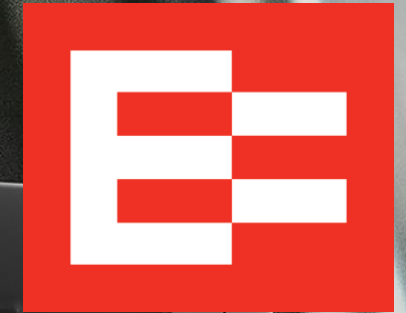


# EROAD

## Electronic Logging Devices - ELDs



**PMTA's 89<sup>th</sup> Annual Management Conference**  
Susan Reszczyński, Western Sales Engineer &  
Product Advocate | May 20, 2017 / Philadelphia, PA

[eroad.com](http://eroad.com)



# Overview

## What is an ELD?

- Who needs it and who will be exempt
- Implementation & compliance timelines

## Considerations

- Cost
- ROI

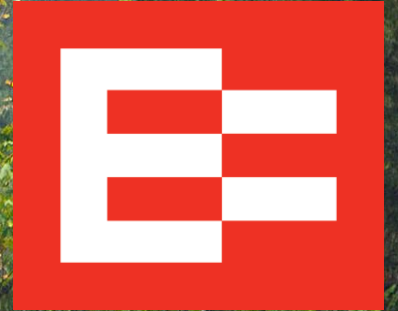
## On-boarding

- Installation
- Training

## Mandate from different angles

- Driver
- Carriers

## Things to consider





# What is an ELD?



# What is an ELD?



§ 395.2: “ELD means a device or technology that automatically records a driver’s driving time and facilitates the accurate recording of the driver’s hours of service, and that meets the requirements of subpart B of this part.”

## Key requirements:

- Automatically captures drive time, starting at (*or up to*) 5 mph
- Must be connected to the CMV’s engine to track vehicle movement and operation
- Date, time and location automatically captured
  - *Intermediate recordings every hour on hour when in driving status*
- Tamper resistant
- Allow for annotation by both driver and carrier to explain or edit/correct records
  - *Edits are “suggested” and must be approved by driver*

Final rule can be found here: <https://www.fmcsa.dot.gov/hours-of-service/elds/electronic-logging-devices>

# ELDs must.....



- Meet all the technical and functional specs set by FMCSA (*over 300*)
  - *ELD vs. AOB RD*
- Automatically record when vehicle is in motion (cannot be edited/removed)
  - *Special driving categories: **Personal Conveyance (PC)** and **Yard Moves (YM)***
- Have mute functionality while driver in sleeper berth (driver harassment)
- Make records available to enforcement
  - *Display requirement*
  - *Ability to transfer records roadside*
  - *eRODS*
- Be self-certified and on FMCSA ELD Registry
  - *Independent certification required?*

<https://eld.fmcsa.dot.gov/List>

# Who needs it and who is exempt?



All drivers that currently require RODS must transition to ELDs by compliance date(s).

## Exemptions:

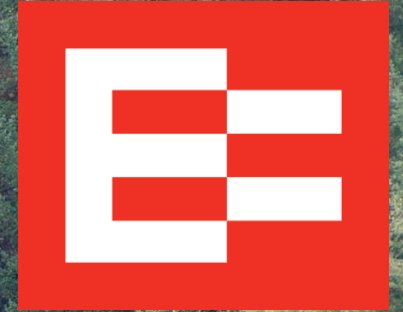
1. Drivers currently allowed to use timecards could continue to do so under § 395.1(e) unless...
  - Driver falls outside of short-haul parameters more than 8 days in any 30 day period (*rolling, not set*)
2. Drivers who conduct driveaway-towaway operations, where the vehicle being driven is the commodity being delivered
3. Drivers of vehicles manufactured before model year 2000.
  - Taken from VIN #

# Implementation and Compliance Timeline

<b>Phase 1</b>	February 16, 2016	<b>Effective Date</b>	ELD providers with compliant product can apply to be on the FMCSA registry
<b>Phase 2</b>	<u>December 18, 2017</u>	<b>Compliance Date</b>	ELD becomes mandatory for qualifying-non/exempt carriers and drivers
<b>Phase 3</b>	December 16, 2019	<b>End of AOBR Grandfathering / Full Compliance Date</b>	All drivers and motor carriers must abandon AOBRs and use ELDs



