Telematics & Fleet Management

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www.gsa.gov/FedFleet
Agenda

- Program Refresher
- ProPlus Subscription
- Putting telematics data to use
- Retrofit Process
Audience Survey

Which statement best describes your understanding of GSA Fleet’s Telematics Program?

- I’m an active subscriber of GSA Fleet telematics with my own database and love it
- I’m happy with the default service providing FAST data and automated mileage reporting
- I would like to know more about the program
- Tele-what-ics???
Program Refresher
GSA Fleet Telematics

THE ONLY...

Fully Integrated,
FedRAMP Authorized,
Shared Government Service,
Cradle-to-Grave Managed,

...TELEMATICS PROGRAM IN

THE FEDERAL GOVERNMENT
What is Telematics?

WHAT? Science of telecommunications and informatics via wireless transmission of generated vehicle data

Why Telematics?

● WHY? Unique insights into vehicle use and operations Federal fleet managers would otherwise not have
● E.O.14057
Meeting the requirements of **EO 14057**

**Implementing Instructions**

4.3.6 Fleet Management Practices to Support and Accelerate ZEV Deployment

“**All other agencies must deploy telematics on agency owned vehicles on at least the same timeline (2026) to provide data necessary for consistent, comprehensive, and effective planning for ZEV acquisitions and deployment, and to facilitate overall fleet management.”**
Fleetwide Data Examples

FY2023 Top 20 Utilized Assets by SIN (Hours)

<table>
<thead>
<tr>
<th>Idle Duration</th>
<th>Driving Duration</th>
<th>Idle Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>635,014</td>
<td>1,273,205</td>
<td>33%</td>
</tr>
<tr>
<td>1,010,148</td>
<td>803,727</td>
<td>56%</td>
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<tr>
<td>488,155</td>
<td>1,220,386</td>
<td>29%</td>
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<td>274,433</td>
<td>1,426,113</td>
<td>16%</td>
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<td>149,283</td>
<td>1,309,921</td>
<td>10%</td>
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<tr>
<td>132,514</td>
<td>987,831</td>
<td>12%</td>
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<tr>
<td>137,691</td>
<td>944,513</td>
<td>13%</td>
</tr>
<tr>
<td>338,075</td>
<td>598,917</td>
<td>36%</td>
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<tr>
<td>82,603</td>
<td>741,356</td>
<td>10%</td>
</tr>
<tr>
<td>131,006</td>
<td>662,062</td>
<td>17%</td>
</tr>
<tr>
<td>236,220</td>
<td>541,141</td>
<td>30%</td>
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<tr>
<td>47,457</td>
<td>574,136</td>
<td>8%</td>
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<td>100,583</td>
<td>508,445</td>
<td>17%</td>
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<tr>
<td>147,125</td>
<td>399,040</td>
<td>27%</td>
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<tr>
<td>201,797</td>
<td>287,731</td>
<td>41%</td>
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<tr>
<td>116,082</td>
<td>346,925</td>
<td>25%</td>
</tr>
<tr>
<td>145,056</td>
<td>300,353</td>
<td>33%</td>
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<tr>
<td>98,851</td>
<td>245,988</td>
<td>29%</td>
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<tr>
<td>64,914</td>
<td>261,563</td>
<td>20%</td>
</tr>
<tr>
<td>43,138</td>
<td>262,830</td>
<td>14%</td>
</tr>
</tbody>
</table>

Legend:
- Blue: Driving Duration
- Orange: Idle Duration
- Gray: Idle Percent
Fleetwide Data Examples
Key Program Reminders

1. 3rd party telematics services not authorized on any GSA leased vehicles

2. Devices installed at exchange/pickup locations & retrofits are ongoing; process detailed

3. No procurement activities required!

4. FedRAMP Cybersecurity Certification
Cybersecurity Protections

- Full FedRAMP Moderate Level Certification
  - NIST 800-53
  - 325 individual controls
- FIPS 140-2
- AES 256/Data at Rest/Transit
- HERO Certification
- NIST 800-53 Rev 5 and FIPS 140-3 *pending and coming soon
OEM Telematics

1. Vehicles collect data and upload it to an OEM cloud.
2. OEM data is transferred to Geotab’s FedRAMP Data cloud.
3. Geotab standardizes the data from all sources.
4. Data is funneled into a single platform.
OEM Telematics

- Significant reduction of the administrative and operational burdens
- Eligibility includes most NMY vehicles for Ford and GM, and many older Models/MYs from these manufacturers as well
  - 72% of all vehicles sold worldwide in 2022 were equipped with OEM embedded telematics
  - Forecasted to reach 93% in 2027
Key Program Reminders

• **No cost** for default service (customer subscription not activated)
• Only $13 per month/per vehicle for GSA Telematics Subscription
  • *No* minimum subscription period
  • Charges are **fully integrated** as line items under fleet leasing invoice
GSA Fleet Default Telematics Service

Agency Customers Receive:
- Automated mileage reporting
- kWh consumption for FAST reporting
- High level telematics data summarized & provided on agency-specific reports

GSA Fleet Receives:
- Isolated database
- No GPS data
- Fault code and diagnostic data for improved maintenance management
ProPlus Subscription
“ProPlus” Telematics Subscription

Agency “ProPlus” Service ($13 Subscription)

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

*GSA Fleet does not receive GPS data unless explicitly permitted by the agency
ProPlus Subscription Portal

- Automation
  - Mileage reporting
  - Dashboards/reports
- Custom View
  - User preferences
- At-A-Glance
  - Simplified Fleet Management
  - Easily exportable
- Near Real-time
  - Updated every 30 sec
Using Telematics Data for Fleet Management
Using Telematics Data

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
Fleet Management Tools

- **Asset Monitoring Page**
  - Custom attributes to track customizable and user specified metrics of your whole fleet at a glance (Email fleetsolutions@gsa.gov for access to this feature).

