



EROAD



EROAD GUIDE

How a telematics system can unlock major benefits for your fleet



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- Maximise your fleet's **efficiency** and **productivity**
- Enhance your **Chain of Responsibility (CoR) compliance**
- Maximise your **Fuel Tax Credit (FTC) rebates**
- Maximise your fleet's **efficiency** and **productivity**
- Reduce costs by **monitoring** your fleet's **performance** and **maintenance schedules**
- Keep track of your fleet's location to **optimise routes**
- Improve **driver safety** and **performance**
- Save **time** and **money** on your fleet's **Fringe Benefit Tax (FBT)**
- **Reduce admin** and paper-work

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.

HOW TELEMATICS TECHNOLOGY IS REVOLUTIONISING FLEET MANAGEMENT

The last decade has seen a new era of connected fleets emerge, with telematics technology leading the charge and creating a whole new world of possibilities for businesses.

From managing a handful of vehicles to a substantial fleet, telematics technology enables businesses to optimise their operations with a continual improvement mindset.

Telematics devices aren't new – they've been around for over 30 years. What is new though is their advanced functionality and the way some combine data and insights to better manage fleets of all sizes and drive business success.

These days, telematics goes well beyond merely tracking a vehicle's whereabouts. Everything from fuel consumption, scheduling, vehicle activity, speed and driver behaviour to vehicle location, performance and maintenance schedules can be monitored on a central, cloud-based dashboard for you.

TELEMATICS GIVES YOU THE COMPLETE PICTURE ON YOUR FLEET

In effect, you get a bird's-eye view of your entire fleet, its overall health, safety, compliance, profitability and productivity at the touch of a button. You can also respond to events as they happen.

As a result, the use of telematics technology is increasing at an accelerating rate. It's estimated there are now over 100 million* telematics units in operation around the world.

Let EROAD show you why **thousands of businesses**, of all sizes, are already using its smart telematics platform to run their businesses better.



WHAT IS TELEMATICS?

Put simply, telematics merges telecommunications and information technology, or informatics, together to gather a wide range of data about an individual vehicle or entire fleet. That information provides powerful insights that equips your business with the confidence to make better, more informed, data-based decisions.*

WHO NEEDS FLEET TELEMATICS TECHNOLOGY?

With multiple benefits, telematics technology has now become part of the every-day monitoring and operations for a wide range of industries.

From construction, transport and site excavation companies to local and central government, utilities and general fleets, a wide range of organisations now have a better finger on the pulse and are optimising their fleets with the power of telematics technology.

Telematics is a versatile technology that can also 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

ONE TELEMATICS PLATFORM, MULTIPLE BENEFITS

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

Our advanced telematics system helps you manage all your vehicles and assets on one platform. This improves operational transparency, enhances your safety and compliance at the same time as helping you service your customers better.

