

# Welcome to GSA Fleet's Desktop Workshop



**Audio:** Everyone is automatically muted. Listen via your computer audio if possible.



**Presentation & Certificate:** You can download a copy of the presentation at <https://www.gsa.gov/gsa-fleet-training>

Additionally, a copy of the presentation along with a certificate will be emailed after the session.



**Questions:** Use the Q&A window to ask questions at any time. You may get a typed response or it may be answered aloud at the end of the presentation.



**Recorded:** The session will be recorded.

Recordings of GSA Fleet Desktop Workshops are available at: <http://bit.ly/DtWRecordings>

# Desktop Workshop

## GSA Telematics Program Updates

You can download a copy of this presentation at: <https://www.gsa.gov/gsa-fleet-training>

**Presented by: David Baas, Patrick Egan**  
March, 2024

# Agenda

- **BPA and Program Updates**
  - New Contract Awarded
    - Key Implementation Dates
  - Inventory Management
    - Expectations and Best Practices
- **Telematics Program Refresher**
  - Customized Inventory Report
  - MyGeoTab Capabilities
  - OEM Telematics
  - Electric Vehicle Suitability Assessment (EVSA)
  - CARB Updates
- **Resources**
- **Questions**

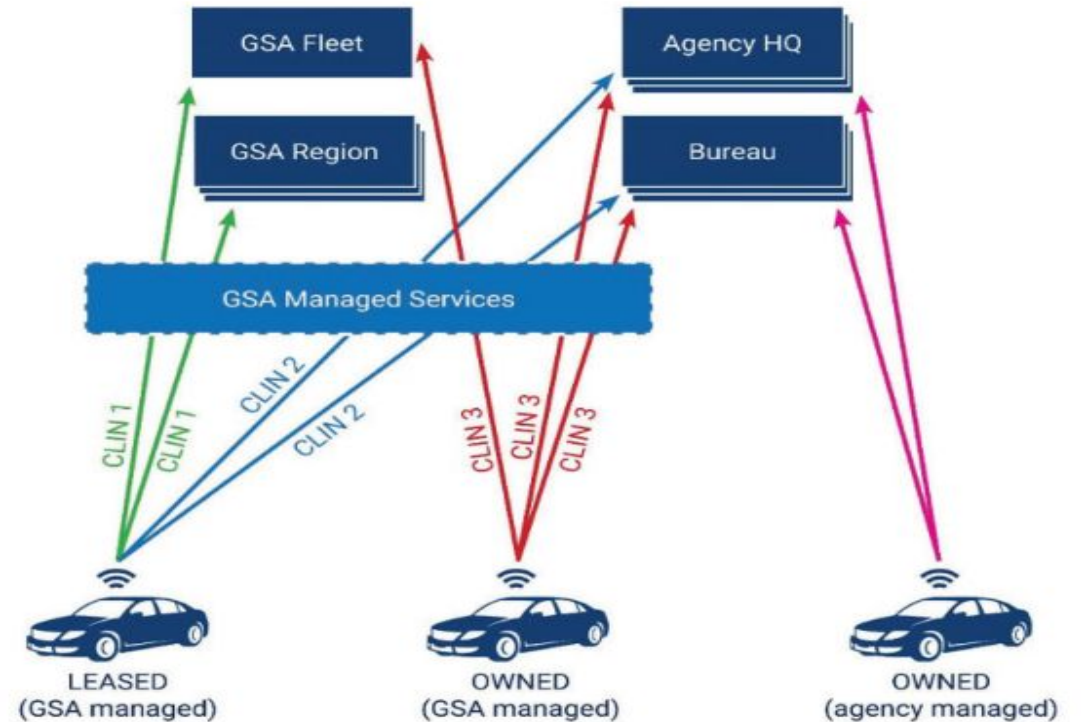


# BPA and Program Updates



# New Contract Awarded

- **Geotab USA, Inc awarded BPA as GSA Fleet's sole provider of telematics services**
  - Existing GO devices/services should remain in place
- **Same OEM, EVSA and installation services**
- **New ancillary service options**
- **Expansion of buying power and volume discounts governmentwide for any vehicles under GSA management**
  - Not available today. Future GSAFleet.gov offering