- **Rules and Exceptions**
  - User-specified thresholds for data elements such as oil life, fuel level, possible collisions, EV battery charge level and others.
  - Receive customizable notifications when a rule is broken, via email or text.
Engine Diagnostics

- Engine data example - cranking voltage
- No guesswork
- Raw data
## Engine Diagnostics - Excessive Idling

<table>
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<tr>
<th>Date</th>
<th>Total stop duration</th>
<th>2h 30m</th>
<th>Total driving duration</th>
<th>1h 59m</th>
<th>Total idling duration</th>
<th>10h 31m</th>
<th>Total distance</th>
<th>56mi</th>
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<tbody>
<tr>
<td>Mon Dec 05</td>
<td>01:29 am - 01:54 am</td>
<td>Driving</td>
<td>24m 54s</td>
<td>Distance</td>
<td>22mi</td>
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<tr>
<td></td>
<td>01:54 am - 05:46 am</td>
<td>Stopped</td>
<td>3h 51m</td>
<td>Idling</td>
<td>3h 51m 21s</td>
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<td></td>
<td>05:46 am - 05:49 am</td>
<td>Driving</td>
<td>3m 6s</td>
<td>Distance</td>
<td>0mi</td>
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<tr>
<td></td>
<td>05:49 am - 06:09 am</td>
<td>Stopped</td>
<td>20m 29s</td>
<td>Idling</td>
<td>10m 58s</td>
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<tr>
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<td>06:09 am - 06:46 am</td>
<td>Driving</td>
<td>37m 2s</td>
<td>Distance</td>
<td>5mi</td>
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<td>Stopped</td>
<td>2h 23m</td>
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<td>2h 1m 16s</td>
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<td>2mi</td>
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<td></td>
<td>09:22 am - 11:17 am</td>
<td>Stopped</td>
<td>1h 54m</td>
<td>Idling</td>
<td>1h 54m 29s</td>
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</tbody>
</table>
Accident Reconstruction

- Collision reconstruction
  - Pinpoint data, driver exoneration
- Speed data
- Accelerometer data
- Engine RPM data
- Snapshot pre/post impact
Theft and Lost Asset Recovery

- Telematics enabled vehicles only
- Explicit written consent from the agency required
- Local law enforcement to be contacted prior by local agency
- Geotab works directly to provide real time location information
- GSA Fleet has worked to recover **96%** of all telematics enabled lost or stolen vehicles to date
- Approaching **$1,000,000** in assets recovered for the Government!
Geofencing

- GIS data can be added for additional enhanced monitoring
- Rules and exceptions based on geospatial data and real time vehicle locations
- Measure kWh usage by facility/installation
Electric Vehicle Suitability Assessment

- Is switching to EVs viable from an operational and financial perspective?
- Which of my current fleet vehicles are good candidates to be replaced by EVs?
- Are they able to perform the job requirements?
- What kind of charging infrastructure is required to support my electrification plan?
- What would the greenhouse gas reduction be?
Retrofit Process
Retrofitting Your Fleet

1. All in-service GSA leased vehicles pre-screened for eligibility.
2. POC and shipping info provided to GSA after requests are made by the HQ Fleet Manager or Local POC.
3. Devices are ordered and shipped to POCs and addresses provided.
4. Geotab will reach out to listed POCs to coordinate installations.
5. Customer, GSA, and Geotab track progress.
CARB Compliant Installations

- New “Y” harness satisfies CARB requirements
- Sticker to be applied under hood near emissions info
- Retrofit and marshalling site installations can resume

GO Kit
Geotab Inc.
2440 Winston Park Dr,
Oakville, ON L6H 7V2
CARB E.O. No. D-XXX
GSA Fleet Drive-thru Reports

Customized Inventory Report

FY2022 Inventory Report - Customize

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<thead>
<tr>
<th>Agency/Bureau</th>
<th>Your Agency and Bureau</th>
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<tbody>
<tr>
<td>By Email to:</td>
<td><a href="mailto:Your.Email@federal.gov">Your.Email@federal.gov</a></td>
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<table>
<thead>
<tr>
<th>Class Tag</th>
<th>VIN</th>
<th>Serial Number</th>
<th>Customer Subscription Activated</th>
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FedFleet 2024
Questions

Contact Us

GSA Fleet Innovation Branch

- fleetsolutions@gsa.gov
- GSA.gov/telematics