

GEOTAB®

# How government agencies optimize fleet operations:

Insights from real-world success stories



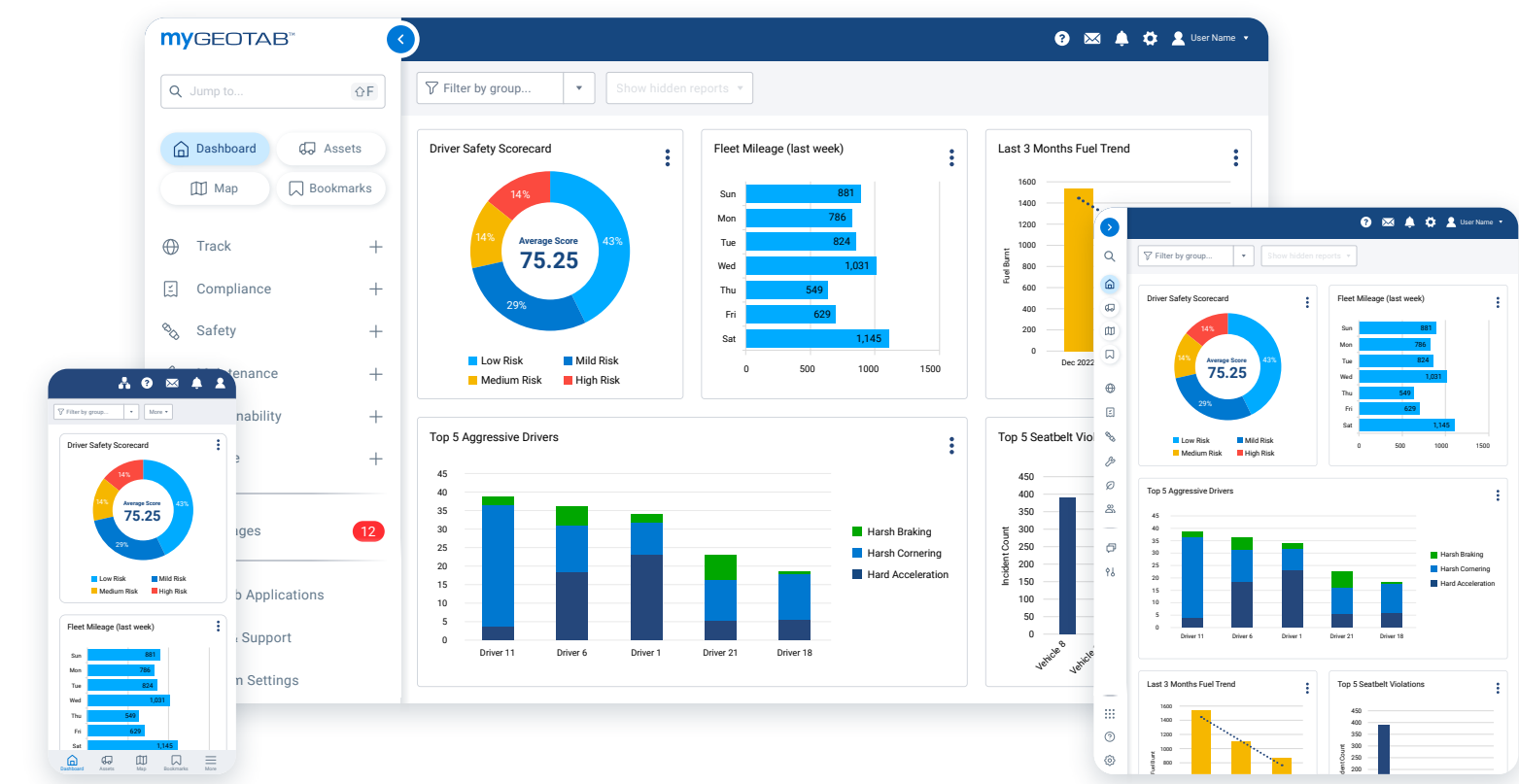
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# A solution for government fleets of every size and function

From the smallest municipal fleets to the largest, most diverse state fleets, Geotab is empowering government agencies across North America to provide their citizens with top-level services, keep communities safe and maximize every taxpayer dollar with a solution that enables them to make data-driven decisions.



