

ENGAGEMENT OVERVIEW

Fleet Technology Implementation

Technology doesn't fix fleet operations. But the right platform, configured correctly and adopted by the team, creates the visibility and structure that makes everything else work.

COMMON FAILURE

Systems go live with default settings that don't match how the fleet actually operates

COMMON FAILURE

Dashboards get ignored because nobody knows what data to act on

COMMON FAILURE

The team wasn't trained on how to use the platform operationally — only how to log in

IMPLEMENTATION PHASES

PHASE 1

Needs Assessment

Wk 1–2

PHASE 2

Implementation Planning

Wk 3–4

PHASE 3

System Configuration

Wk 5–7

PHASE 4

Data Migration

Wk 8

PHASE 5

Team Training

Wk 9

PHASE 6

Go-Live + Support

Wk 10–14

SAMPLE KPI DASHBOARD — POST-IMPLEMENTATION

91%

PM COMPLIANCE RATE

↑ +33pts vs. baseline

94%

FLEET AVAILABILITY

↑ +7pts vs. baseline

1.4d

AVG. DOWNTIME DURATION

↓ from 3.2 days

\$0.18

MAINTENANCE COST / MILE

↓ 22% vs. baseline

VENDOR-NEUTRAL PLATFORM SELECTION

No referral fees. No preferred platform relationships. Recommendations based entirely on your fleet's requirements, budget, and operational model.

Samsara

Motive

Geotab

Verizon Connect

Fleetio

RTA Fleet

UpKeep

Dossier

ENGAGEMENT TIMELINE

9–14

weeks from signed agreement to stable go-live