# Considerations

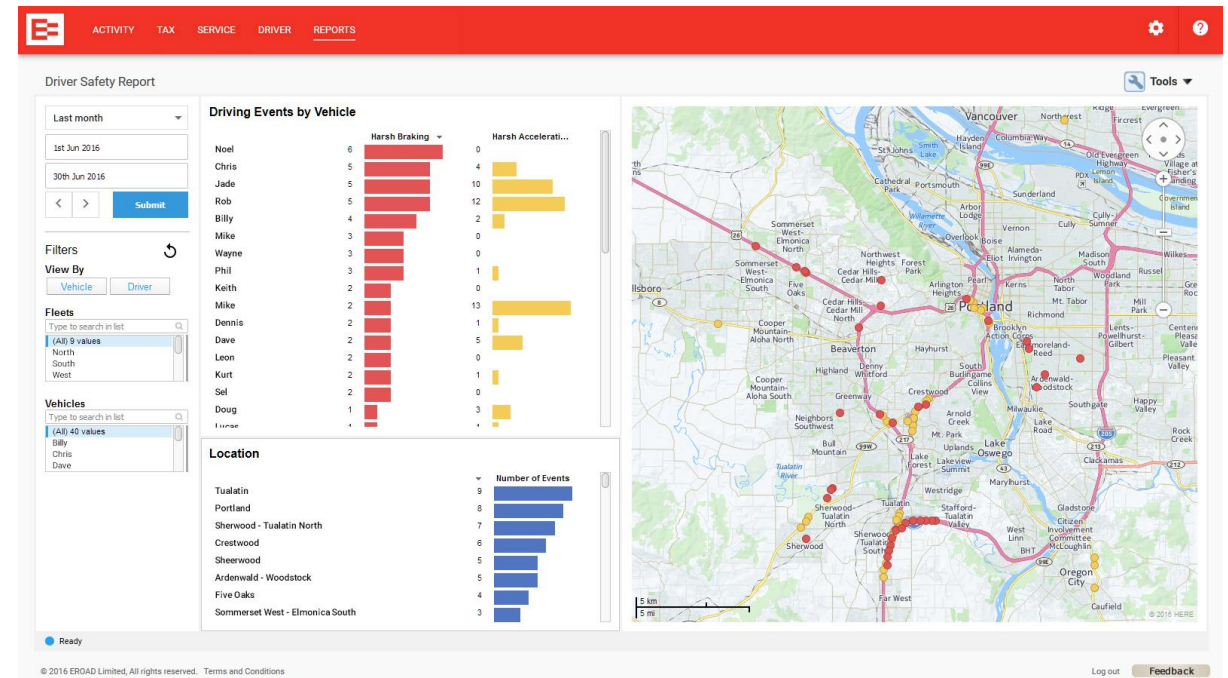




# Cost and ROI

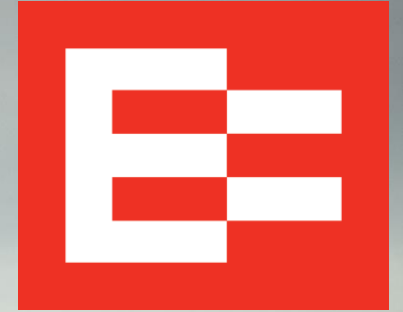


- Registered ELD Providers
  - <https://3pdp.fmcsa.dot.gov/ELD/ELDList.aspx>
  - <http://www.overdriveonline.com/2017-eld-buyers-guide/#8>
- Hardware cost plus monthly subscription cost
- Buying vs leasing equipment
- Dedicated hardware vs. BYOD
- DVIR, Vehicle Maintenance Module
- Driver Behavior , Data Analytics
- Integrations
- AOB RD vs ELD





# OnBoarding





# Installation and Training



## Installation

- Time
- Difficulty
- Options
  - *Selfinstall*
  - *3<sup>rd</sup> party*
  - *Provider install*