## The range of possible telematics implementations is limited only by agencies' needs, but the broad focus areas include the following:



### Fleet productivity and optimization

- **Get more out of your vehicles:**  
Identify inefficiencies in your fleet performance and make data-driven enhancements using the Geotab solution. Refine utilization and right-size your fleet to improve fiscal responsibility. We also offer rugged telematics device options that help agencies operating in challenging or demanding environments reliably collect vehicle data.
- **Take better care of your fleet:**  
Stay on top of vehicle maintenance schedules with automated reminders and data-driven preventative care. Easily categorize maintenance priorities ahead of time to help extend vehicle longevity and responsibly use public funds.
- **Mobile workforce management:**  
Gain complete visibility into the field operations of your employees and effectively monitor fleet vehicle activities. Enable employees to do their jobs more easily, complete vehicle inspections and maintain compliance via the Geotab Drive app.



### Safety

- **Stay updated on driver performance:**  
Coach drivers on safer habits and improve safety fleet-wide by reviewing driving behaviors like harsh braking or acceleration, speeding and cornering.
- **Predict future collision risk:**  
Benchmark your fleet's safety metrics against other similar fleets and study future collision risk with the power of AI. Implement new policies and programs based on the data to reduce your collision risk.
- **Integrate with dashboard cameras:**  
Capture all your fleet's safety information in a single platform, protecting your agency from liability threats and keeping your community safer.



### Sustainability and electrification

- **Reduce carbon emissions:**  
Pinpoint high-emission vehicles with a detailed summary of each vehicle's contribution to total fleet emissions using the CO<sub>2</sub> Emissions Report. See how your agency's emissions stack up in comparison to similar fleets with benchmark reports.
- **Go electric with confidence:**  
Conduct an Electric Vehicle Suitability Assessment (EVSA) to identify which vehicles in your fleet are best suited for EV replacement. Forecast your potential cost savings from an EV transition, predict CO<sub>2</sub> reduction totals and receive market-specific EV model recommendations for your fleet.
- **Monitor fuel and battery usage from a single dashboard:**  
Track the performance of your vehicles with the Fuel and EV Energy Usage Report. Stay on top of charging in real-time and monitor fuel expenditure by your internal combustion engine (ICE) vehicles.



## Expandability

- **Tailor the solution to your needs:**  
Easily integrate the Geotab platform with your eligible back-end systems. Plus, access the largest partner ecosystem of integrated solutions and add-on features. Our open APIs and Software Development Kit (SDK) make it easy to customize Geotab's solution to your agency's operations.
- **Manage data with ease:**  
Maintain complete control over your data and integrate third-party hardware into one connected telematics platform. Consolidate all of your vehicle data through a single device to simplify reporting.
- **Scale at your own pace:**  
Connect your way with a wide selection of integration options that can be added at any time. Adapt the solution over time as your fleet roster changes, such as by acquiring more Geotab GO or GO RUGGED devices, integrating with original equipment manufacturer (OEM) solutions and more.



## Motorpool management

- **Secure vehicle access:**  
Geotab Keyless offers convenient and secure key-free availability for pooled and shared fleets – even when vehicles are out of cellular coverage. Built on top of Geotab's telematics platform, it's a scalable digital key solution that's compatible with all vehicles that have a key fob.
- **Keep your vehicles safe and available:**  
Get protection features such as the starter inhibit functionality and integrate seamlessly with shared mobility reservation software solutions.



## Geotab Public Works management

- **Mixed fleet, centralized data:**  
Manage a diverse fleet of public works vehicles such as salt spreaders, snow plows, street sweepers and waste management vehicles from a single view.
- **Mapping and spatial outputs:**  
Use client-based mapping to know which roads have been serviced using interactive maps and geospatial reporting. Track live level of service compliance and monitor route completion in real-time.
- **Cost and material usage monitoring:**  
Manage the rates of application of salt, brine and other materials and help control costs.
- **Citizen Insights:**  
Upgrade your public works solution with a public facing website that gives citizens up-to-date visibility into the status of public facing road services such as snowplowing, salt spreaders and waste management. This solution helps increase transparency and safety by creating open lines of communication with citizens, reducing the number of incoming inquiries and freeing up contact centers.