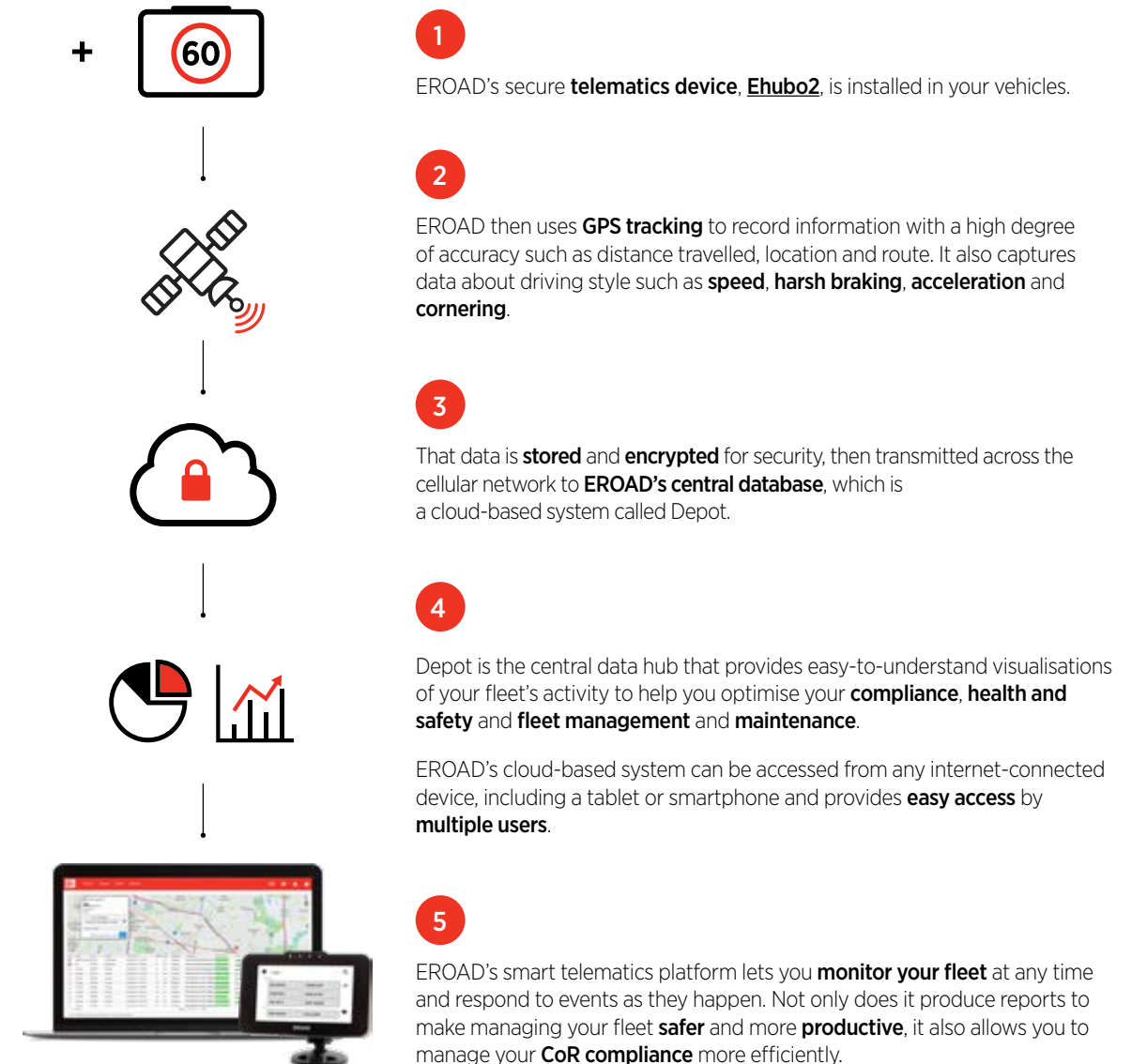
* <https://www.mckinsey.com/business-functions/operations/our-insights/driving-value-from-fleet-telematics>





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

HOW EROAD'S TELEMATICS SYSTEM WORKS



ONE TELEMATICS PLATFORM THAT TAKES CARE OF EVERYTHING

EROAD’s advanced telematics technology goes beyond just tracking your assets. It collects the right data to provide you with a deep understanding of your business to not only give you peace of mind it’s performing as it should, but it’s also operating as safely as possible.

EROAD’s award-winning solution provides you with the right tools, big data and insights to help manage a range of fleet management challenges.

At the same time, it helps create a ‘safety-first’ culture and drives efficiencies across your business – all on one platform.

This includes:



Enhanced safety and Chain of Responsibility (CoR) compliance



Maximising Fuel Tax Credits (FTC)



Increasing productivity and efficiency



Facilitating more accurate Fringe Benefits Tax (FBT)



Monitoring and managing your driver’s performance



Reducing fuel and maintenance costs



Reducing insurance excess and premiums



Ensuring your fleet’s health and maintenance



Cutting down on admin



Enhancing your customer service

1. Safety and CoR compliance

With the Heavy Vehicle National Law (HVNL) and the new [Chain of Responsibility](#) safety legislation now in full force, it’s essential you have the right organisational culture and systems in place to ensure everybody in your supply chain is aware of, and are performing to, their safety obligations.