## Back Office

- Driver set-up
- *Who's doing what*

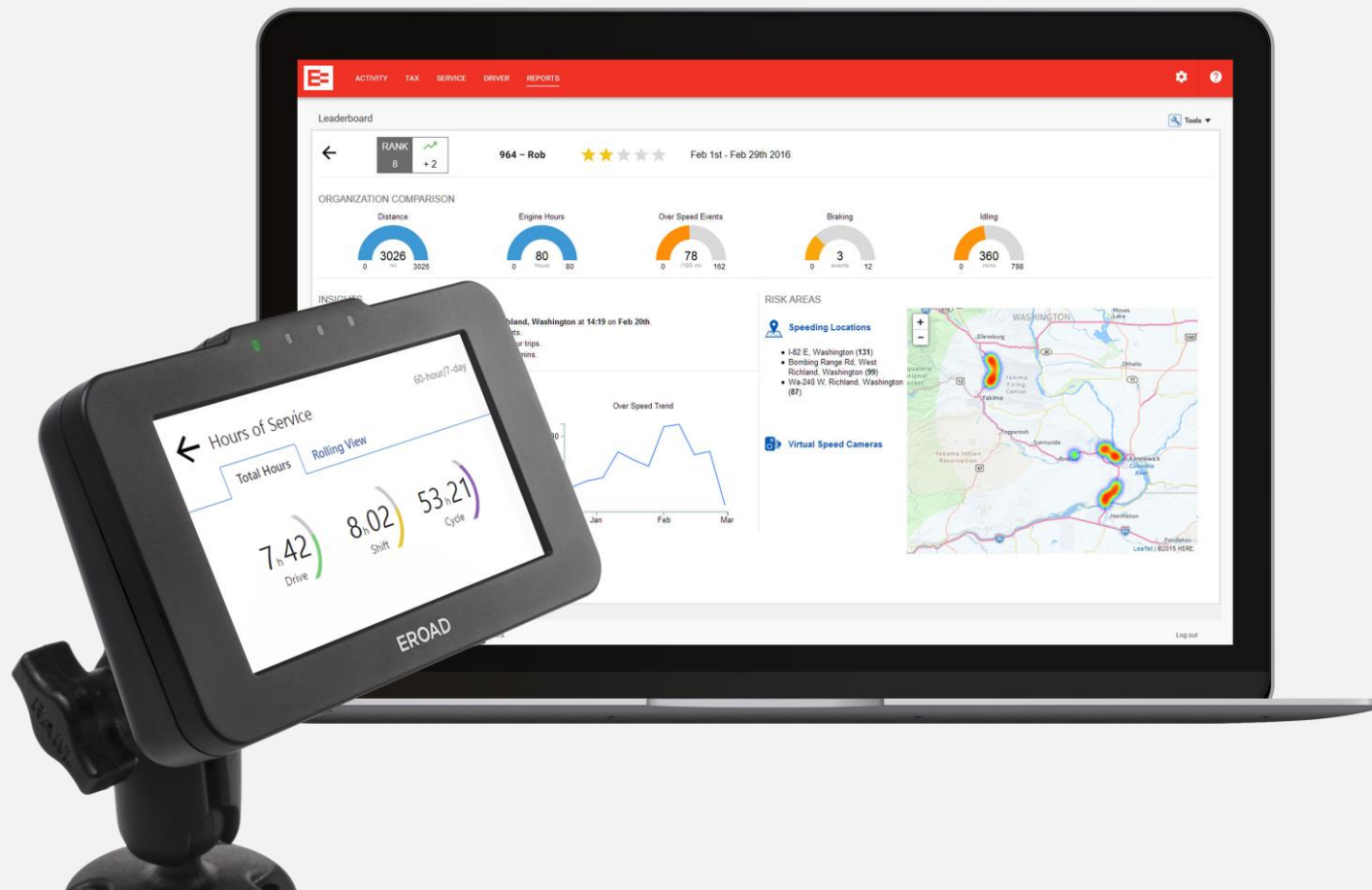
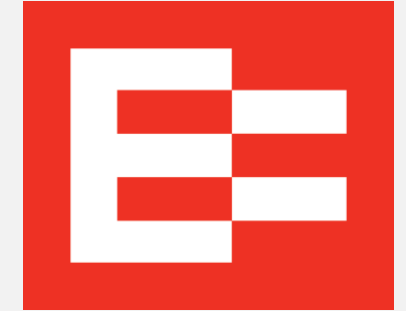
## Training

- Time
- Difficulty
- Drivers, Safety Supervisors, Dispatchers, Office, Shop





# Mandate from different angles







## Challenge

### Adapting to change and technology

- Resistance/fear of technology
- Real-time recording of HOS information
  - Time management -No “wobble room”
  - Getting stuck without hours
- Not understanding new features
  - **YARD MOVES, PC, On-Duty time**

## Management Strategy

### Phased roll-out and ongoing training\*

- Select a range of drivers to pilot solution
  - Gather feedback
  - Master “Driver Trainers”
  - Know different challenges for drivers in each location
- Design on-boarding and refresher training program for drivers and support users
- TRAIN ON REGULATIONS that PERTAIN TO YOUR OPERATIONS

*\*The better trained your drivers are, the more successful you will be*



## Challenge

### Selecting the right technology

- Significant risks to business from inadvertently choosing a non-compliant ELD
  - 8 days?
  - HOS violations/penalties
- Which system best fits our needs?
  - Know operations?
  - Are we in compliance now?
- TIME
  - Up-time
  - Training
  - Reliability