## Geotab's security authorization and certification



### **FedRAMP authorization:**

We're recognized as meeting the stringent cybersecurity measures that federal agencies require, as outlined by the U.S. government.



### **ISO 27001 certification:**

The integrity of our information security management systems and related processes are validated by the International Organization for Standardization.



**FIPS 140-3 validation:** Geotab devices with FIPS 140-3 validation are verified to meet the stringent requirements of the National Institute of Standards and Technology (NIST) for cryptographic modules.

# Simplified procurement

In 2019, Geotab was awarded the world's largest telematics contract by the GSA, setting a precedent for large-scale and secure connected-vehicle solution adoption within government operations. This contract was re-awarded to Geotab in 2024, demonstrating the trust the GSA has in our telematics offering.

Telematics acquisition is easy for your government agency through several options Geotab offers, which allow you to bypass a traditional request-for-purchase (RFP) process. To the right are the various programs and contracts we have in place.

## Cooperative purchasing



### Sourcewell

Membership-based municipal contracting agency that provides cooperative contract pricing



### NASPO Valuepoint

Not-for-profit cooperative purchasing program that delivers high-value, reliable and competitively sourced cooperative contracts

## Federal contract



Geotab Wins US General Services Administration Contract for **Data Driven and Sustainable Fleet Management**

## State contracts



Minnesota



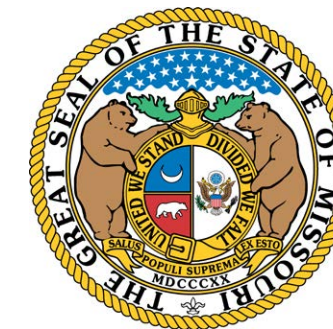
Ohio



Colorado



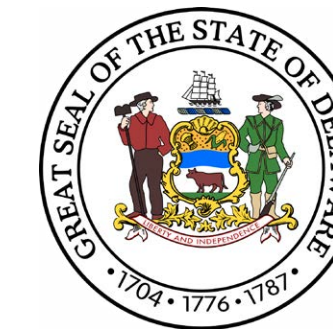
Connecticut



Missouri



California



Delaware



Massachusetts



OKLAHOMA

Oklahoma



Nevada

# Geotab in action

## STATE AND LOCAL GOVERNMENT

### New York City Fleet Size: 30,000

#### Using telematics to achieve Vision Zero

New York City first adopted telematics to increase fleet efficiency in areas such as fuel economy, dispatch and route optimization. Then they launched Vision Zero – an initiative to eliminate all traffic fatalities and severe injuries – in 2014. Telematics data has played a critical role in the success of this ambitious program.

- Monitors fleet drivers' behavior to create custom scorecards and driver education
- Delivers information about road quality (potholes, cracks) that affect safety
- Assesses the before/after safety profile of street improvements and redesigns

### New York has seen a 75% reduction in fatal traffic events over 5 years.

“We are currently tracking 22,000 vehicles real-time using telematics to monitor their speed, location, acceleration, braking, and by doing that prevent crashes from taking place.”

**Keith Kerman**, Chief Fleet Officer,  
Deputy Commissioner, Department  
of Citywide Administrative Services





## STATE AND LOCAL GOVERNMENT

### Sacramento County Fleet Size: 2,900

#### Saving money by streamlining fleet operations

Sacramento County needed reliable data – beyond mileage – to help rightsize its fleet and reduce operational costs. Procuring Geotab was simple, thanks to the single-source Blanket Purchase Agreement with the State of California. As an added benefit, Geotab is approved for participating in the California Bureau of Automotive Repair's (BAR) Continuous Testing Program for smog checks.

- Uses automated smog checks to avoid downtime and cost of in-person checks
- Leverages flexible, low-cost keyless hardware add-on to enable carsharing
- Delivers TCO and vehicle utilization data to help reduce unused vehicles

### Sacramento County avoids costly downtime and lost utilization and saves \$50 per vehicle with automated smog checks.

“Geotab provides us with reliable data to help us make data-driven decisions on TCO and utilization, with the goal of best business practices in fleet management.”