EROAD enhances your CoR compliance and safer roads

The key to your fleet’s safety and Chain of Responsibility compliance is having the right tools to ensure your business complies with four key CoR areas.

- **Speed:** ensuring vehicles and drivers do not exceed the speed limits
- **Vehicle standards:** ensuring vehicles are maintained and are roadworthy at all times
- **Fatigue:** ensuring drivers don’t work excessive hours and take breaks when needed
- **Mass:** ensuring loads do not exceed a vehicles’ mass and configuration limits

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 [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’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.

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



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

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.

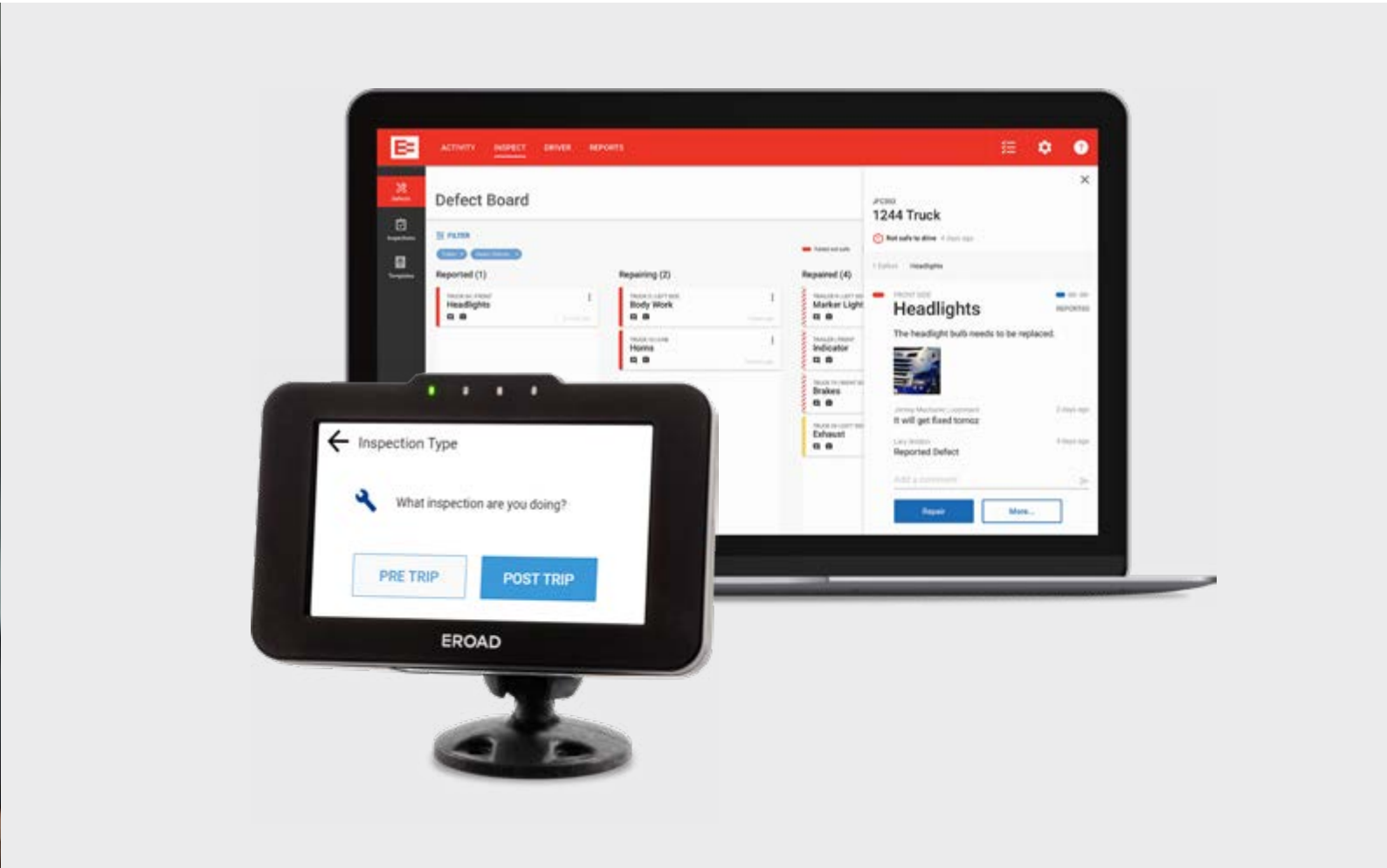
Managing driver fatigue

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 information 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.



“We now have the same level of visibility across our owner driver fleet as we do of our company fleet and 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

2. Maximising your fleet’s efficiency and productivity