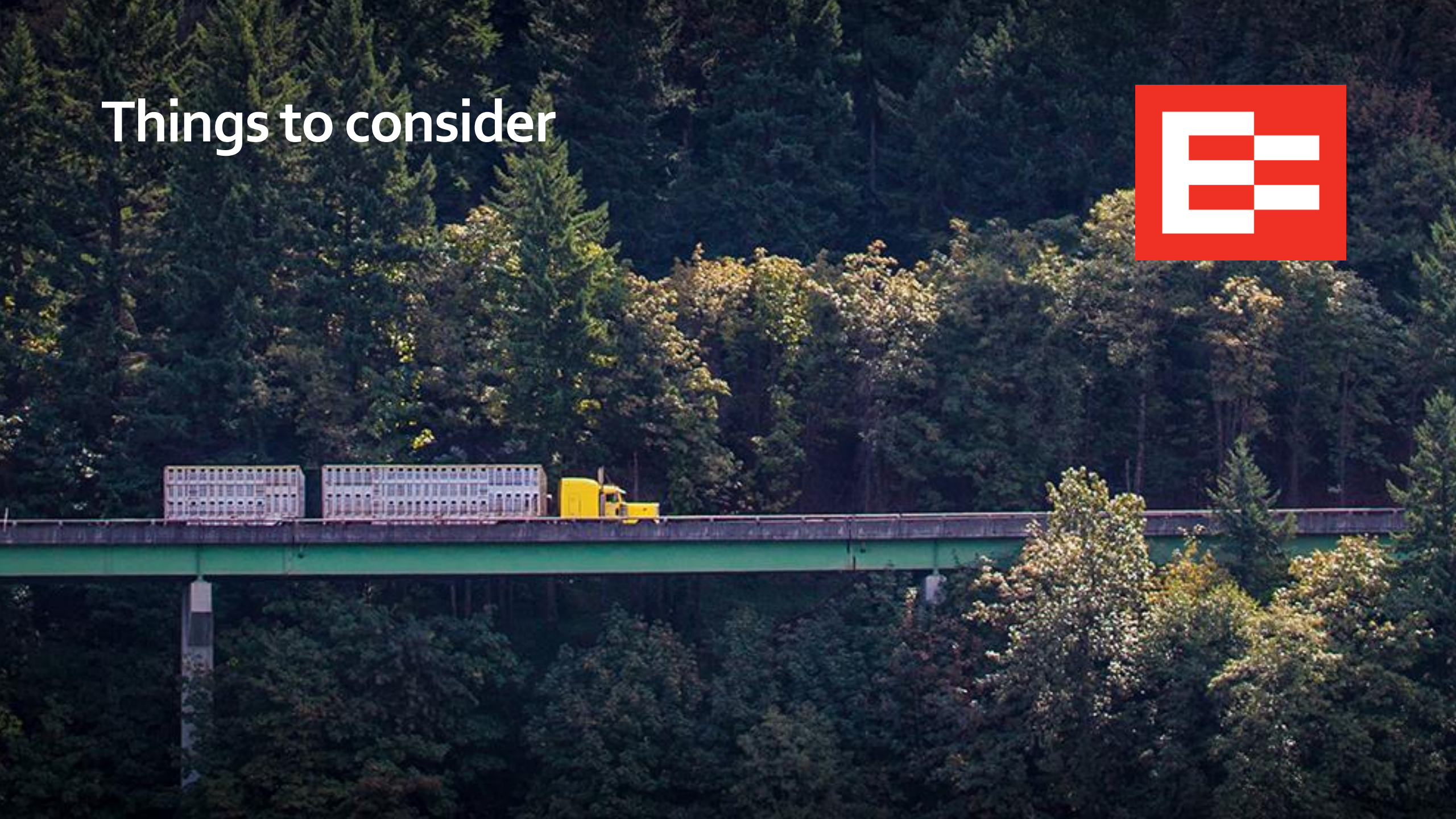
## Management Strategy

### Take time to do full research of solutions

- Evidence of independent and/or additional testing
- Review of hidden costs and contractual terms
- Audit ready system
  - Reports
  - Internal processes in place
- Continued customer support and service?
- Available training materials and assistance



# Things to consider





# What Else?



- User Manuals and In-Cab Requirements
- Supporting Documents
  - 12/18/2017
  - 5 categories - 8/24
  - More than 8? 1<sup>st</sup> and last for 6 months
  - The Big 4 – Name/#, date, location, time
- Driver Harassment
  - Written complaint under 49 CFR 386.12(b)
  - Within 90 days
- Time to review those company policies!



<https://www.fmcsa.dot.gov/hours-service/elds/eld-checklist-carriers>

[https://www.fmcsa.dot.gov/sites/fmcsa.dot.gov/files/docs/ELD\\_Rule\\_Frequently\\_Asked\\_Questions\\_0.pdf](https://www.fmcsa.dot.gov/sites/fmcsa.dot.gov/files/docs/ELD_Rule_Frequently_Asked_Questions_0.pdf)



# Questions?

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# THANK YOU

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