



EROAD



EROAD GUIDE

Driving Fleet Success

Why Telematics is the future
of fleet management

About EROAD

EROAD is one of Australasia's leading transportation technology and services company.

It is a leading provider of health and safety compliance services, chain of responsibility products, including vehicle inspection, driver behaviour, tax management, and performance measures

EROAD's in-vehicle technology and global electronic platform enables customers to efficiently utilize their capital and reduce the costs associated with fleet operations and management. Security and accuracy of data is off primary concern in EROAD's independently tested platform, you can rely on these to provide credible insight and competitive advantage.



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CREATING CONNECTED VEHICLES FOR OPTIMAL FLEET MANAGEMENT PERFORMANCE

In today's fast-paced, competitive world, a fleet's success and profitability requires the careful management of a myriad of moving parts. Add to this, rising costs, increasing compliance requirements and the need to balance the everyday with bigger picture fleet management responsibilities, and many businesses find resources can be stretched.

But there is a better way. Globally, successful fleets are now embracing new technology such as Internet of Things (IoT), big data and artificial intelligence to help manage and optimise their fleets.

As a result, telematics has created a whole new era of connected vehicles that provide advanced data and insights to fully optimise a fleet's operations.

With an estimated 100 million telematics units in operation worldwide, businesses of all sizes are embracing technology to help monitor, streamline and improve their fleet management systems and processes.

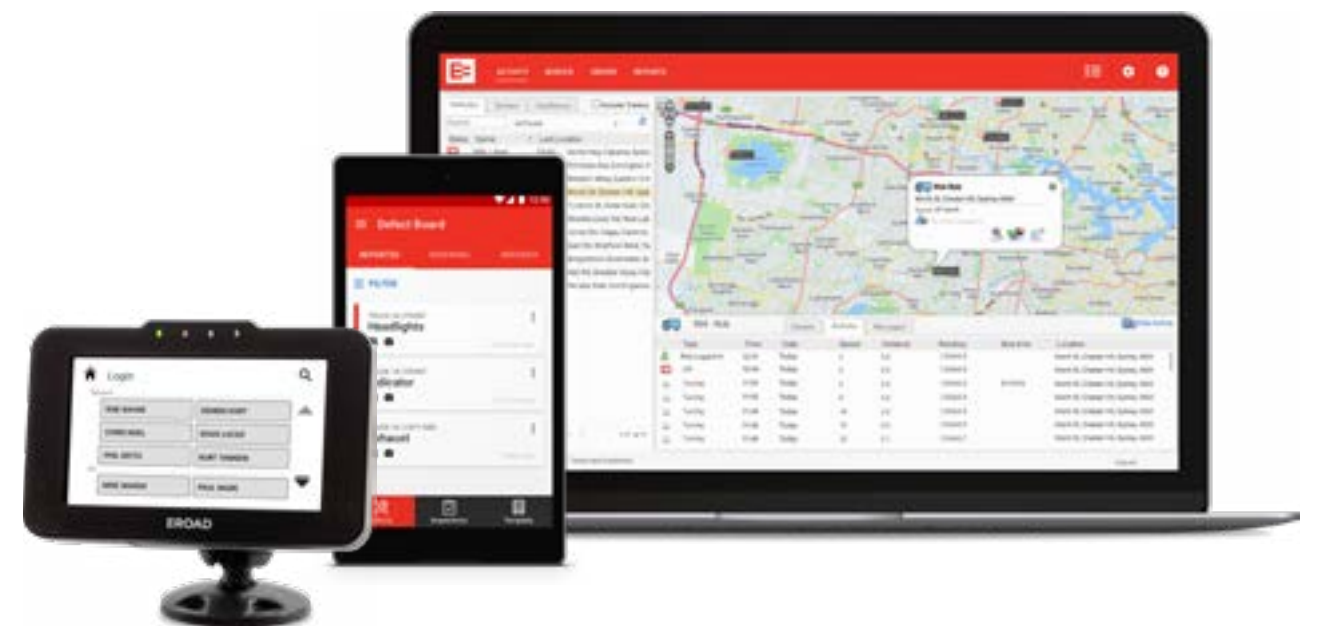
Telematics technology, such as EROAD's award-winning platform now does a lot more than just simply monitor your fleet's GPS location and distance travelled.

Everything from route planning and optimisation, driver and vehicle performance through to safety, productivity, compliance and cost management can now be monitored and continually enhanced to ensure efficiencies are being achieved across all parts of your business.

In effect, it provides you with a 360-degree view of your entire operations and displays the data in such a way that helps you make critical business decisions with a continual improvement mindset.

But how exactly does telematics work and how does it boost the management of your fleet?

Here's everything you need to know about EROAD's cutting-edge, telematics platform and how it can benefit your business.



WHAT IS A TELEMATICS FLEET MANAGEMENT SYSTEM?

Your vehicles produce a huge amount of valuable data every day. Telematics captures that data and combines it, by merging telecommunications and infomatics together, to provide a tailored overview about an individual vehicle or an entire fleet.

This provides powerful insights about your fleet that equips your business with the right tools and confidence to make better, more informed, data-based fleet management decisions.

Telematics, like EROAD’s highly intuitive platform, not only provides you with sophisticated data to help you make better business decisions, but it also automates a range of tasks to free up time and staff to do other things.

EROAD’s [award-winning](#) telematics solution, which has been developed in consultation with our customers, helps improve operational efficiency, increase productivity, manage safety and compliance at the same time as helping manage risk and costs, improve your return on investment and ensure you are delivering the best possible outcomes for your customers.

ONE TELEMATICS PLATFORM, MULTIPLE FLEET MANAGEMENT BENEFITS

At EROAD, we believe fleet technology should be simple, that it should work for you and make the job of managing your fleet easier.

EROAD’s telematics platform helps manage all your vehicles and assets on one platform to service your customers better. It collects a whole range of information about your fleet so you can see trends that are impacting your bottom line or productivity. This includes visibility at an individual level - from a driver to a single vehicle or piece of equipment - to a high-level view of your entire fleet.

Everything from fuel consumption, driver activity, route and job scheduling, speed, vehicle performance, load, maintenance schedules and more can be monitored on a central, cloud-based dashboard for you.