# New BPA and Program Updates - Key Dates

- New BPA awarded to Geotab for all telematics services
  - Period of performance of February 1, 2024 - January 31, 2029
  - Transitioning no later than June 1st, 2024 start of new Task Order
    - No actions required of customers





# New BPA - Pricing

Product/Service	Device Cost	Installation Cost	Monthly Fee
Geotab Device	\$100 AIE in the event of lost/mishandled or not installed within 120 days, otherwise \$0	\$0	\$0 Base; \$13 ProPlus
OEM Telematics	\$0	\$0	\$0 Base, \$13 ProPlus
NFC Reader	\$109.41	\$75**	Requires ProPlus Plan
NFC Fobs (20)	\$40.31	\$0	Requires NFC Reader
Orbcomm Tracker	\$387.89	\$85	\$10
Lytx Surfsight Dash Cam***	\$265	\$95	\$29 (\$16 Subscription); Requires ProPlus

\*\* If installed after initial Geotab device installation  
 \*\*\* Pending FedRAMP approval

# Inventory Management - Retrofits

- One of the key components of this new BPA is increased accountability of telematics devices on the part of both marshalers and retrofit customers.
- Per the Retrofit T&C's, customers are responsible for a physical telematics device.
- If a device has not been installed and activated within 120 days from shipment date by Geotab, the cost of the device (\$100) will be billed back as an AIE to the BOAC associated with the VIN the telematics device was ordered for.



- Contact FSR for eligible vehicles
  - No telematics
  - Not exempt
  - Not ordered against
- [Terms and Conditions](#)



# Terms and Conditions

- **By ordering telematic devices you are explicitly agreeing to the Terms & Conditions**
- **Key T's & C's**
  - Abuse and neglect that results in telematics hardware becoming lost or inoperable will be charged back to the customer agency per GSA Fleet's Customer Leasing Guide.
  - If an installation appointment has not been made, or an acceptable justification has not been provided on why installations have not occurred within 120 days of shipment date, GSA will consider the device(s) lost and, in accordance with GSA Fleet's Agency Incurred Expense (AIE) policy, issue a billback of \$100 per lost device.
  - Customers must provide a minimum of 24 hours notice to their assigned Telematics Service Provider Installation Project Coordinator if any vehicle will not be present at a scheduled installation event.
  - Devices that are not installed due to a "No Show" will only be professionally installed after a \$75 billback is charged to the agency.
  - Once installed, the removal of Geotab device is prohibited without pre-coordinated approval from GSA. Contact [fleetsolutions@gsa.gov](mailto:fleetsolutions@gsa.gov) and [govsupportservicedesk@geotab.com](mailto:govsupportservicedesk@geotab.com) prior to removal of any devices, to include when taking vehicle to maintenance/repair facilities.

# Terms and Conditions cont.

- **Customer Responsibilities:**

- Agency POCs should work with their FSR(s) to submit retrofit requests.
- Agency POCs should review the [“Best Practices for a Successful Installation”](#) guide.
- The agency agrees to provide the Telematics Service Provider Installation Project Coordinator all site access requirements (IDs requirements, security clearing processes to follow, etc) in advance of arranged installation appointments and ensure clearance is granted for all installers to gain appropriate access to the facilities.
- Designated Point of Contact(s) should be easily accessible during the time of installation.
- All vehicles and keys are accessible on the designated date and time for installers to complete the scheduled services.
- All applicable telematics devices and harnesses are available at the installation location on the designated date and time.
- The agency will provide installation location(s) that are suitable for installation, meaning such installation location(s):