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

Telematics technology provides **data** – data provides **insights** – insights mean **power!**

EROAD's multi-functional platform allows you to track every aspect of your operation to identify areas of improvement to maximise your productivity and efficiency.

EROAD's advanced telematics solution gives you complete visibility of your fleet to maximise performance. It enables you to manage all your vehicles and assets on one platform, improve your operational transparency, enhances your safety and compliance at the same time as helping you service your customers better.

Everything from fuel consumption, scheduling and prioritisation, vehicle activity, speed and driver behaviour, vehicle location, performance and maintenance schedules can be monitored and displayed on a central, cloud-based portal for you.

In effect, you get a bird's-eye view of your entire fleet, its overall health, safety, compliance, profitability and productivity at the touch of a button. What's more, you can easily identify areas that need focus and actively respond to events as they happen.



“EROAD 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.”

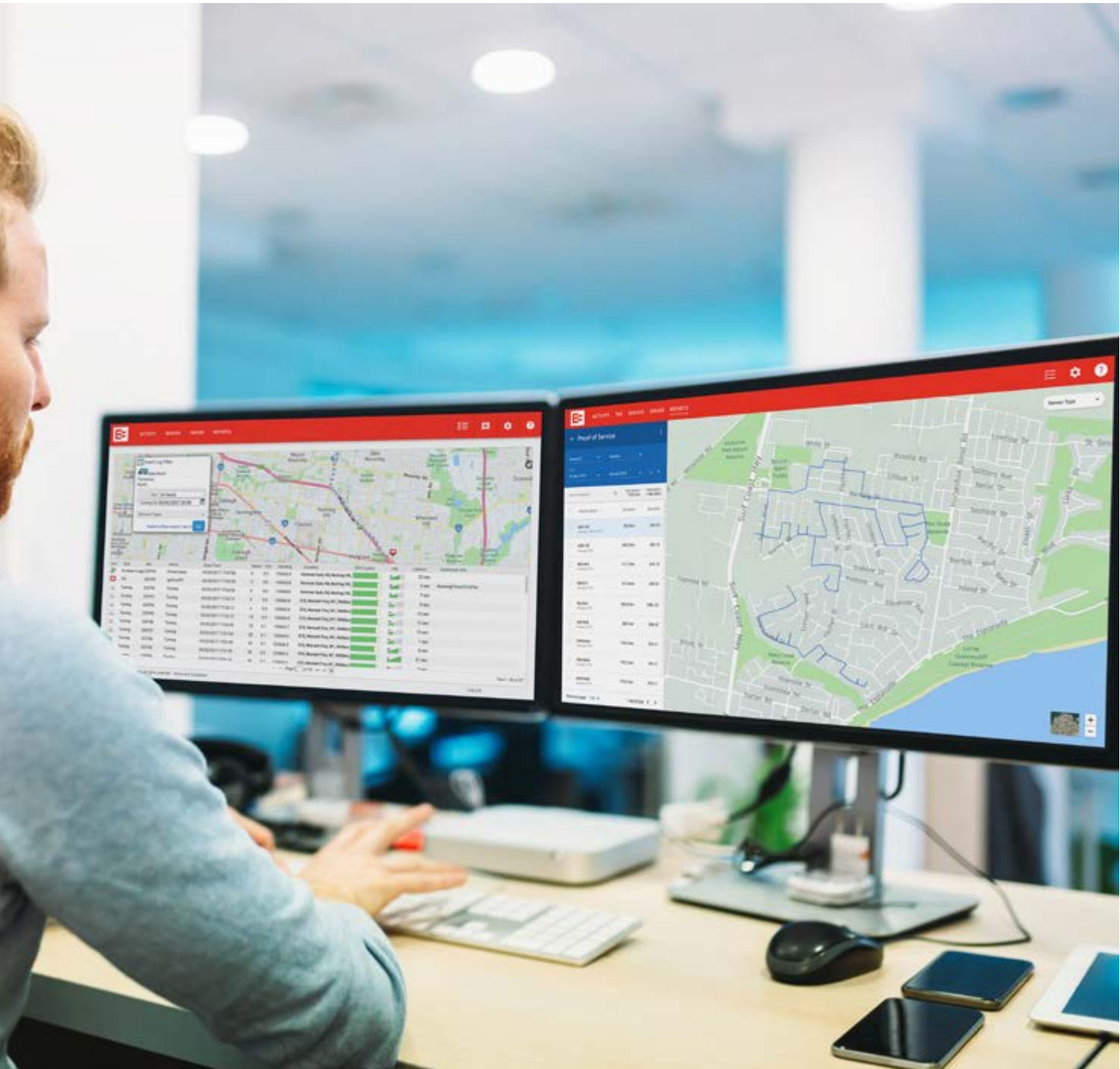
Glenn Coughlan, National Operations Manager, Crown Relocations