**Keith Leech**, Chief, Fleet Division & Parking Enterprise at Sacramento County

## STATE AND LOCAL GOVERNMENT

### California Department of Conservation Fleet Size: 120

#### Improving driving behavior and efficiency by 100%

With safety top of mind, the California Department of Conservation (DOC) switched to Geotab and saw a 100% improvement in driver behavior. Thanks to Geotab's real-time reporting, the DOC team is notified of incidents immediately and drivers can now be cued to correct their driving behavior with audible warnings.

- Enables automated monthly mileage reporting to free up resources
- Provides real-time data and customized reports
- Allows driver-centric behavioral corrections to improve safety

### Once Geotab was chosen the switch happened quickly, thanks to Geotab's statewide approved vendor contract with the State of California. All 120 of the DOC's vehicles were equipped with Geotab devices just six months after the decision was made – well ahead of the original goal.

“When we heard the pitch and what it could do, choosing Geotab was a no brainer. Still, I was surprised at how easy the transition really was.”

**Paula Hutchinson**, California Department of Conservation Fleet Administrator



## STATE AND LOCAL GOVERNMENT

### State of Utah Fleet Size: 4,700

#### Reducing key fleet costs and increasing safety with telematics pilot study

The State of Utah conducted a one-year pilot study with Geotab to determine whether telematics could deliver quantitative and qualitative benefits in the focus areas of fuel, maintenance, collisions and utilization.

- Gathers and analyzes data on idling, speeding and other fuel consumption factors to inform driver education
- Monitors engine alerts, low-battery lights and more for targeted maintenance
- Tracks seat belt usage and driver behavior to assess safety

**The average MPG increased by approximately 2 MPG, representing an 8% improvement. Annual maintenance costs decreased by \$90,000. First-party collisions costs declined by 21%.**

“Our governor limits idling, but we couldn’t know if people were doing it. I was really surprised at how much idling our drivers were doing and how easy it was to affect change.”

**Eric Gardner**, Motor Pool Manager for the State of Utah

STATE AND LOCAL GOVERNMENT

## Arlington County Fleet Size: 475

### Increasing operational efficiency and accuracy

Arlington's fleet-related jobs were often managed with spreadsheets, which required slow and frequently labor-intensive updates. The county required a wider view that offered more insight into their fleet operations. Geotab's telematics solution offered the right combination of tools for efficiency and flexibility to automate their processes.

The Geotab solution helped the county with a number of aspects across its operations including:

- Monitoring for vehicle idling, health and DVIR completion
- Driver safety and benchmarking
- Reliable fuel monitoring

The Geotab solution has allowed the county to do regular benchmarking of its vehicles. It is helping to shape employee productivity by creating a clear record of the most effective work methods.

"We can see where things stand now by looking at past history, routing and more. From an operational standpoint, Geotab has been very helpful."

**Ben Baldwin**, Safety Specialist for Arlington

STATE AND LOCAL GOVERNMENT

## Franklin County (Ohio) Fleet Size: 176

### Achieving Vision Zero safety goals

The Franklin County Engineer's Office has a major safety priority as part of the City of Columbus' commitment to Vision Zero, a worldwide initiative to eliminate all traffic fatalities and severe injuries. Telematics helped achieve this goal by:

- Setting driver safety benchmarks
- Monitoring speed and idling
- Reporting on vehicle type and driver identification
- Recognizing opportunities for driver training

Being able to pinpoint who is driving each vehicle has allowed the team to identify those teammates who need additional help or training.

"We have gotten a really good response. We give attention where it's needed. I think the teammates appreciate it."

In addition to coaching drivers, the reporting is used to determine awards for the safest drivers.

Markusic sees this safety focus – from monitoring speeding to keeping tabs on idling – in a larger context.

"We really just want to do everything right, he says. We want to be a model for the community. Geotab has given me a really powerful tool to manage the fleet."

**Jeff Markusic**, Fleet Superintendent for Franklin County Engineer's Office

STATE AND LOCAL GOVERNMENT

## City of Austin Fleet Size: 7,100

### Managing fleets with telematics during a once-in-a-century storm

Looking for ways to cut costs, improve efficiency and increase its safety profile, the City of Austin discovered the telematics solution from Geotab would prove to be an invaluable tool for not only achieving those goals but also helping the city battle through during Winter Storm Uri in February 2021 by assisting with tracking critical fuel supplies.

