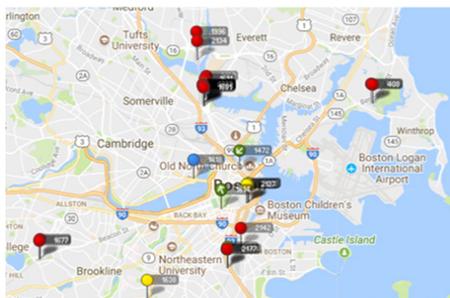


Telematics

Statewide Contract VEH106

This contract provides GPS tracking tools to enable data-driven decision making to maximize the utilization and efficiency of fleet vehicles and assets. Telematics help to increase efficiency, mitigate risk, and reduce fleet costs by promoting safer driving, proactive maintenance scheduling, decreased idling and fuel usage/ expenditures, and increased productivity.



Vendor: GPS Insight, LLC

Josh Schwartz

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Contract Highlights

- Valuable fleet data at the ready: real-time fleet visibility and historical mapping & reporting; highly accurate odometer readings, engine diagnostics, and check engine light notifications; driver safety scorecards; driver-to-vehicle assignments; maintenance scheduling;
- Hardware offered at 20% off list price, on average;
- Integrate with Fleet Information Management System (VEH99);
- Plug & Play GPS hardware with/without engine diagnostics or Hardwired GPS devices available;
- Unlimited, free post-sales support and system training;
- Dedicated account management;
- Configurable vehicle or organization update rates available (ping options: 2-minute, 1-minute, 30-second, hourly, 1x–4x daily);
- GIS Integration: Feed GPS Insight location data into your GIS system or load your GIS layers/shapefiles into GPS Insight, typically at no cost; and
- Self-installation permitted (\$0.00); on-site installation at a fixed price per vehicle, or get your team installation training at a fixed daily price.

Contract Resources

Locate the [Contract User Guide](#), Price Sheet, and associated forms in COMMBUYS: COMMBUYS.com > Contract & Bid Search > Contracts/Blankets > Enter VEH106 in the Contract/Blanket Description field.

Get a Quote: Compile your vehicle list, complete with year, make, model, and VIN number. Forward to vendor in COMMBUYS or send list to josh.schwartz@gpsinsight.com.

Note: Delivery of hardware components is an additional charge.

Questions? Contact Maureen Barends, Director of Strategic Sourcing Services: maureen.barends@mass.gov or 617-720-3155.



GPS TRACKING FOR LOCAL GOVERNMENT

Managing Public Sector Vehicles with Technology

From public works to parks & recreation, local government uses several types of vehicles while providing services to their community.

As part of their fleet operations, local government is incorporating GPS tracking to help solve the challenges that come along with managing a fleet of vehicles. The technology is being put to good use helping to improve safety and accountability throughout their fleet operations, as well as driving forward initiatives like sustainability and smart cities.

While GPS tracking is by no means new technology to the public sector, there are important aspects to keep in mind when selecting a provider, such as how they secure their software and GPS tracking devices, and aligning your organization internally to ensure the project is successful from the get-go.



WHY DOES LOCAL GOVERNMENT USE GPS TRACKING?

Reducing Risk and Liability

For government organizations, it's important to ensure not only the safety of their employees but the wellbeing of their citizens as well. According to the National Highway Traffic Safety Administration (NHTSA), driver error causes 94% of all vehicle collisions. Along with the physical and psychological consequences accidents cause to all parties, they can also have far-reaching financial liability for your organization if your drivers are found to be the negligent party.

To help reduce the risk and liability, government organizations are turning to GPS tracking to enhance their safety protocols by monitoring driver behavior and enforcing safer driving habits. GPS tracking technology provides a wide range of information and analysis to help improve fleet safety performance across the board, from driver safety to vehicle safety, to reduce accidents, injuries, and fatalities.



Displaying Accountability to Constituents

It's important to your constituents that you spend their tax dollars wisely. That's why many government organizations are using GPS tracking technology to better track their fleet operating costs to eliminate unnecessary spending. A few common areas that can deliver significant savings are reducing fuel use and excessive idling, examining utilization to eliminate underused vehicles, and streamlining maintenance management to reduce expensive repairs. Along with displaying your organization's accountability to constituents, reducing these unnecessary expenses makes room in the budget for other important initiatives.



Building Strong Community Leadership

Demonstrating strong community leadership has always been a focus for the public sector. In the current landscape of government fleet management, technology is playing an important role in taking important initiatives to the next level, particularly in developing environmental and sustainable-living strategies. Government is using GPS tracking, along with other fleet and transportation technologies, to impact their sustainability efforts and the future of smart cities.



Sustainability

Sustainability efforts are becoming more important than ever to government organizations. Green initiatives demonstrate that your organization is doing its part by lessening the environmental impact of local service vehicles and leading your community by example. Since fleet operations can have a negative impact to the environment if excessive idle time, route efficiency, or regular maintenance are not monitored and managed in the most efficient way, it is often an important area of focus for sustainability initiatives.

Using GPS tracking to improve fuel efficiency, take optimized routes, and keep vehicles well-maintained limits the harmful effects of excessive Green House Gas (GHG) emissions.



Impacting Smart Cities

The rise of the “smart city” infrastructure has been a significant influence in the adoption of fleet, transportation, energy, and other technologies across government operations. The trailblazers of “smart government” recognize the possibilities of a technology-based infrastructure to optimize the efficiency of city operations and services to connect with their citizens and solve overlying issues.