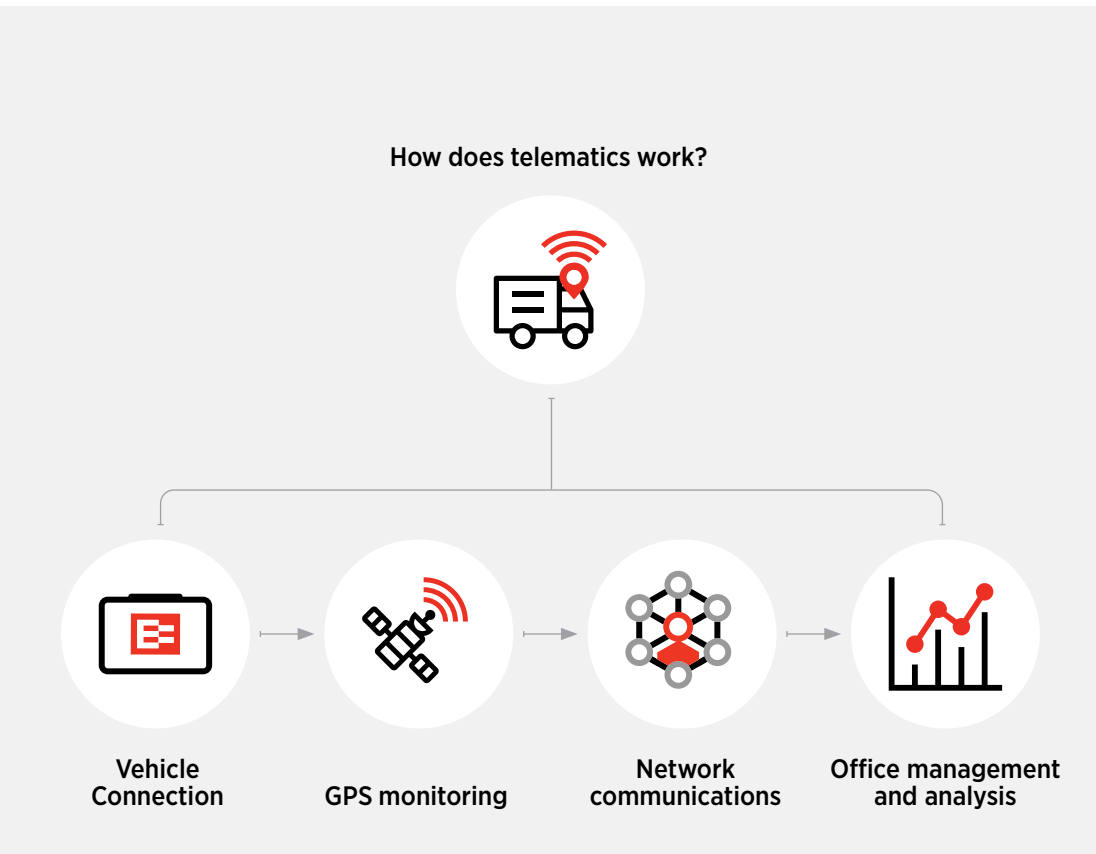
For off-road fleets, EROAD also collects data from heavy equipment and other assets to monitor location, utilisation and also feeds into maintenance schedules.



HOW DOES TELEMATICS WORK?

EROAD’s telematics technology comprises of four key components, which all work together to tell a story about the performance of your vehicles.

- **Vehicle Connection** – Installing EROAD’s telematics devices in each of your vehicles or on equipment allows you to capture key data about what your vehicles are doing at any time. This includes where your vehicles are as well as speed, idling, handling and fuel use. Adding an in-cab device also enables two-way communication with your drivers to optimise your vehicles’ efficiency on the road. Drivers can receive live route updates, driver coaching or provide information and ETAs back to office staff.
- **GPS monitoring** – EROAD’s telematics is supported by GPS vehicle tracking which monitors the location of every vehicle in your fleet with a high degree of accuracy. This allows you to see exactly where your drivers are, what routes they’ve taken and how they are performing.
- **Network communications** – Data collected from your vehicles is then stored and encrypted for security, then transmitted by mobile networks to EROAD’s central database. Satellite communication lets you track vehicles and communicate with drivers even when they’re in remote areas and outside of mobile coverage.
- **Office management and analysis** – EROAD’s cloud-based portal then provides you with easy-to-understand visualisations of your fleet’s activity so you can manage your compliance, health and safety, fleet maintenance and management and identify business trends or issues that can then be addressed.



ALL TYPES OF VEHICLES AND ASSETS IN YOUR FLEET MANAGED ON ONE PLATFORM

No matter what type of business you are in – road transport, services, civil contracting, plumbing, building, landscaping...we can cover you and your vehicles to help comply with health and safety requirements and tax regulations at the same time as improving driver behaviour and business performance.

From heavy and light vehicles to powered and non-powered assets, EROAD's solution has all the bases covered. Telematics is a versatile technology that can be used in a range of different vehicles and assets. This includes:

- Fleet cars
- Light vans/trucks
- Single axle trailers
- Tractor units
- Heavy vehicles, such as haulage trucks
- Buses and coaches
- Specialist vehicles, such as dump trucks, tow trucks and cement trucks
- On and off-road assets such as diggers, mowers, graders and cranes

From the in-cab [Ehubo2 device](#) through to our wired and battery powered [asset tracking devices](#), EROAD ensures you have visibility of your vehicles and assets and the right information you need to ensure they are being fully utilised and delivering on your contract commitments.



KEY BENEFITS OF EROAD’S TELEMATICS PLATFORM FOR YOUR FLEET MANAGEMENT



The key to successfully managing your fleet and running a productive, cost-efficient, safe, well-managed and maintained fleet lies in having visibility of your drivers and vehicles and quality performance data.

EROAD’s award-winning solution provides you with the right tools, big data and insights to manage your fleet. At the same time, it helps create a ‘safety-first’ culture and drives further efficiencies across your business – all on one platform.

EROAD HELPS YOU:



Improve your fleet’s [productivity](#) and efficiency



Nurture a solid [safety culture](#) and [Chain of Responsibility \(CoR\) compliance](#)



Enhance [driver performance](#)



Ensure proactive [service and maintenance](#) scheduling



Enhance customer service and satisfaction levels



Improve work efficiency with geofences



Minimise [Fringe Benefit Tax \(FBT\)](#)



Fleet Management Benefit 1: Telematics improves your fleet's productivity and efficiency

A productive fleet is a high-performing fleet – and that can only be achieved with **great data**.