# Telematics Program Refresher



# GSA Fleet Customized Inventory Report

Customized Inventory Reports are now pulled through GSAFleet.gov

The screenshot shows the GSAFleet.gov website interface. At the top, there is a navigation bar with links for Home, Offerings, Manage my fleet, Run reports, and Help. Below the navigation bar, the main content area is divided into two columns. The left column features a 'Welcome to GSAFleet.gov' heading, followed by a 'New Features:' section with a bulleted list: 'Vehicle Recalls' (with sub-points for viewing/management of leased vehicles, search by campaign/vehicle, and enhanced filtering for agency-owned vehicles) and 'Run Reports (leasing)' (with a sub-point for downloading and scheduling Customized Inventory Reports). Below this is a paragraph about a 'Monthly Customer Q&A session' with a 'Register now' link. The right column contains two boxes: 'Don't have a GSAFleet.gov account?' with a 'Create account' button, and 'Log in' with a 'Customer and vendor login' button. A red box highlights the 'Log in' section.

Home Offerings Manage my fleet Run reports Help

## Welcome to GSAFleet.gov

**New Features:**

- Vehicle Recalls
  - View and manage for leased vehicles
  - Search by campaign or by vehicle
  - Enhanced filtering for agency-owned vehicles
- Run Reports (leasing)
  - Download and schedule Customized Inventory Reports

For general questions, join us for our Monthly Customer Q&A session, every Third Thursday of the month. [Register now.](#)

### Don't have a GSAFleet.gov account?

If you don't have an account already, please create your account to get started.

Create account

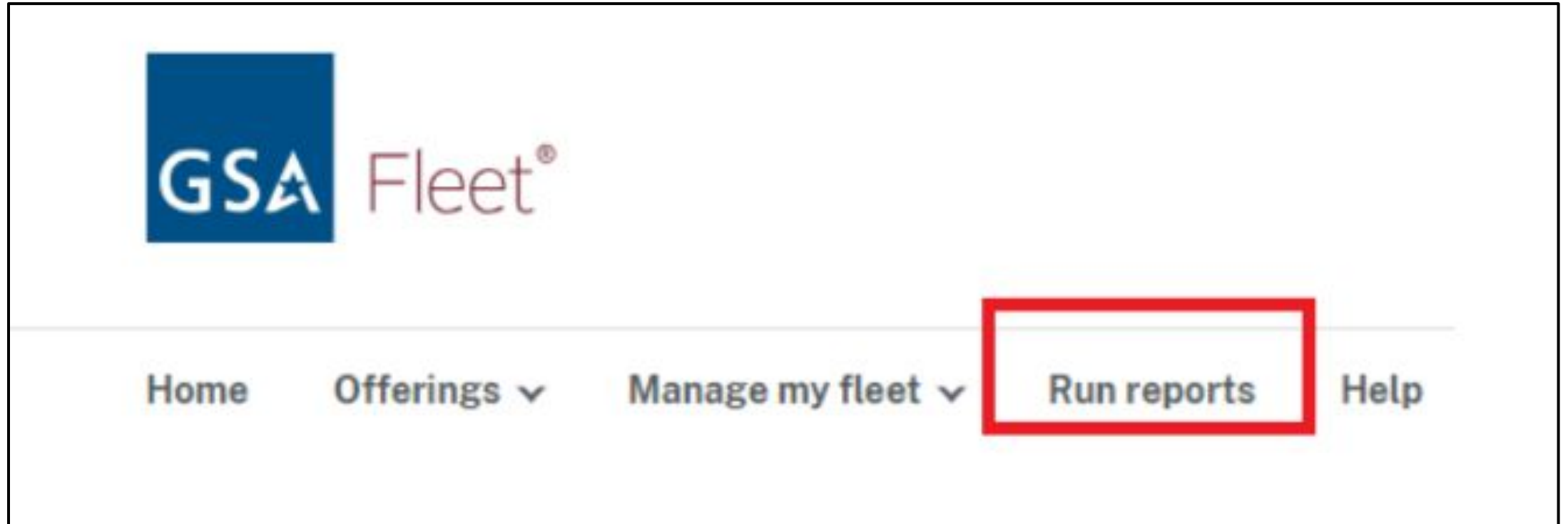
### Log in

If you are a GSA Fleet customer, federal agency customer, or vendor, please log in below.