In addition to its benefits during an emergency, Geotab's solution is also helping the City of Austin tackle other operational activities like:

- Reducing accidents and influencing driver behavior
- Focusing on predictive and preventative maintenance
- Right-sizing the fleet by identifying underutilization
- Reducing greenhouse gas emissions through anti-idling data

Following Winter Storm Uri, Rick Harland, assistant director of Fleet Mobility Services made a presentation to the Austin City Council highlighting how telematics was integral to successfully meeting the challenge the ice storm presented.

"I showed them what it looked like live. I showed them a fuel truck and took one example of how it supported the city and private infrastructure. That story brought home the overwhelming value of telematics in a meaningful way. It illustrated the value of the system itself."

**Rick Harland**, Assistant Director of Fleet Mobility Services





## STATE AND LOCAL GOVERNMENT

### City of Raleigh Fleet Size: 4,700

**Achieving efficiency, safety and sustainability goals across their mixed fleet**

The City of Raleigh required a telematics solution that would help them increase driver safety, take better care of their vehicles and lower fuel consumption. By using the Geotab solution, they're able to improve safety and efficiency by reducing detrimental driving behaviors and pinpoint strong electric vehicle candidates in their fleet. With our solution's support, they doubled their global driver safety score in three months' time.

- Vehicle utilization metrics help determine proper fleet size
- Safety scoring based on harsh braking, acceleration and seatbelt usage
- Remote diagnostics help provide timely maintenance information

**We are doing what we need to do to be as safe as possible at work.**

"We reduced our repair costs per vehicle, we reduced our at-fault motor vehicle accidents, we reduced our workers' comp-incurred costs ... all of our departments working together, being engaged, understanding the importance of Geotab not being a Big Brother, but a partner, into making sure that we are doing what we need to do to be as safe as possible at work."

**Evan Sloan**, Enterprise EHS & Workers' Compensation Lead for the City of Raleigh

## STATE AND LOCAL GOVERNMENT

### Ministry of Transportation Ontario Fleet Size: 6,170 vehicles

#### Modernizing fleet management for the whole lifecycle

The Ministry of Transportation Ontario (MTO) fleet is made up of a variety of vehicle types, including over 1,000 hybrid electric vehicles. There are two primary groups of users within this fleet of vehicles: the motor pool fleet used by various ministry employees through their vehicle reservation system, and the general fleet distributed across the province through various departments.

The core use cases of the telematics system for MTO are to:

- Deliver crucial fleet data to internal fleet management systems to ensure effective, well-maintained vehicle services are available to a wide range of government clients and to eliminate employee downtime during these services.
- Automate total lifecycle management for vehicles, from selection and up-fitting to rightsizing, repair and disposal. This provides the data required to perform fleet utilization analysis to identify areas of efficiency or reduction.
- Utilize driver scorecards to improve the overall safety record of government employees operating vehicles.



## Wellington County Fleet Size: 60

### A one-stop-shop Canadian solution for a Canadian fleet

Tired of operating on separate fleet management systems, Wellington County searched for a one-stop-shop solution that provided real-time data on their vehicle's performance. Coupled with a legal requirement to keep their data stored within Canada, Geotab telematics proved to be a win-win for both improved service in their community and better uptime for their fleet. Geotab has helped:

- Drivers complete pre-trip inspections quicker and easier
- Assess vehicle utilization for future procurement
- Report on route completion in real-time to address community concerns

## Wellington County is now better equipped to handle customer complaints and service needs across the region.

"Before, we had to take a call from a resident, call the driver, find out where they were and when they may be coming back to a specific street."

**Brad Hutchinson**, Road Superintendent for Wellington County

Now, he and the fleet team can track exactly where a plow has been and when it'll be coming back, simplifying customer service. And it works the other way around as well — if there's a report of a plow driving too fast or missing part of a route, Hutchinson can verify the report and address it with the driver.