EROAD's reporting gives you complete visibility of what your vehicles and assets are doing. This includes vital data on when they arrived, left, how long they spent on site, how far they travelled and when auxiliary equipment was used.

You can also see which jobs were completed, which driver was in the vehicle and for how long.

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

While driving efficiencies is fundamental to good fleet management, a more productive fleet also means happier customers, which can then translate to business growth and a better bottom line for your business.



3. Maximising Fuel Tax Credits

Claiming fuel tax credits (FTC) is routine for most Australian businesses operating fleets and off-road equipment - but many are missing out when it comes to maximising their FTC rebates.

This is because most typically use the standard on-road method to calculate their FTC as it is easy and doesn't require a lot of record-keeping. All you need is your fuel receipts and your accountant does the rest!

But this means businesses could be leaving thousands of dollars behind in additional off-road FTC rebates they're entitled to!

EROAD CAN HELP YOU:



Automate and capture real-time, accurate data for your FTC claim



Save significant admin time



Claim over 2.5 times the standard on-road FTC rebate rate for off-road usage



Use technology to recover under-claimed FTC retrospectively for up to FOUR previous years by showing a six-month pattern of consistent use



Easily claim off-road FTC for light vehicles



Create 'geofences' for work sites near or close to public roads or construction zones to claim the maximum FTC entitlement

If your business uses vehicles off-road for travel, idling or operating auxiliary equipment (such as compressors, refrigeration units, farming or hydraulic machinery) you could claim the off-road rate of up to **41.6 cents* per litre** for your FTC?

That's \$26 more per 100 litres of fuel than the standard on-road rate!

And, despite light vehicles not being entitled to claim on-road FTC, you can claim up to **41.6 cents* per litre** if they operate in off-road areas.

That could add up to a significant amount of extra money in rebates for some companies!

EROAD can maximise your FTC rebates

EROAD's FTC Solution can map and record your fleet's real-time locational and fuel usage data (on and off-road) to maximise your FTC returns.

What's more, your business can make retrospective claims for under-claimed FTC for up to four years of fuel tax credits; even if you've previously submitted a claim. Using EROAD's FTC Solution you can review past activity to re-calculate and re-submit the fuel tax credits based off a more accurate and holistic set of considerations.