A key benefit of EROAD's telematics platform is its ability to help businesses identify areas where further efficiencies – both cost-savings or performance enhancements – can be made to ensure your fleet's achieving optimal productivity.

And while driving efficiencies are fundamental to good fleet management, a more productive fleet also means you can service your customers better which can then translate to business growth and a better bottom line for your business.

Here's a few key ways EROAD can help optimise your fleet's productivity and efficiency.

EROAD can monitor your fleet's movements

EROAD's GPS tracking and reporting gives you complete visibility of what your vehicles and assets are doing so you can:

- Verify activity and routes, monitor stops made and time at customer sites
- Identify the most efficient routes with [Trip Investigator](#)
- Improve dispatch and provide accurate ETAs
- Eliminate time wasted tracking down vehicles

Having the power and visibility to better allocate resources, optimise routes and plan schedules more accurately can help lower costs, such as fuel and labour, at the same time as lifting the bar when it comes to providing a high standard of customer service.

EROAD also provides businesses with the ability to geofence specific sites or areas so you have complete visibility of what your assets are doing on a specific site. This includes data on arrival times, time spent on site, distance driven and whether auxiliary equipment was used.



EROAD identifies under-performing vehicles and assets

EROAD can also help identify under-utilised vehicles and areas that need improvements to maximise efficiency rates and work-loads.

You can monitor the idle and working time of each of your vehicles to identify under-performing assets, improve fuel economy and reduce engine wear-and-tear, which can deliver significant improvements to your bottom line.

To maximise route efficiencies, EROAD provides you with data that allows you to check for overlaps and see where routes can be consolidated or shortened, saving time, fuel and vehicle wear-and-tear.



“EROAD's fleet tracking is fantastic but where we're increasingly seeing benefits is in reporting. It's creating more and more information that's really beneficial to our fleet.”

Glenn Coughlan, National Operations Manager, Crown Relocations

EROAD helps reduce fuel consumption

One of the biggest, and most quantifiable areas, EROAD can impact your fleet management is in reducing your company's fuel bill.

Fuel is one of the largest ongoing costs for a fleet, in some cases comprising of up to 20% of total costs*, so ensuring it's being used efficiently can generate huge savings for your business.

Speed, excess idling, vehicle maintenance and route choices all have an impact on the total cost of your fleet's fuel bill.

EROAD provides detailed insights into fuel consumption by vehicle and driver. It helps you understand your fleet's fuel consumption patterns and identify areas or instances of unnecessary fuel use to help reduce overall fuel consumption.

An EROAD study* found that our customers improved their fuel efficiency by an average of 6% after just one year.

It also simplifies fuel management by allowing you to compare fuel records against vehicle distance and location information and identify trends and exceptions across your fleet.

* EROAD Red Paper - [‘Take a fresh look at your fleet’s fuel usage to deliver big savings and sustainability’](#)



“EROAD has impacted our business in a beneficial way. It has so far brought down our speed events from approximately 25,000 per month to 1200. It's reduced our overall fuel bill by approximately 20%.”

Simon Batchelor, Fleet & Procurement Manager, McConnell Dowell

EROAD helps save fuel costs by monitoring speed and erratic/inconsistent driving behaviour

Speed, harsh braking, cornering and acceleration all have a huge impact on your fuel and maintenance bills given vehicles use more power and fuel when driving harder or at higher speeds.

For instance, the power needed to travel at 90 km/hr is 20% less than the power required to travel at 100 km/hr. Research carried out by EROAD shows that reducing peak speeds by just 8 km/hr can save 10% to 15% in fuel consumption.*

Other studies have also shown aggressive driving can impact fuel efficiency by as much as 33% on open roads and up to 5% in built-up areas.**

Organisations that pay consistent attention to EROAD’s driver behaviour analytics have 38% fewer speeding events than organisations that don’t view them at all.

EROAD study, June 2016, across 1344 organisations*

EROAD's driver management software nurtures safe driving practices and safer roads by encouraging positive behavioural change. In effect, it increases driver accountability, facilitates better driving choices at the same time as allowing you to reinforce and reward good driving habits.

EROAD's in-vehicle Ehubo2 device captures essential information on driver behaviour and then provides real-time coaching feedback to the driver to remedy any issues immediately. It also transmits and records the data for viewing on our desktop fleet management and reporting portal – Depot.

Real-time feedback and alerts can bring costs down by saving on fuel, brakes, lowering maintenance costs and, ultimately, reducing the risk of accidents.

* EROAD Red Paper - [‘Take a fresh look at your fleet’s fuel usage to deliver big savings and sustainability’](#)
** <https://fleetmanagement.unl.edu/general/fuelsavingtips.shtml>



“We’ve seen a 100% reduction in speed events since installing EROAD – and zero notifiable incidents.”

Brad Courtney, Fleet Manager, HRV

EROAD can save on fuel costs by monitoring excess idling

Idling is a leading factor in fuel waste. In fact, an EROAD study has found that, on average, 7% of customers’ fuel consumption is burned in non-productive vehicle idling.**
Non-productive idling can prove expensive. Cutting back a small amount of idle time each day can have a massive impact on your fuel bill – in some cases this could add up to thousands of dollars in savings per year.

For a large truck travelling 100,000 km per year, the savings from reduced idling could be worth \$3,000 per year. Across a fleet of 50 vehicles, this can add up to significant annual savings**.
EROAD can identify instances where fuel has been wasted through [excessive or unnecessary idling](#).

*** EROAD Red Paper - [‘Take a fresh look at your fleet’s fuel usage to deliver big savings and sustainability’](#)

“By being able to monitor idling using EROAD Idle reports, Foodstuffs was able to make fuel savings of 4% over less than four months.”

Blair Inglis, Fleet Compliance Manager, Foodstuffs North Island



Will Gunderson, Owner Driver, Foodstuffs North Island

EROAD can save fuel and other costs by optimising routes

Improving routes by even a small percentage can make a big impact on reducing fuel usage and costs.
EROAD helps reduce time and fuel costs by helping you identify the most efficient (or direct) routes. Not only does this cut down on fuel consumption, but also on vehicle wear-and-tear as well as carbon emissions (and your fleet’s overall carbon footprint).

This helps reduce the amount of time drivers spend behind the wheel (by driving fewer kilometres) and, combined with trip and fleet utilisation reports, boosts driver productivity. In effect, it enables your drivers to get more work done in the same amount of time or less, lowering costs and improving customer satisfaction.