Customer and vendor login

# GSA Fleet Customized Inventory Report

Click on Run Reports



# GSA Fleet Customized Inventory Report

Select Customized Inventory Report from drop down

The screenshot shows a three-step process for selecting a report. Step 1, 'Report selection', is active. It includes a progress indicator at the top with three steps: '1 Report selection' (active), '2 Agency selection', and '3 Report filters'. Below the progress indicator, it says '1 of 3 Report selection'. Under the heading 'Vehicle ownership options \*', the 'GSA leased' radio button is selected and highlighted with a red box. Below this is a 'Choose from available reports \*' section containing a dropdown menu. The dropdown is open, showing options: 'Custom Inventory Report' (highlighted with a blue bar and a red box), '-Select-', 'Vehicle fuel use report', 'AIE report', 'CRASH report', and 'No, run report now'. Below the dropdown is an unselected 'Yes' radio button. At the bottom, a blue 'Next →' button is highlighted with a red box.



# GSA Fleet Customized Inventory Report

Select your agency information

**Agency selection**

Records in the report will only include those that match the scope selected

**Agency \***  
047-General Services Administration

**Bureau**  
00-General Services Administration

**BOAC**  
470171

# GSA Fleet Customized Inventory Report

Make selections under Telematics section

**Telematics Information** —

Select all

Telematics Installed  Serial Number  Customer Subscription Activated

Customer Subscription Activation Date  Customer Subscription Deactivation Date  Package Description

Package Monthly Rate  Ancillary Service/Hardware Description  Ancillary One-Time Fee Ancillary Monthly Rate

Ancillary Activation Date  Telematics Odometer  Telematics Odometer Date

Telematics Odometer Time

[← Previous](#) [✓ Export report to email](#)

# GSA Fleet Customized Inventory Report

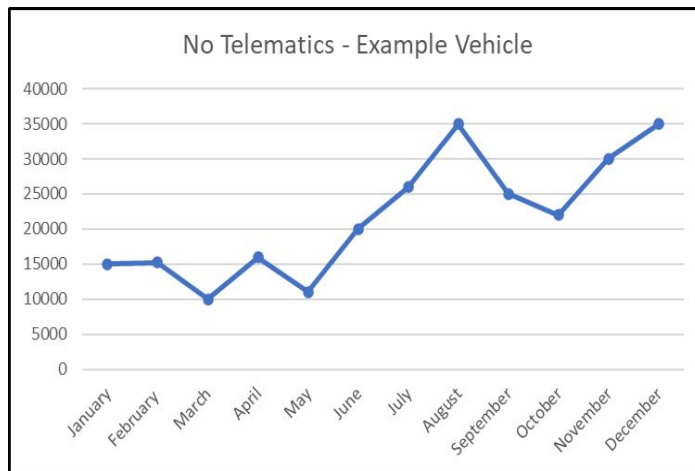
Screenshot of Customized Inventory Report showing vehicles with telematics information

Current_FY2024 Custom Inventory Report			
Agency code: 047			
License Plate	VIN	Serial Number	Customer Subscription Activated
G10A1234	3*****	DW*****	No
G10B1234	K*****	CO*****	Yes
G61A1234	1*****	GA*****	Yes
G41A1234	3*****	G9*****	Yes
G41B1234	1*****		No

