Best Practices for Fleet Managers:

Using Rich Data to Obtain Valuable Insights

AFP Association of Fleet Professionals

GEOTAB

Introductions

Adam Fletcher

Partner Account Manager at Geotab UK and Ireland

Paul Kirby

eLCV Expert and Owner of EV Essentials

GEOTAB

Agenda

Using Rich Data to Obtain Valuable Insights

- Monitor fuel usage
- Reduce air pollution with AdBlue
- Reduce idling
- Maintain compliance standards
- Transition to electric
- Operate electric
- Evaluate total cost of ownership

GEOTAB

Using Rich Data to Obtain Valuable Insights

Monitor fuel usage

- The cost of petrol and diesel has risen month over month in 2021
- A full tank of diesel is approximately £5 more than in 2020
- The cost of an oil barrel is predicted to increase further throughout 2021
- This makes it a difficult time for businesses seeking to bounce back from the pandemic
- By implementing a fleet telematics solution, organisations can save an average of 14% on fuel costs per annum.
- Route optimisation is also an important way of driving down fuel costs

GEOTAB

Reduce air pollution with AdBlue

- AdBlue makes diesel vehicles less harmful by reducing the amount of CO2 and NOx within diesel engines
- AdBlue can reduce the amount of NOx by up to 90%
- Diesel fumes are responsible for thousands of deaths in the UK each year.
- AdBlue needs to be replenished every 5,000 miles to prevent vehicles from:
  - Failing to start
  - Failing to comply with strict EU legislation
- A telematics solution can help better monitor and track AdBlue levels to avoid these risks

GEOTAB

Reduce idling

- Vehicle idling can cost businesses an average of £720 per vehicle, per annum
- A vehicle produces 20 times more pollution when idle compared to travelling at 30mph
- Unavoidable idling comes from:
  - Being stuck in traffic
  - Using additional machinery on the vehicle, like a crane or cement mixer
- Unnecessary idling occurs from:
  - Using vehicle heaters or air conditioning to heat up or cool down
  - Defrosting windows before starting the vehicle
  - Sitting idle while on the phone
- To reduce idling, create policies that advise staff to turn off vehicles when stationary
- Embracing technology to monitor driver habits and building progress reports can also help reduce running costs

Maintain compliance standards

For those with HGVs in their fleet, to maintain compliance requires monitoring the following data:

- **Tachograph -** Vehicles over 3.5 tons are required to install a digital tachograph to record driver working time and rest periods alongside the vehicle speed and distance travelled.
- **Driver hours -** Drivers must observe and abide by the driver hours laws or risk criminal prosecution.
- **Data analysis -** Real-time tachograph solutions with automatic remote downloading can capture and perform data analysis to assist with fleet compliance and efficiency.
- **Walkaround checks -** Drivers are responsible to complete daily checks before driving and record any defects in writing.

Transition to electric

- The UK government has pledged to ban the sale of new petrol and diesel only vehicles after 2030
- Over the next decade, regions will begin introducing electric-only, clean air zones (CAZ) and Ultra Low Emission Zones (ULEZ) where petrol and diesel vehicles are either prohibited or will face considerable charges for driving in
- Large fleets travelling through these zones could see significant cost increase, so staying ahead of the curve and transitioning to electric vehicles may lead to further savings

Operate electric

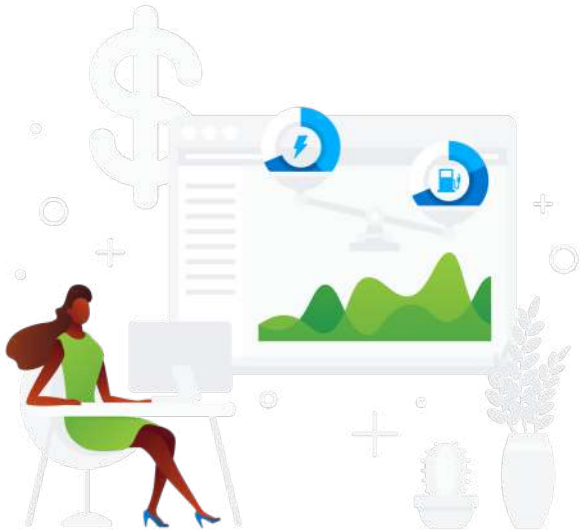
- For those already using EVs, it's important to keep your fleet costs low by monitoring EV metrics.
- Lack of emissions or fuel doesn't mean EVs operate completely without cost.
- Telematics solutions can provide operators with rich insights pulled directly from their fleet to help answer questions such as:

  - How are my EVs performing?
  - Are my drivers plugging in?
  - Where are my vehicles charging?
  - How much does it cost me?
  - Have I planned my routes effectively?
  - Who needs to charge first on return?
  - What are the ranges I can expect under different conditions?
  - Who drives efficiently?
  - Who doesn't?

GEOTAB

Evaluate total cost of ownership

- Total cost of ownership (TCO) is a helpful fleet management tool
- The assumption that upfront costs of an EV are not worth it compared to the lower costs of petrol or diesel trucks is not necessarily true
- Even without subsidies from the government, electric vehicles can reach total cost of ownership parity in approximately four and a half years
- EVs are predicted to be more cost effective than all diesel or petrol vehicles by the end of the decade
- Analysing TCO can be used to realise long-term savings and fund the continual fleet upgrades



Questions

GEOTAB

Contact

Adam Fletcher

Email: adamfletcher@geotab.com

Tel: 07776 436 308

Paul Kirby

Email: paul@electricvanman.com

Tel: 07828 173 460

GEOTAB

Let’s stay connected

 | @geotab

GEOTAB