PUBLIC WORKS

## Kentucky Transportation Cabinet Fleet Size: 5,000

Increasing accuracy in state's winter operations by eliminating paperwork

Human error is inevitable when fleet drivers are tasked with vehicle service paperwork or measuring material usage. The Kentucky Transportation Cabinet uses Geotab insights for more precise maintenance and material (salt, brine and other materials) management in winter operations across the state.

- Allows vehicle health tracking from management level
- Integrates with spreader controllers for accurate material usage measurements

The Kentucky Transportation Cabinet uses Geotab insights for more precise maintenance and material management.

"Before Geotab, we weren't doing much record keeping around how much material goes to a certain route. When we loaded the trucks, we were measuring with scoops, which are different depending on who you ask, so this will help with accuracy."

**Randi Feltner**, Kentucky Transportation Cabinet Transportation Engineer Specialist

PUBLIC WORKS

## Town of Blacksburg Fleet Size: 400

Moving from assumption-based to data-based decisions

The Town of Blacksburg used to rely on rough measurements and manual observation to determine how much salt its fleet used for winter operations. With Geotab, management can now make decisions based on real-time data, even in a rural area with connectivity issues.

- Enables consistent uptime by using the cellular carrier with the best coverage
- Offers IOX add-ons for monitoring material usage in winter operations
- Delivers automated, customized reporting for increased transparency

We have seen significant savings in terms of materials.

"During snow events, we didn't have the technology to show us how much salt was being spread onto our roadways. We compared the numbers this past season with previous winters and have seen significant savings in terms of materials."

**John O'Shea**, Safety and Special Projects Manager for the Town of Blacksburg Department of Public Works



PUBLIC WORKS

## Missouri Department of Transportation Fleet Size: 5,036

### Maximizing data value with a statewide telematics solution

The Missouri DOT needed to break down information silos created by multiple telematics solutions from separate vendors. By adopting a single, centralized Geotab platform, they can capture information statewide and maximize the full potential of the data gleaned from fleets across 114 counties.

- Uses engine diagnostics to save on vehicle inspection time and costs
- Monitors fleet drivers' behavior to produce safety dashboard reports
- Tracks snowplow locations in real time for quick emergency dispatch

**In 2019, MoDOT's Central District's 225 snowplows racked up roughly 1,000 miles per vehicle during a single snow event that lasted 48 hours. By sharing this data with senior leadership and the media, MoDOT demonstrated they were out in full force making highways safe.**

"Geotab has provided us with a system to manage the safety, productivity and utilization of our diverse fleet."

**Paul T. Denkler**, P.E. assistant district maintenance engineer for MoDOT's Central District and team lead for MoDOT's AVL/GPS group

PUBLIC WORKS

## City of Lehi City Fleet Size: 690

### Enhancing safety and slashing idle time by 50% by transforming fleet management practices

Lehi City experienced difficulties around employee seatbelt usage, high vehicle maintenance costs and unnecessary idling costing them \$17,000 a month. They needed a telematics solution that could help them gain additional fleet visibility and optimize operations. Lehi City partnered with Geotab and their reseller to track speeds, idling and seatbelt usage, allowing them to curb harmful driving habits and operate more efficiently.

- Idling time reduced by 50% and seatbelt usage increased
- Predictive AI features drive more effective fleet maintenance
- Asset tracking helps monitor and report snow removal activity

**Lehi City partnered with Geotab and their reseller to track speeds, idling and seatbelt usage, allowing them to curb harmful driving habits and operate more efficiently.**

"When we first put Geotab in our vehicles, we had a lot of perception of 'Big Brother is watching us.' We've been able to use the data to help save employees and protect our employees more than we've been able to hurt our employees."

**Jeremy Estes**, Fleet Manager for the City of Lehi

PUBLIC WORKS

## City of Henderson Public Works Department Fleet Size: 1,600

### Using telematics to improve vehicle maintenance and fleet efficiency

Henderson wanted to pivot its fleet maintenance strategy from a reactive to a proactive one, but needed the right solution to do so. Geotab was able to help them get quicker insights on vehicle diagnostics, allowing them to take better care of their fleet. Geotab also enabled the city to right-size their fleet by reducing their fleet size, saving more public funds.

