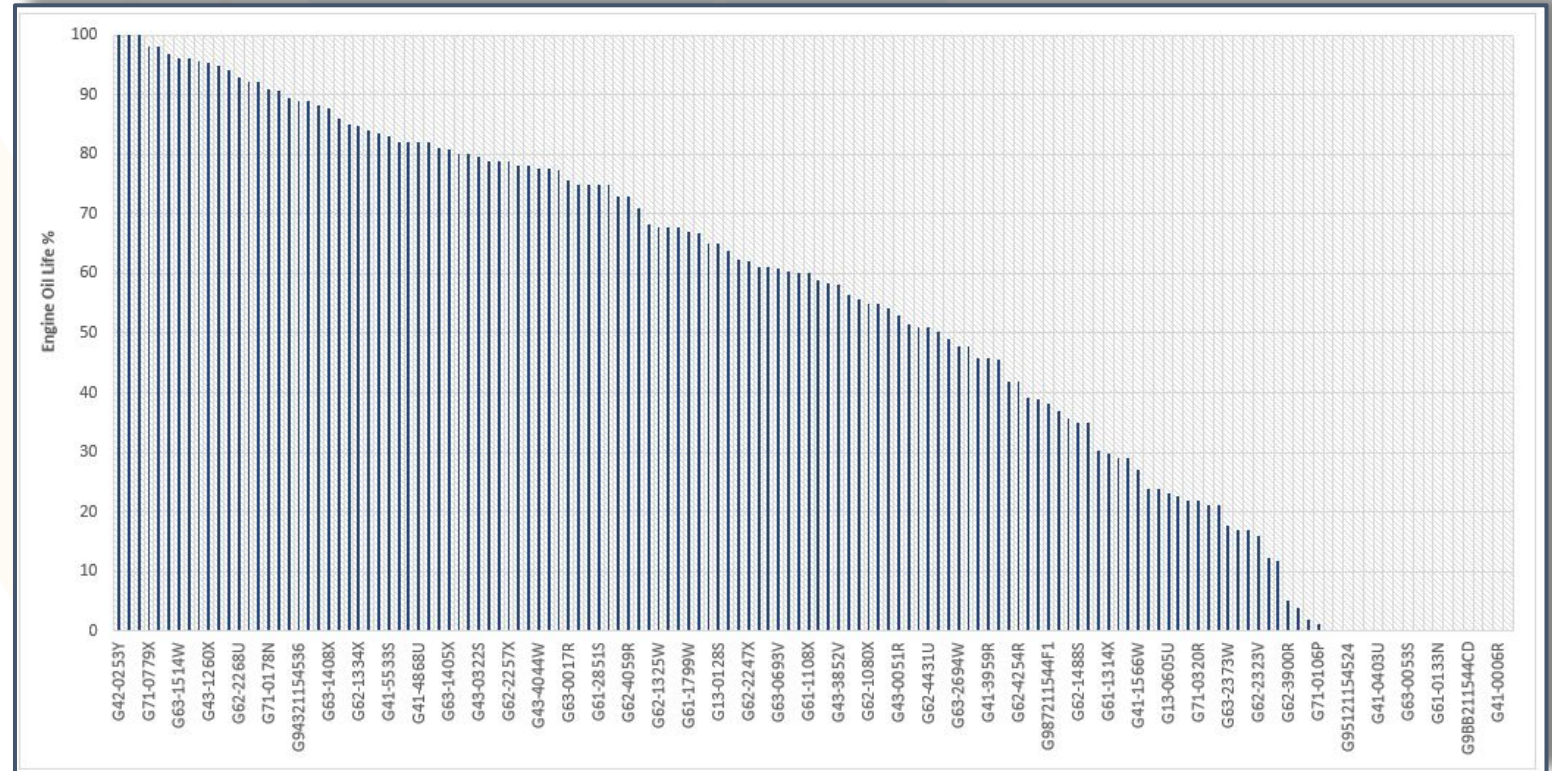
2020 Q4 vs 2021 Q1 - Idling % overview

- Compare driving duration, total engine hours with idling time
- Vehicles idle more during winter months
- Average 18 minutes per hour used