EROAD helps save fuel and repair costs with regular scheduling of vehicle maintenance

Well-maintained engines typically use less fuel. EROAD’s Service helps you identify small problems before they become big, costly ones to keep your engines in top condition. It simplifies maintenance with automated service scheduling based on time lapsed, distance travelled or engine hours, plus it provides a full service history archive.

EROAD helps reduce insurance costs

One area that is often not well known is how telematics has the potential to lower your fleet’s insurance costs.
Insurance companies are consistently looking to telematics technology to provide customers with a more accurate insurance cost based on real driver behaviour. By installing EROAD in your vehicles, you can potentially reduce your insurance excess and premiums by participating in targeted insurance programs*.

CASE STUDY

Wholesale food distributor, Bidfood uses EROAD to help manage its 640-strong fleet.

It sits in the top 25 percent of companies using EROAD’s system which has resulted in Bidfood qualifying to have its excess waived in certain cases under its insurance company’s driver programme.



In addition, EROAD also offers anti-theft functionalities with its [Asset Tracker](#), an ultra-small, waterproof, satellite-ready tracking device which accurately tracks and monitors mobile assets, wherever they are located, and provides a daily location update.
As a result, your trucks are better insured against theft, especially as these types of anti-theft tracking devices are able to pin-point the exact location of the stolen vehicle.

* Not all insurance companies offer discounts for utilising vehicle tracking systems

EROAD helps reduce the paper work and admin

EROAD's telematics platform automates many of the key requirements of compliance for FBT as well as collating a range of other fleet management information.

Paper logbooks are prone to mistakes and missing information, which exposes you to risk.

EROAD's in-cab [electronic FBT Logbook solution](#) collects real-time vehicle data and automates the entire logbook process to record time, data, mileage and the nature of the trip at the touch of a button. No more filling in paper logbooks and hours of admin.

What's more, it saves your drivers time so they can focus on what's most important – safe, efficient driving!

You can also say good-bye to paper inspection checklists and piles of defect job notifications with EROAD's maintenance solution to keep vehicles safe and on the road. Defects can be captured on the spot – either via a mobile device or EROAD's [Ehubo2](#) – which is immediately uploaded to the EROAD Defect Board on Depot.

Not only does it make the process easier for your drivers to complete and your business to action, EROAD helps provide clear evidence of compliance with health and safety obligations



Fleet Management Benefit 2: EROAD nurtures a solid safety culture and Chain of Responsibility (CoR) compliance

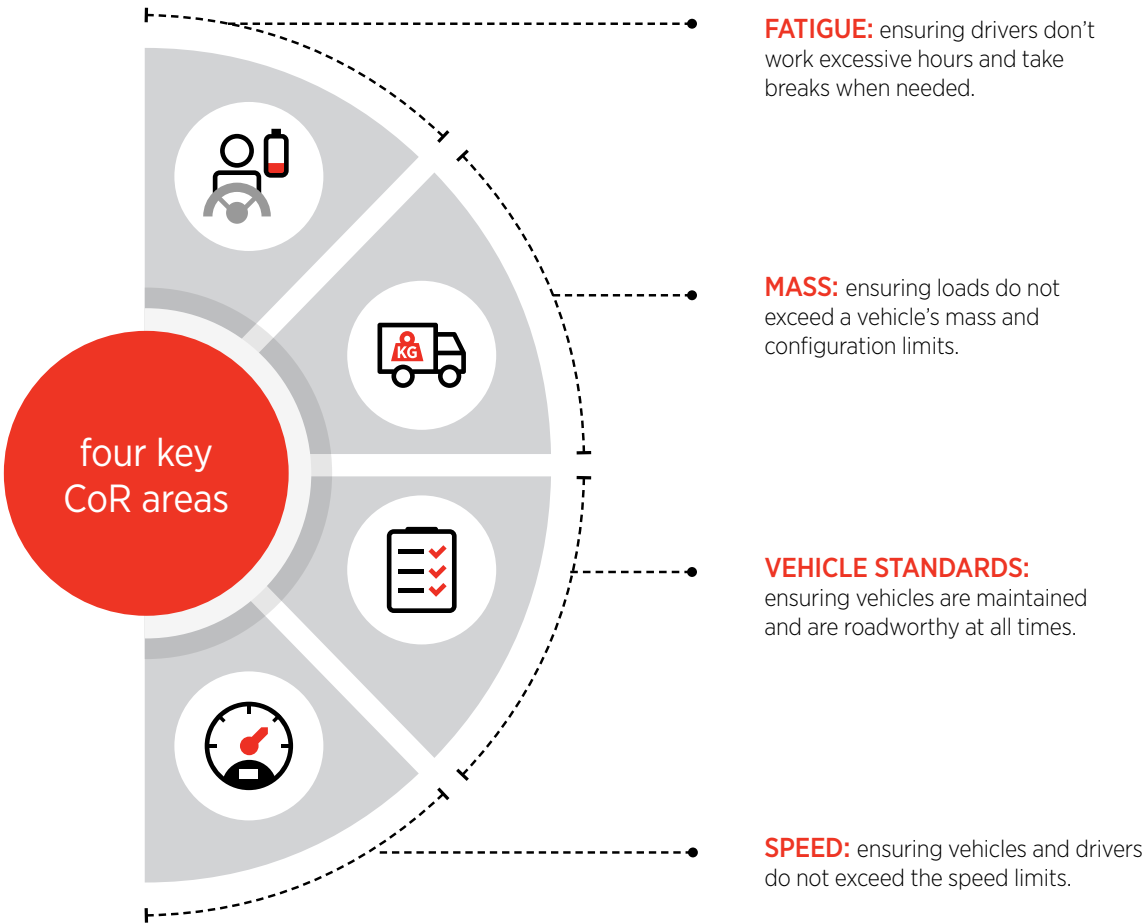
Better visibility, analytics and driver engagement means **safer drivers, safer vehicles and safer roads.**

The safe operation of your vehicles is a direct reflection of a well-run, productive fleet. Not only is it the right thing to do, it is also a requirement of the under the Heavy Vehicle National Law (HVNL) and the revised [Chain of Responsibility](#) safety legislation. Having the right organisational culture and systems in place is essential to ensure everybody in your supply chain is aware of, and are performing to, their safety obligations.