- Vehicle positions can be tracked in relation to new customer complaints
- Sweeper activity reports created based on operational data
- Routing and safety improved

**It's just amazing the amount of data that comes from that little device and how much that can make your operation change and become more efficient.**

"Having Geotab has allowed us to rightsize our fleet [...] We didn't even understand the breadth of what we can get with this system [...] It's just amazing the amount of data that comes from that little device and how much that can make your operation change and become more efficient."

**Nick McLemore**, Administrative Manager,  
Public Works, City of Henderson

PUBLIC WORKS

## Carmel Street Department Fleet Size: 100+

### Supporting strategic decisions with accurate fleet insights

Carmel Street Department faced difficulties related to emissions control, safety and sustainability in managing their diverse fleet. They worked with their reseller and Geotab to help them address each of these operational areas, enabling them to track driver behavior and the positive results of a B20 biodiesel fuel pilot program.

- Dashboard reports indicate a reduction in emissions
- Speeds, braking and acceleration patterns and seatbelt usage are tracked
- Data collection proves what drivers are doing in the field

**Carmel Street Department hopes to reduce emissions by 14-16% in their fleet as a result of switching to B20 fuel.**

"Our mayor and our city council [...] they are very big on numbers, proving the things that we are doing. And Geotab has just gone above and beyond helping us to be able to collect that data to show them that this is the reason why we are doing this."

**Jason Armes**, Street Supervisor,  
Carmel Street Department



## PUBLIC WORKS

### City of Port Colborne Fleet Size: 100

#### Boosting efficiency, safety and materials savings

The City of Port Colborne wanted a faster way of accessing fleet data to submit for insurance-related claims and needed to cut down on materials usage during the winter season. Geotab enabled them to monitor their fleet activities with greater speed and precision through near real-time alerts and driver scorecards. They also used our solution to efficiently track salt usage in their winter operations, reducing waste wherever possible.

- Insurance claims are resolved more efficiently
- Fleet safety is enhanced with near real-time driving insights
- Plans are laid to evaluate their fleet for electrification opportunities

**The City of Port Colborne saved over 500 tons of salt with Geotab's winter operations solution. They're additionally enhancing safety and operational efficiency through our platform.**

"Our supervisor can be at home or off-site and he can view the events so that if [an] operator calls back to say 'The weather is turning bad out here, I need help, I need assistance, we need to pull vehicles off the road,' we can pull that footage anywhere remotely."

**Tim Anderson**, Fleet & Facility Supervisor for the City of Port Colborne

FEDERAL GOVERNMENT

## Natural Resources Canada Fleet Size: 1,237

### Assessing the viability of electrification

As part of Canada's commitment to reduce emissions from government fleets, Natural Resources Canada needed to understand the variables associated with switching to EVs. Geotab's Electric Vehicle Suitability Assessment (EVSA) provided the vital data to guide this transition.

- Analyzes detailed daily vehicle usage data to determine which vehicles were best suited to switch to EVs
- Recommends best available EV model options based on fleet requirements
- Forecasts decrease in fuel consumption and greenhouse gas emissions

The assessment identified a potential savings of \$1.3M across the lifetime of the new electric fleet and a 30% reduction in greenhouse gas emissions.

"The EVSA was a very valuable exercise. Thanks to the analysis, departments have more confidence in acquiring EVs."

**Yves Madore**, Senior Officer,  
Transportation and Alternative Fuels,  
Natural Resources Canada





**PUBLIC UTILITIES**

## **D.C. Water Fleet Size: 610**

### **Improving vehicle safety with fleet management technologies**

D.C. Water searched for a way to monitor how safely its vehicles were being used during daily operations. They decided to switch to Geotab because of its ease of integration, versatility and scalable potential. With our telematics, they're tracking driver behaviors, adopting a predictive maintenance strategy and reporting on activities to keep drivers accountable.

- Reduced potential for vehicle breakdowns in traffic
- Driver profiles help with identifying key improvement areas
- Easy to connect to other compatible third-party systems

## WASTE AND SANITATION

### City of Spokane Fleet Size: 1,000

#### Digitizing a manual waste management operation

The City of Spokane's waste management staff filled two full boxes with paper records – including route sheets – every week. To digitize and boost the overall efficiency of operations, the city implemented a joint solution with Geotab and Geotab Marketplace partner Rubicon.