While claiming FTC is optional, accurately documenting how and where you use your fuel with EROAD's FTC solution means you can recover the maximum rebate you're entitled to – and put those rebates back into running your business.

*Current FTC rate to June 2019

4. Accurately monitoring your Fringe Benefits Tax

If any of your employees use your fleet vehicle's for private use, 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? Are you paying too much?

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 for the operating cost method, you already know how much of a challenge it is to keep accurate records.

Thankfully, technology such as [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.

5. Driver management

EROAD's telematics platform provides better visibility of your drivers and their on-road performance. It increases driver accountability, facilitates better driving choices at the same time as allowing you to reinforce and reward good driving habits.

EROAD's driver management software nurtures safe driving practices and safer roads by encouraging positive behavioural change. EROAD's intuitive platform issues alerts and feedback, about key individual driving behaviours and events, including speeding, sharp acceleration, harsh braking and cornering. It also provides the most current road speed data available.

Fact: EROAD 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.

EROAD study, June 2016, across 1344 organisations

Real-time coaching and alerts can also lower costs by saving fuel, brakes, lowering maintenance costs and, ultimately, reducing the risk of accidents.



“EROAD has improved my driving. I can monitor myself and try and improve my driving. Our despatch boss doesn't make us speed. It's us that do it. Sometimes having these records makes us come back to reality, to slow down. It's all about driving safely and getting home safely. That's why you should have EROAD.”

Roma Runge, Driver, Machinery Movers

Reward good driving practices

EROAD's [Leaderboard](#) rewards 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.

What's more, by installing EROAD in your vehicles, you may be able to **reduce your insurance premiums and excess** if you can show you are in the top 25% of drivers on EROAD's Leaderboard.



Will Gunderson - Owner driver

“I can see Leaderboard reports at any time of day, any day of the year, on my phone. It’s a great innovation. It makes my job much easier, being able to keep on top of what’s happening in the fleet remotely.”

Blair Inglis, Fleet Compliance Manager, Foodstuffs

6. Reduced fuel costs

Fuel is one of the largest expenses for your fleet, so fuel efficiency is crucial and can generate huge savings. EROAD helps you understand your fleet's fuel consumption patterns and identify areas of unnecessary fuel use.

For example, EROAD's idle reports can identify instances where fuel has been wasted through excessive idling or a poorly tuned vehicle. 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.

EROAD can also help reduce your fuel costs by allowing you to identify the most efficient (or direct) routes to reduce the overall amount of kilometres travelled. Not only does this cut down on fuel consumption, but also on carbon emissions (and the fleet's overall carbon footprint).

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

This can have a big impact given the power needed to travel at 90 km/hour is 20% less than that travelling at 100 km/hour. Research shows reducing peak speeds by just 8 km/hour can save 10% to 15% in fuel consumption*.

EROAD helps drivers maintain an average speed with its [Posted Speed](#) capabilities which also saves on fuel and vehicle maintenance costs.

* <https://www.eecabusiness.govt.nz/sectors/transport/driver-behaviour/speed/>



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

Brad Courtney, Fleet Manager, HRV

7. Fleet health and maintenance

EROAD can also play a critical role in ensuring the complete health of your fleet. Vehicle defects can result in costly delays or even impact your customer satisfaction ratings.

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

You can generate reports which capture the original inspection record, along with its resolution and who actioned each item, providing solid proof of compliance with your health and safety obligations.

EROAD 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.

8. Reduces paper work and admin

EROAD's telematics platform translates to less admin and, best of all, less paperwork! It automates many of the key areas of compliance for FTC and FBT as well as collating job 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 – saving significant time and money. 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.



9. Provide exceptional service to your customers

The digital age has seen a significant surge in customer service expectations thanks to the likes of data-driven companies like Amazon, Netflix and Uber, who deliver seamless experiences to their customers at every touch-point in their business. As a result, 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 so you can 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.