EROAD's [award-winning](#) fleet management solution puts safety at the forefront of everything. It helps improve your safety management practices by monitoring every aspect of your driver's, vehicle's and equipment's performance so you can address issues quickly and also nurture a strong safety culture.

EROAD enhances your CoR compliance and safer roads

Your fleet is required to comply with four key Chain of Responsibility areas. This includes:



EROAD can play a key role in helping manage compliance for each of these areas to create safer drivers, safer vehicles and safer roads at the same time as a higher performing fleet.

EROAD's [Ehubo2](#) allows you to monitor everything from who's in the driver's seat, for how long and where they are as well as speed, seatbelt use and maintenance issues.

In 2018 EROAD received the [Brake Fleet Safety Award](#) acknowledging EROAD's positive impact in creating safer drivers, vehicles and roads.

It also allows for two-way messaging so you can stay in touch with your drivers and provides real-time in-cab feedback and coaching to help maintain good driving habits.

Speed

Telematics devices have traditionally enabled companies to track speed against open road speed limits. EROAD has taken that one step further by tracking against [posted speed limits](#) and making driving event data available to fleet managers via an online portal.

EROAD's [Ehubo2](#) enables you to identify not only vehicle activity, but also which driver was in the vehicle at the time via an onscreen driver login. Better visibility, analytics and driver engagement helps encourage safer drivers and safer roads.

Driver accountability is shown to have a very real impact on speed and road safety.

An EROAD study found that vehicles where the driver was logged in had 50% less speed events than vehicles with no identified driver.

Source: EROAD's [‘The Power of Accountability’ White Paper](#)



Proactive management of vehicle maintenance

EROAD's [Inspect](#) gives you the ability to proactively track vehicle defects easily by capturing them during vehicle inspections and displaying them on the Defect Board — ready for you, or your team, to take action.

Drivers can carry out a vehicle inspection by either using EROAD's app on any mobile device or via the in-vehicle [Ehubo2](#) device to record the actions required.

EROAD also allows you to schedule regular service and maintenance on your vehicles to ensure your fleet is kept in top condition. This ensures you have a solid track record for your compliance and enhances your productivity at the same time as minimising unexpected maintenance costs.

Managing driver fatigue

Driver fatigue is a key factor in ensuring workplace health and safety for any business using heavy vehicles. Ensuring your drivers work reasonable hours, aren't held up unnecessarily and take proper breaks is now the responsibility of everyone in your chain - from senior managers running your operation, to schedulers, to those loading and unloading your trucks.

Managing driver fatigue involves recognising when fatigue events are actually happening and helping to mitigate them. It's also important to proactively identify fatigue triggers before they occur and make sure drivers and their vehicles are safe before they even leave your depot.

EROAD helps manage driver fatigue by monitoring the distance and time a vehicle has been running. Fleet managers can easily monitor driving time on our desktop fleet management and reporting portal – Depot.

EROAD's intuitive platform also helps mitigate fatigue risk through better trip planning so drivers and vehicles are safe even before they leave the depot.

Ensuring responsible mass to load constraints

Under Chain of Responsibility, everyone is responsible for what is loaded onto a truck.

EROAD's Depot gives schedulers a single view of current and scheduled jobs combined with full vehicle details, through our Partner Gateway and integration with key job management platforms like ICOS live and MyTrucking.

It also allows for two-way messaging so you can stay in touch with your drivers and provides real-time in-cab feedback and coaching to help maintain good driving habits.

Staying across your partner activities is also imperative to your CoR compliance as well as maintaining a good safety record.

EROAD's [Share](#) provides you with the ability to share vehicle activity and driver behavior reports with sub-contractors and other businesses up and down your supply chain, so you have visibility of their vehicles too.

This means you can proactively manage your CoR compliance to ensure they are meeting the same high standards you expect from your own drivers, as well as your duty of care obligations.

Visibility of your sub-contractors' vehicles means you can ensure the same high standards you expect from your own drivers, and better meet your Chain of Responsibility obligations.



“We now have the same level of visibility across our owner driver fleet as we do of our company fleet which means we can now better manage all their compliance. We thought we were good and now, with EROAD Share across the fleet, we know we are good.”

Barry Raymond, CEO, Freightlines

Fleet Management Benefit 3: EROAD enhances driver performance

Your drivers also hold a significant amount of responsibility for the safe and optimal operation of your vehicles. Accidents, traffic violations and other risky driver behaviours cost your business in a number of ways – reputational, financially, operationally and even legally.

The key to creating a safer driving culture is to not only monitor driver behaviour – but to also use the data and insights gained to make your drivers more aware of issues and help coach them to be safer.

EROAD’s telematics solution provides visibility of your drivers and their on-road performance. It increases accountability, facilitates better driving choices at the same time as allowing you to reinforce and reward good driving habits. In effect, it helps nurture safer driving by encouraging positive behavioural change.

“Not everyone is taught how to drive correctly, how to manage their day and so on. It might just be a simple gear change in the wrong rev range and the driver is getting into the red zone instead of sitting in the most economical zone.

We use EROAD as a safety tool but data’s power. The more data you have, the better you can run, the more efficient you can become. The more efficient we become, the more we can give to the staff.”

Andrew Forbes, Director, Challenge Logistics



It achieves this by bridging the gap between after-the-event management reporting and in-cab, behind-the-wheel influence on driver behaviour.

EROAD’s [Leaderboard](#) provides you with an inside view of your fleet based on key driver metrics, enabling you to set up effective driver training and reward programmes.

It also helps you reward great driving by using gamification to encourage proactive driver improvement with a bit of healthy competition. Drivers can be scored on key driver metrics, with rankings showing how your drivers compare with each other and against industry driver benchmarks. You can also benchmark your drivers against their industry peers and compare them to the EROAD community of 100,000+ vehicles.

EROAD has found that organisations that pay consistent attention to EROAD’s driver behaviour analytics have 38% fewer speeding events than organisations that don’t view them at all.

Source: EROAD’s [‘The Power of Accountability’](#) White Paper

EROAD’s customisable reports allow you to organise the data by driver so you can coach those who need it at the same time as incentivising and rewarding drivers who improve or excel.

EROAD’s [Ehubo2](#) supports drivers with data and live in-cab notifications on speeding, harsh braking, cornering and sharp acceleration so they can make safer decisions while they’re on the road. It also allows for two-way messaging so you can stay in touch with your drivers while they’re out on the road.