One development in the field of smart cities is the increased use of GPS tracking, providing new insight to developing the smart city through vehicle and driver data collected. This includes collecting carbon measurements, fuel usage, and other metrics that can be used to support better urban sustainability.



IMPORTANT CRITERIA WHEN RESEARCHING PROVIDERS

Functionality and Customer Service

When researching GPS tracking providers, it's crucial to ensure the software has the functionality needed to solve your business challenges, and the provider offers you resources to help you successfully use the technology. At the end of the day, the investment in GPS tracking will not be worth it if the provider doesn't meet these key requirements. That's why it's important to test software functionality and the provider's customer service before procuring a system.

How Do They Secure Their GPS Tracking Devices and Software?

With cyber-attacks on the rise, it's becoming increasingly important to ensure the provider you choose has the best security in place to protect their software and GPS tracking devices. Government organizations typically have confidential information that needs to be protected, so it's crucial the provider has the right security process and protocols in place.

ALIGN YOUR ORGANIZATION INTERNALLY

Along with ensuring the provider meets these key criteria, it's important to align your organization internally to ensure all aspects of the project from your side are determined. You should consider who else will be impacted by this and how? While all departments serve the same organization, their needs from GPS tracking are often quite different. That's why you need to gain a firm understanding of everyone's challenges and goals with the technology.

Departments in your organization that typically use GPS tracking data:



Public Works



Housing &
Urban Affairs



State Patrol



Parks &
Recreation



Veterans
Affairs

Get Procurement Involved Early

Along with including other departments that will use the technology, a best practice for government organizations when researching potential technology partners is to include their procurement department early in the process. Connecting with procurement at the beginning allows you to understand important aspects of how they procure technology. Not to mention, their office will not likely be happy to receive a purchase order on their desk from a new vendor if they are unaware of the project. It's not advised to spend time researching and testing technology to find out after it doesn't meet the requirements of their department.



Important Project Details to Align on with Procurement



Your procurement department's time frame for implementation.



How does the department prefer to procure technology?



Their terms and conditions and preferred contract language.

CONTRACT

ROI



Procuring Telematics?

IMPLEMENTAT

PROCURE

TIMEFRAME



Best Practices to Buying Technology in the Public Sector

When it comes to managing a public fleet of vehicles and mobile assets, implementing telematics has become an increasingly important initiative.

Why Implement?

Using the technology helps reduce costs and risk, increases efficiency, improves sustainability, and provides many other benefits to government fleets and the constituents they serve.

Follow Best Practices

If your procurement office is looking to purchase telematics, read this article to learn more about the best practices to buying telematics in the public sector, streamlining the process, and ensuring a successful implementation.

Qualify Telematics to Your Budget



It's crucial for procurement to ensure a wise use of the taxpayers' dollars. That's why it's important to ensure any new technology purchases are the right allocation of public funds to the budget.

To qualify telematics to your budget, it's a best practice to determine the need to implement the technology and how it will benefit your fleet operations.

Is Telematics Worth Implementing?

What often brings on telematics procurement initiatives is being contacted by a vendor that makes a strong case for replacing an outdated process, or witnessing the improvements another government organization has experienced through their implementation.

When the benefits become clear and it is determined that change is needed, your team can start to feel confident about allocating a portion of the budget to telematics. There is one additional step every organization should take to ensure they purchase the right telematics solution – conducting a pilot to test the technology firsthand.





Why Piloting Validates the Purchase

Whether there is room in your existing budget or your team needs to facilitate creating one, conducting a consultative pilot with a telematics vendor, or even a few, is the best way to build the case for purchasing a solution. Going through a pilot will help you and your fleet managers identify specific criteria to accomplish your objectives and the costs associated with them. This information is critical in establishing a budget that meets your objectives and proves the return on investment (ROI) is real.

Purchase Telematics with Confidence

With so many fly-by-night telematics vendors around these days, it's especially important for government organizations to buy technology through vendors they can trust. Purchasing contracts like NJPA, NASPO ValuePoint, BuyBoard, and GSA help organizations buy from technology vendors with confidence and ensure the process of doing business is as efficient as possible.



Is The Vendor Listed on Your Preferred Contract?

To ensure the process of procuring a telematics solution goes smoothly, it's a best practice to advise any departments piloting a telematics solution on which purchasing contract your organization prefers to buy from. The last thing your office or anyone else involved in the project wants is to conduct a pilot and feel good about a potential vendor, then realize it's not a fit because of a purchasing method discrepancy.

Advising the various fleet departments about your preferred purchase contract, along with any other important contract details, ensures they are only piloting solutions that will work from procurement's perspective.



GPS Insight is listed on the following purchasing contracts



Establish the Timeframe for the Purchase

At the end of the day, when considering the objectives of a GPS tracking implementation, no reasoning is quite as important as increasing safety for your lumber business's employees as well as the general public on the roadways. Using GPS tracking as part of your safety initiative will drive the program miles forward while providing your business with several other impactful benefits.

Procurement's Timeframe

Since your office is responsible for overseeing the entire budget, it's up to you to decide when it makes the most sense to purchase telematics. There are many important initiatives for local and state governments, so your department will lead the charge for when it will be the most timely and beneficial to the entire organization. Once a timeframe is established for procuring telematics, communicating this information to all stakeholders in the project is key.

Ensure a Successful Implementation

It's important to involve all key stakeholders in the decision so they can advise when it makes sense to implement and start planning the deployment throughout their fleet operations.

A well-organized implementation helps avoid an excessive amount of downtime during installations – especially during the times of year your vehicles are used the most.



Ready To Take The Next Step?
877-477-2690 | gpsinsight.com