- Automates previously manual processes for improved efficiency
- Saves thousands of hours of cumulative staff time
- Optimizes routes and integrates with the city's billing system

### The City of Spokane is now saving up to \$25,000 per year on printing costs.

“The savings in printing and paper costs alone are in the thousands of dollars per year, plus we're reducing our environmental footprint.”

**Erica Jacobo**, Senior Continuous Improvement Analyst for the City of Spokane



## State of Utah Police Fleet Fleet Size: 4,700

### Improving police vehicle utilization

The State of Utah Department of Corrections knew there were under-utilized vehicles in its fleet, but it lacked the hard data to confidently downsize. With Geotab, it was easy to access detailed vehicle usage data.

- Breaks down tracking into on-duty versus off-duty and time spent in pursuit mode
- Integrates with emergency lights, sirens and other police equipment
- Maintains a historical record of vehicle use, including individual drivers

So far, Utah has reduced its police fleet by 60 vehicles.

“Geotab gives us a clear picture to better understand cost-saving measures, and make smart decisions based on what our needs are.”

**Dan Black**, Fleet Manager, Department of Administrative Services, Division of Fleet Operations



PUBLIC SAFETY

## Belleville Police Service Fleet Size: 131

Enhancing accountability and public service through telematics data

Belleville Police Service required a telematics solution that would allow them to better demonstrate their activities to the public, promote transparency and provide proper care to their fleet. They implemented Geotab's platform to track officers' driving activities and locations, remain updated on vehicle oil changes and dispatch quicker responses.

- Integrations provide insight on when and where lights, sirens and gun racks are used
- Paperwork reduced with automated mileage reports
- Fewer collisions with accurate speed and seatbelt reports

**Geotab enables Belleville Police Service to save taxpayer funds and better protect their community.**

"The Geotab information is absolutely key and critical for us to ensure that we're being transparent and accountable to the community."

**Mike Callaghan**, Chief of the Belleville Police Service

PUBLIC SAFETY

## Indianapolis EMS Fleet Size: 150+

Running a safer, healthier fleet and reducing fuel expenses

Indianapolis Emergency Medical Services knew they needed a telematics platform after a fatal collision involving an ambulance occurred. They turned to Geotab to help them track driving patterns and vehicle fault codes as well as driver idling within a single solution.

- Less wear and tear on ambulance brakes, saving money
- Maintenance schedules and costs tracked
- Uptime increased as a result of better vehicle care

**We intended the tool to always be first and foremost a guide to us doing things better as an organization.**

"We stick with [the] Geotab device not just because it's simple to put in, but because it is durable, consistent, reliable [and] doesn't require constant manipulation. We intended the tool to always be first and foremost a guide to us doing things better as an organization."

**Kevin Gona**, Deputy Chief of Indianapolis EMS





## STUDENT TRANSPORTATION

### All County Bus Fleet Size: 212

#### Boosting fleet efficiency and mitigating risk

To help keep their students as safe as possible, All County Bus needed a solution that would help them proactively detect collisions and limit hazards during daily transportation. Geotab and Eagle Wireless filled this need by providing them with a solution to prevent collisions, measure driving behavior and reduce risky habits through AI-powered technologies.

- Forward collision alerts help drivers avoid safety incidents on the road
- Lane departure and pedestrian alerts help keep drivers vigilant
- Head and eye movements while driving are monitored

**Geotab made it easy for All County Bus to study data from all their fleet technologies in a single place.**

“Pretty much every solution we’ve looked at has been able to run through the Geotab platform, so that is critical for us to have their dashboard pulling all the other parts together.”

**Donald Gregory**, Owner of All County Bus

# Geotab's leadership in public sector fleet management

Geotab has over one million public sector subscriptions and counting, a testament to the trust agencies and departments have in us to help them run more efficient and effective operations. For all our customers, from the initial discovery phase to solutions implementation and beyond, we're right by their side. Our support processes are built with customer success as the single priority, and our representatives' calls are never tracked by duration. Only by quality. With Geotab, you get more than a telematics solution; you get a partner that is fully invested in your agency's success. We're ready to help you along your fleet management journey and enable your organization to improve its safety, efficiency and sustainability.



# GEOTAB<sup>®</sup>

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