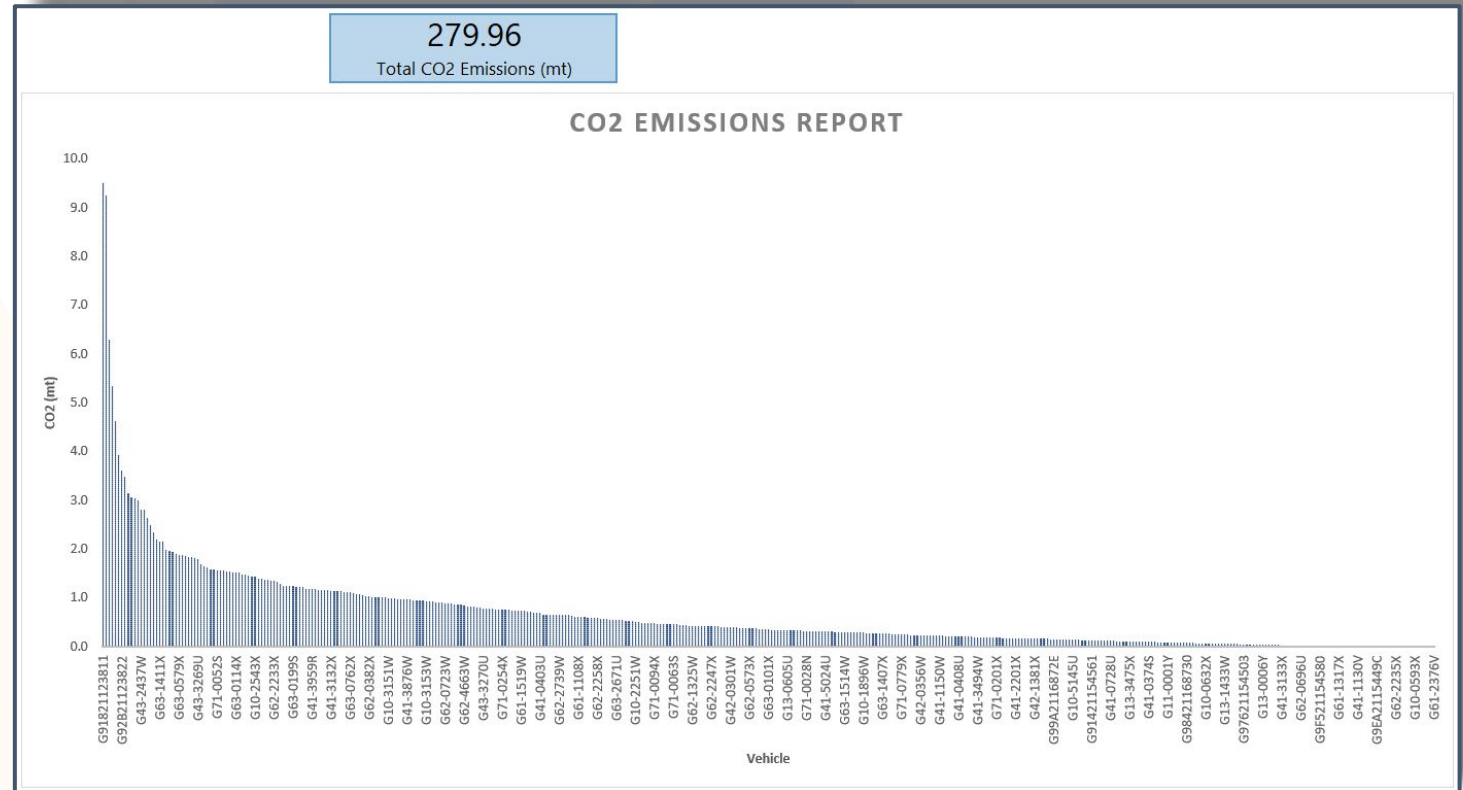
Engine Oil % Life Overview - Region 1

- Example of one engine data points that used by Preventive Maintenance
- Alerts and notifications to automate maintenance schedule



2021 Q1 (Region 1 - CO2 Emission)

- Compare emissions between groups & vehicle types
- Reduce greenhouse gas emissions to reach target
- Identify worst offenders



Thank you for attending today's Desktop Workshop

For additional information on this topic contact:

Fully Integrated
FedRAMP Authorized
Shared Service Solution
Cradle-to-Grave Management

Make data driven decisions with
GSA Telematics today!

fleetsolutions@gsa.gov
www.gsa.gov/telematics

Looking for more federal fleet training?

- Check out the Federal Fleet Manager Certification Program - www.gsa.gov/ffmcp
- Register for future GSA Fleet Desktop Workshops - gsa.gov/gsa-fleet-training
- View pastDesktop Workshops at <http://bit.ly/DtWRecordings>



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