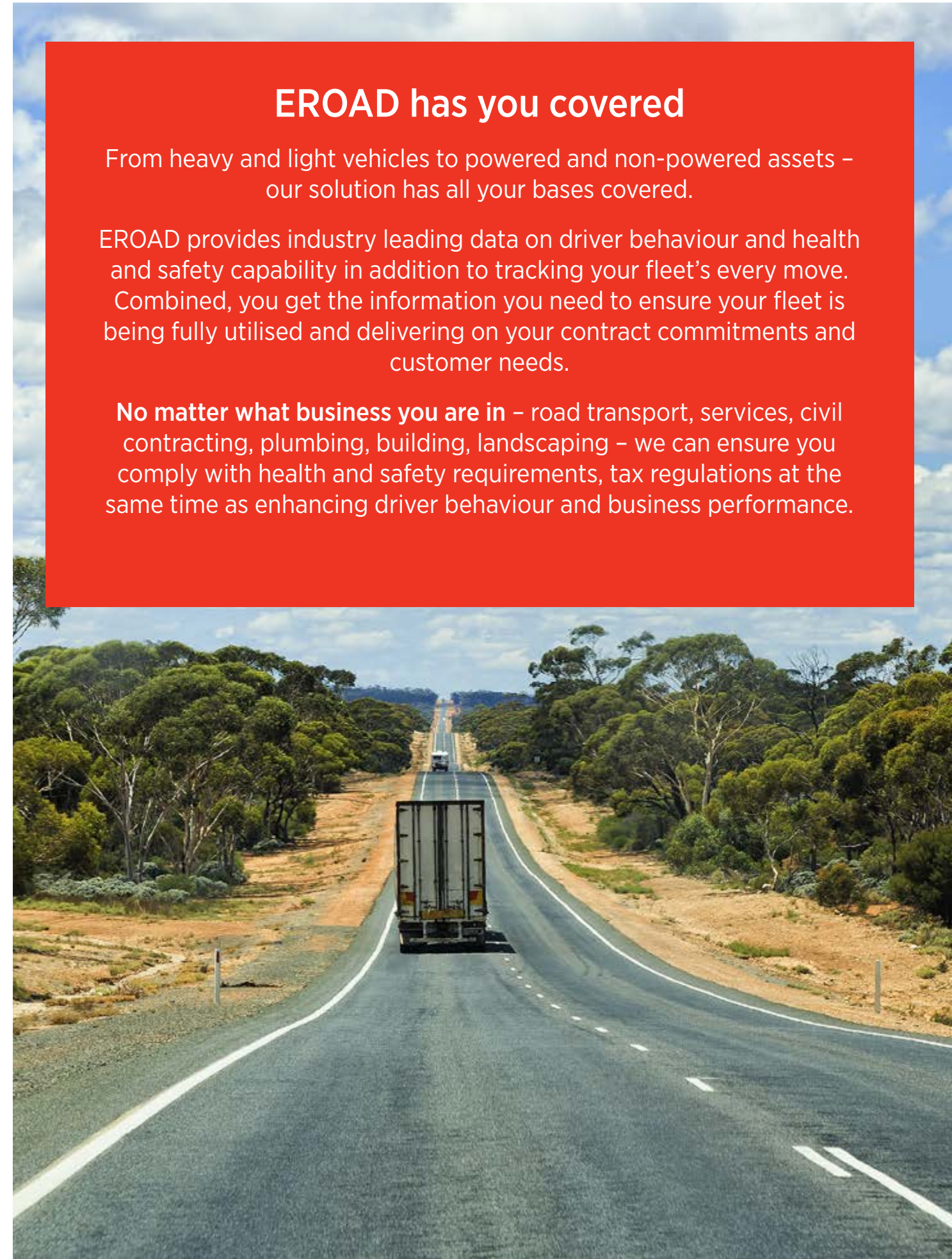


EROAD has you covered

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's every move. Combined, you get the information you need to ensure your fleet is being fully utilised and delivering on your contract commitments 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 at the same time as 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.