Driver accountability has a very real impact on speed and road safety. An EROAD study found that vehicles where the driver was logged in had 50% less speed events than vehicles with no identified driver.

Source: EROAD’s [‘The Power of Accountability’](#) White Paper

EROAD helps you keep track of your driver’s hours and also lowers the risk of accidental non-compliance with fatigue and rest time rules.

Speeding isn’t the only driver behaviour that increases the risk of accidents or injury and fleet down-time. With EROAD, you can also monitor seat belt usage, harsh braking and acceleration to help improve driver safety.

Ensuring your drivers are safe on the road can also provide other benefits to your business such as reduced fuel and maintenance costs, less vehicle downtime, reduced fines and penalties, happier drivers and customers!

Installing EROAD in your vehicles may also help reduce your insurance premiums and excess if you can show you are in the top 25% of drivers on EROAD’s Leaderboard.

And in those rare cases where drivers might be falsely accused of speeding or reckless driving, you also can refer back to precise data on EROAD’s platform to confirm the vehicle’s speed and location at the time.

Visibility of sub-contractors and partners

Keeping track of your contractors and partners is also a vital part of your operations. Not only do they represent your business, but they are also a vital part of your supply chain so you need to ensure they are working to your high standards as your drivers and also comply with CoR legislation.

EROAD’s [Share](#) provides you with the same visibility of their fleets as you have of your own. This can enhance productivity and your ability to ensure the safety of all drivers working for you. It simplifies health and safety compliance by showing you the location of all vehicles and also how they are being driven. You control which vehicles are shared, for what period, and the driver behaviour reports they appear in.

You can then coordinate resources and simplify dispatch and job management. Being able to share data across your drivers provides better visibility of your operations and helps you deliver a high-quality service to your customers.

Fleet Management Benefit 4: EROAD ensures proactive service and maintenance scheduling

EROAD can play a key role in maintaining a healthy fleet and also reduce the risk of unexpected repair costs. With fleet-based businesses, maintenance costs can hit hard, especially when they are unexpected. Vehicle defects can also cause costly delays or vehicle down-time.

EROAD's [Service](#) and [Inspect](#) features gives you the ability to track and stay on top of vehicle issues easily to pre-empt problems so they can be rectified quickly before they become expensive issues.

EROAD Inspect lets you carry out pre and post-trip vehicle inspections - using either EROAD's App on a mobile device or the in-vehicle [Ehubo2 device](#) - to record any defects that need to be fixed or maintenance to be completed.

Any items that drivers report as failed or need attention then feed straight into the defect management portal to manage and monitor repairs. The Inspect portal is a fully auditable tool to help identify when faults were reported, when they are booked in for repair and when the repair was completed.

Not only does it the Inspect portal make the process easier for your drivers to complete, and therefore more likely to be done properly, it can also serve as proof of your compliance with health and safety obligations.

You can generate reports which capture the original inspection record, along with its resolution and who actioned each item.

EROAD's [Service module](#) also allows you to schedule services based on time lapsed, distance travelled or engine hours to ensure you're compliant with your company, regulatory and insurance requirements.

It also means you can accurately keep a complete service history archive.

Create customisable defect templates

EROAD's Depot enables you to create customisable inspection templates that match your vehicles and assets. Once defects are loaded, they appear on the Defect Board - enabling you to view, prioritise and action reported defects. [Inspect](#) reports can be used to provide you with a full audit trail of defects, their resolution and who certified the repair.

Better maintenance can also assist in reducing idle times as well as improve fuel efficiency. You save time and manage costs – including reduced overtime caused by unexpected breakdowns and repairs – while operating your entire fleet more efficiently.

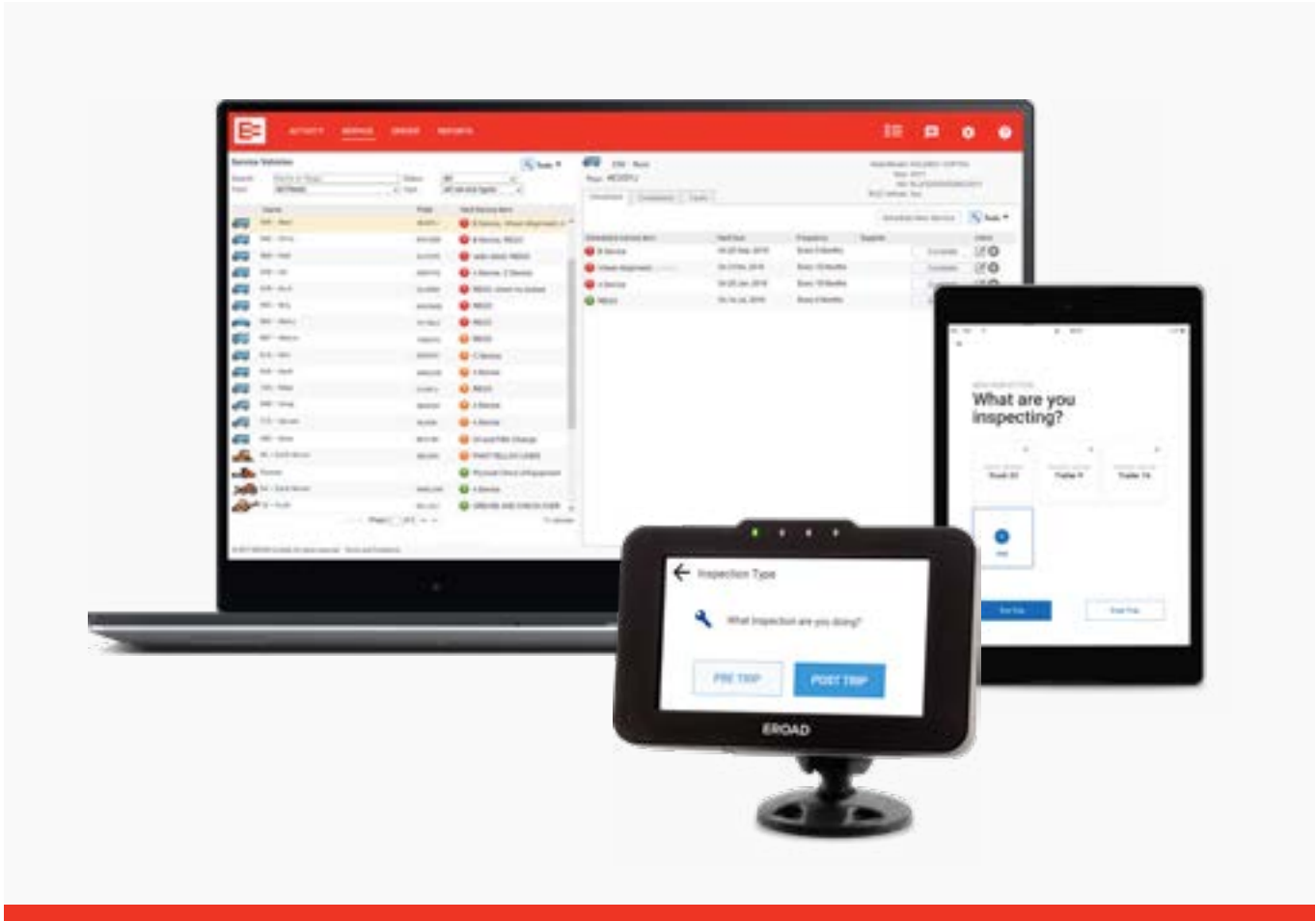
Wheel safety alerts

Wheel loss on a vehicle is a huge risk to your drivers, the public and your business – and failure to re-tighten wheel nuts after a short period of in-service running is a key risk factor.

EROAD takes the guesswork out of when you need to re-torque wheels after a tyre change. EROAD's [re-torque alerts](#) uses distance travelled from our highly accurate in-cab unit the [Ehubo2](#) to ensure your drivers know exactly when the wheel nuts should be re-checked for correct torque.

An automated message will go straight to the driver in their cab – appearing on the Ehubo2 screen. This will let them know that a re-torque is needed and prompt them to complete the task as soon as possible.

Fleet managers and despatchers are also notified on their Depot software – to make sure that nothing is missed.



Fleet Management Benefit 5: EROAD enhances customer service and satisfaction levels

In today's digitally-charged, data-driven world, customer expectations of a fast, efficient and transparent service (within the boundaries of the law) are now expected from all companies.

EROAD can give you the right tools to ensure your fleet can deliver consistently to your service levels.

EROAD's GPS tracking provides visibility of your fleet, and that of your contractors, so you can schedule jobs effectively based on the location of each vehicle in your fleet. It monitors and gathers vital data on when they left, arrived at specific sites, how long they spent on site, how far they travelled and when auxiliary equipment was used.

You can also monitor what jobs were completed, which driver was in the vehicle and for how long. This allows you to schedule jobs effectively based on the location of each vehicle in your fleet.

Your dispatchers can also make constant route adjustments based on changes in the traffic, vehicle availability or weather conditions or switch resources around to ensure deliveries reach your customers when they need to.

At the same time, you can keep clients informed of estimated arrival times, building trust and customer satisfaction along the way.

You can also analyse and use the data from completed jobs to make decisions that better serve your customers in the future.

Fleet Management Benefit 6: Improve work efficiency with geofences

EROAD can automatically monitor or geofence your off-road travel and also accurately monitor when your vehicles and equipment are at specific work sites.

The nature of work carried out by some companies, such as construction or local government, requires them to also sometimes work on or close to a public road – i.e. a waste-water tunnel replacement or the construction of a new over-bridge. Some depots are also located flush or closer than 30 metres from the centre line of a public road.

In these cases, EROAD's smart telematics software allows you to create a temporary 'geofence' or 'buffer' zone around that area in order that may not typically be deemed an 'off-road' area – such as a construction site immediately adjacent or on a public road – to deem it a temporary 'off-road' work area.

You can also geofence specific depots or customer sites so you can see when your vehicles arrived, how long they were there and who was in the vehicle at the time to maximise your efficiency and customer service levels.



Fleet Management Benefit 7: EROAD minimises Fringe Benefit Tax (FBT)

If your business runs a fleet, it's quite likely you are already paying FBT. But with so many changes to the FBT laws over the last five years, have you ever stopped to evaluate which operating method is now right for your business?

Most businesses opt to use the statutory FBT method, which is based on a car's cost price, because it is generally easy to administer as it doesn't require you to keep a logbook. But with the gradual introduction of a flat FBT rate of 20% (in 2011), some businesses could unwittingly be paying too much under this method.

Alternatively, if you are already using the operating cost method, which is based on the operating costs of the car, but still using paper logbooks for your FBT, you already know how much of a challenge it is to keep accurate records.

EROAD's [electronic FBT logbook](#) now makes it easier to collect the right data to comply with the Australian Taxation Office's (ATO) requirements under the operating cost method – which could save you significant time, money and admin.

EROAD's in-cab electronic FBT Logbook solution collects real-time vehicle data and automates the entire logbook process to record time, data, mileage and the nature of the trip at the touch of a button – saving significant time and money. No more filling in paper logbooks and hours of admin.

EROAD provides complete visibility of your fleet and also allows you to maintain usage logs throughout the year to ensure the 12-week period of records selected for your FBT properly reflects the average usage of the vehicle.



EROAD’S FLEET MANAGEMENT TOOLS: A SUMMARY

EROAD’s Fleet Productivity Tools

- **Utilisation Reports** allow you to see vehicle or group utilisation percentages based on running hours or distance.
- **Trip Investigator** allows dispatchers to track departure and arrival times to optimise routes. Dispatcher visibility of a driver’s logbook also enables efficient allocation of jobs.
- **Advanced geofence tools** provide such things as time alerts for vehicles running behind schedule.
- **EROAD’s Pool Booking** assists in better utilisation and ‘right sizing’ your car pool.
- **Integration with job management providers** like My Trucking can provide income per kilometre reports for profitability analysis.
- **Fuel Efficiency** reports deliver a view of performance using a simple traffic light rating system. It rates vehicles against the fuel efficiency benchmark for Make and Model, across EROAD’s national fleet, allowing you to easily identify vehicles which have room for improvement, and to make vehicle purchasing decisions based on fuel efficiency.