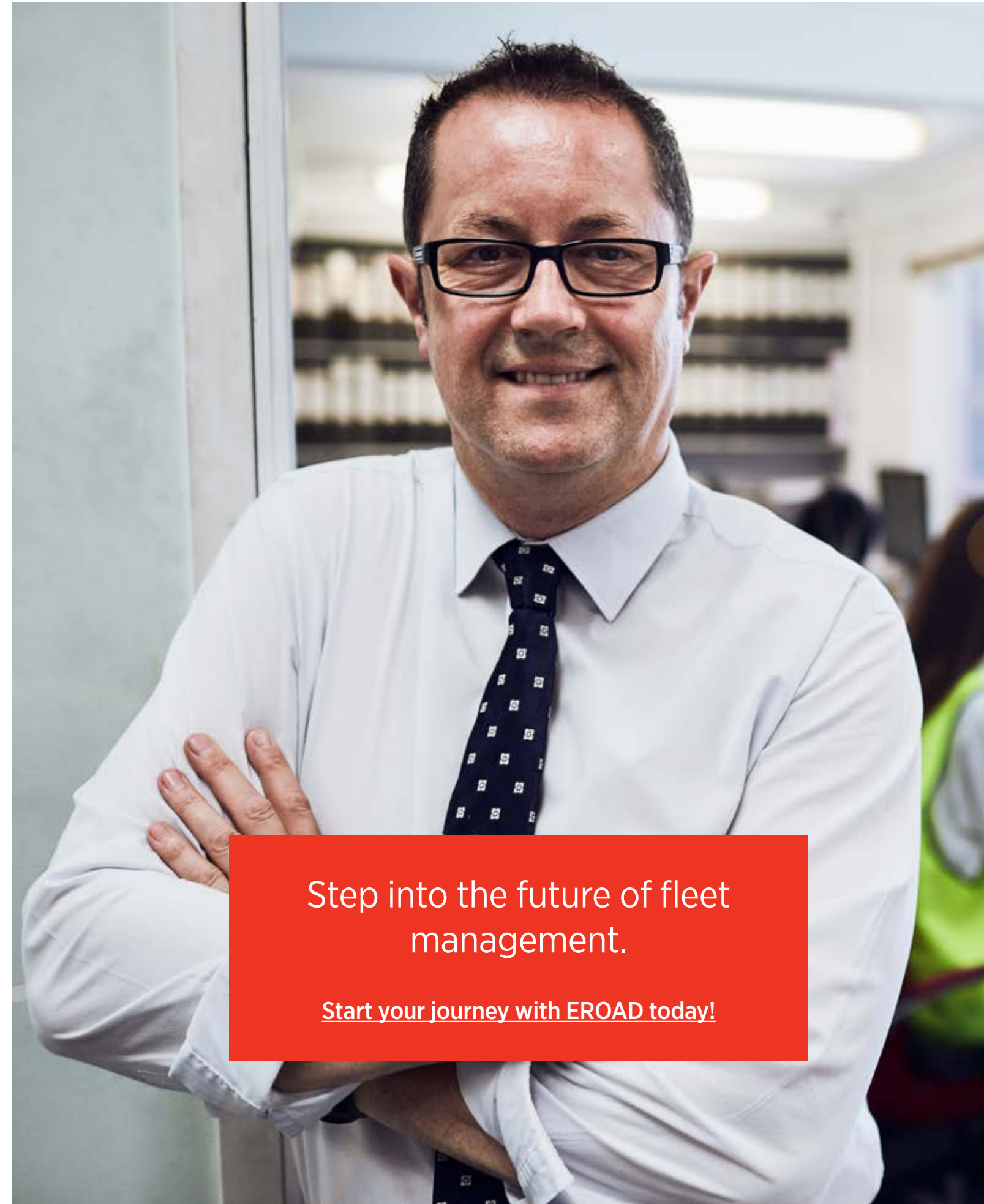
EROAD also provides valuable data analytics to universities, government agencies and others who research, trial and evaluate future transport networks. This data supply enables those who use the roads, to influence the design, management and funding of future transport networks.

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!](#)



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