EROAD Health and Safety Tools

- **Real-time in-cab driver behaviour coaching** means you can monitor live vehicle and driver behaviour and deliver coaching and scoring to a driver directly in-cab. You can also benchmark your drivers against their industry peers and compare them to EROAD’s population of 100,000+ vehicles.
- **Leaderboard** shows how your drivers compare within your organisation and to EROAD’s industry benchmarks and tracks how they perform over time, with scores based on key driver metrics.
- **Driver Insight** highlights specific areas for improvement and key messages, making it easy to empower your drivers to adopt safe driving habits.
- **Virtual Speed Camera** helps you pinpoint areas of risk and set safe operating speeds for your fleet. You can create geofences around your key high-risk areas such as customer sites, loading zones and schools and set specific limits.
- **Over Speed Dashboard** provides a record of vehicle speeding events that exceed posted speed limits. It provides an overview of speeding behaviour across your fleet, including trends, and enables you to focus on individual speeding events.
- **Max Speed Alert** provides real-time speeding notifications to help you meet health and safety compliance, avoid the costly impact of an on-road incident and support driver training and incentive programmes.
- **Trip Investigator** improves driver fatigue. It shows you exactly where your vehicles have travelled the previous day or week and allows you to identify excessively long trips and after-hours travel.
- **EROAD Share** provides visibility of sub-contractor fleets.
- **EROAD Electronic Logbook** supports fatigue management and compliance with work and rest time requirements.
- **EROAD Inspect and Service modules** ensure your fleet is healthy, well maintained and safe.



EROAD’s Driver Performance Tools

- **Real-time, in-cab driver behaviour coaching** allows you to monitor live vehicle and driver behaviour and deliver coaching and scoring to a driver directly in-cab. You can also benchmark and compare your drivers against their industry peers.
- **Drive Buddy** provides real-time feedback and alerts to enable drivers to develop and maintain good driving habits.
- **Messaging** allows you to stay in touch with individual drivers or your entire fleet.
- **Seatbelt Monitoring** reminds the driver to buckle up and also sends a notification to your fleet manager
- **Posted Speed** provides drivers with the real-time road network speed data.
- **Leaderboard** compares your drivers with other fleets and vehicles in the EROAD network and allows you to coach drivers towards better driving, safer behaviour.
- **Driver Insight** highlights specific areas for improvement, making it easy to empower your drivers to adopt safe driving habits.
- **Virtual Speed Camera** helps pinpoint areas of risk and set safe operating speeds for your fleet. You can create geofences around high-risk areas such as customer sites, loading zones and schools and set specific limits.
- **Over Speed Dashboard** provides a record of vehicle speeding events that exceed posted speed limits. It presents an overview of the speeding behaviour across your fleet, including trends, and enables you to focus on individual speeding events.
- **Max Speed Alert** provides real-time speeding notifications.
- **Trip Investigator** shows where your vehicles have travelled the previous day or week, and identifies excessively long trips and after-hours travel.



EROAD’s Fleet Servicing and Maintenance Tools

- **EROAD [Inspect](#)** (Mobile or In-Vehicle) helps capture vehicle defects and displays them on the Defect Board. Drivers can carry out a vehicle inspections on their mobile or in [Ehubo2](#).
 - **Inspect Mobile** walks you through the inspection process using customisable templates to capture defect details with messages and photos. Details are visible in the Defect Board and Inspect reports alongside existing defects.
 - **Inspect In-vehicle** provides customisable templates in Ehubo2 to make the whole inspection process quick and easy. You can also access [Vehicle Compliance Reports](#) to make sure you are on top of defect resolution.
- **Inspect Depot** enables you to create customisable inspection templates that match your vehicles and assets. You can view, prioritise and action reported defects e.g. broken seatbelt. Inspect reports provide you a full audit trail of defect capture, resolution and who certified the result.
- **[Service](#) Module** allows you to schedule regular vehicle maintenance.

EROAD’s Asset Tracking Tools

- **Independent Auxiliary Equipment Monitoring** gives full visibility and tracking of your auxiliary equipment usage – including hours of usage and location tracking that enables accurate proof of service reporting and service management.

Asset Tracking Devices

- **[Ehubo2](#)** is installed in-cab and tracks and manages all aspects of your road assets and vehicles.
- **[ETrack Wired](#) – Asset Tracker** takes care of tracking your powered assets and equipment when you need a full tracking and management but no in-cab experience.
- **EROAD [Asset Tracker](#)** accurately tracks and monitors trailers, generators, and other mobile assets, wherever they are located.

EROAD’s Insights Overview

- **EROAD Depot** allows you to view and monitor your vehicles in real time from any web- enabled device. Depot is home to a range of powerful tools and insightful reports, all designed to help you better manage your business.

EROAD HAS YOU COVERED

From heavy and light vehicles to powered and non-powered assets – our solution has all your bases covered.

EROAD provides industry leading data on driver behaviour and health and safety capability in addition to tracking your fleet. Combined, you get the information you need to ensure your fleet is being fully utilised and delivering on your contract commitments, SLA's and customer needs.

No matter what business you are in – road transport services, civil contracting, plumbing, building, landscaping – we can ensure you comply with health and safety requirements, tax regulations and, at the same time, enhancing driver behaviour and business performance.

ONE SECURE PLATFORM YOU CAN RELY ON

Our powerful solutions are created with our customers in mind - from the driver behind the wheel to the team behind the scenes. You can rely on EROAD for accuracy, security and reliability.



SECURITY

We regularly conduct independent security testing. All vehicle data collected by EROAD is confidential and remains the property of the fleet owner.



RELIABILITY

Our solution has historically achieved an industry-leading 99.98% service uptime.



ACCURACY

EROAD's hardware accurately records distance within $\pm 0.5\%$ of distance.

ABOUT EROAD

EROAD is one of the fastest growing fleet management companies in Australasia.

EROAD believes every community deserves safer roads that can be sustainably funded.

EROAD provides support to thousands of businesses in Australia, New Zealand and the United States rely on EROAD to help them run their businesses safely, efficiently and productively.

EROAD also provides valuable data analytics to universities, government agencies and others who research, trial and evaluate future transport networks. This data supply enables those who use the roads, to influence the design, management and funding of future transport networks.

EROAD's award-winning solution

EROAD has been recognised for a number of safety, business and technology awards.

In 2018 EROAD received the Brake Fleet Safety Award acknowledging EROAD's positive impact in creating safer drivers, vehicles and roads.

EROAD's solutions have also received multiple awards including the Deloitte Fast 50 Master of Growth, Asia Pacific.



**Step into the future of fleet management.
Start your journey with EROAD today!**



EROAD



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