# Using Telematics Data for Fleet Management

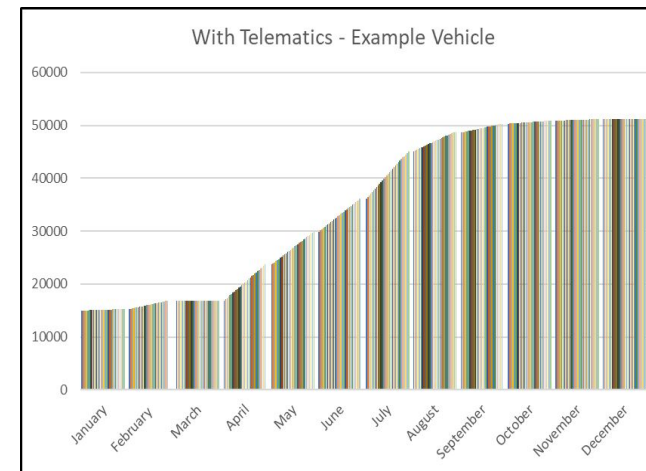
## Without Telematics

- Some fluctuations as reported, used for mileage rate calculations
- Only a monthly snapshot of utilization
- System estimates when mileages go unreported



## With Telematics

- Huge time savings through automation
- No monthly mileage estimates
- More reliable projected replacement dates/criteria
- DAILY utilization



# Fleet Management Tools

- **Asset monitoring Page**

- Custom Attributes to track customizable and user specified metrics of your whole fleet at a glance (Email [fleetsolutions@gsa.gov](mailto:fleetsolutions@gsa.gov) for access to this feature)

- **Rules and Exceptions**

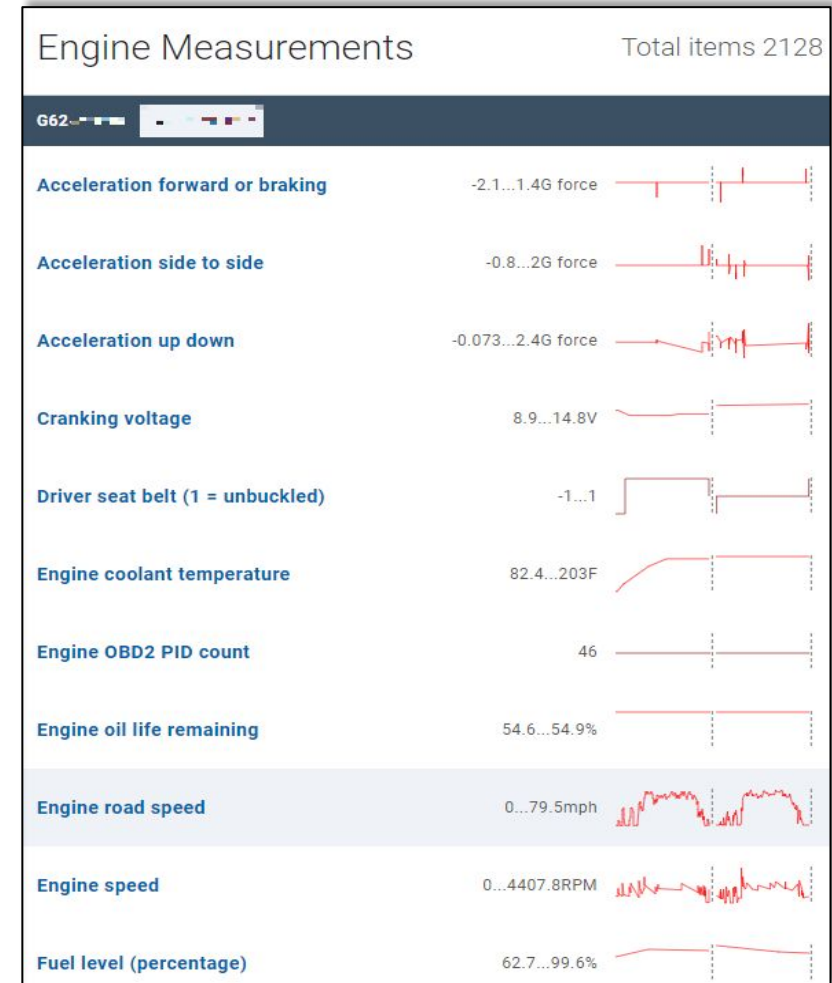
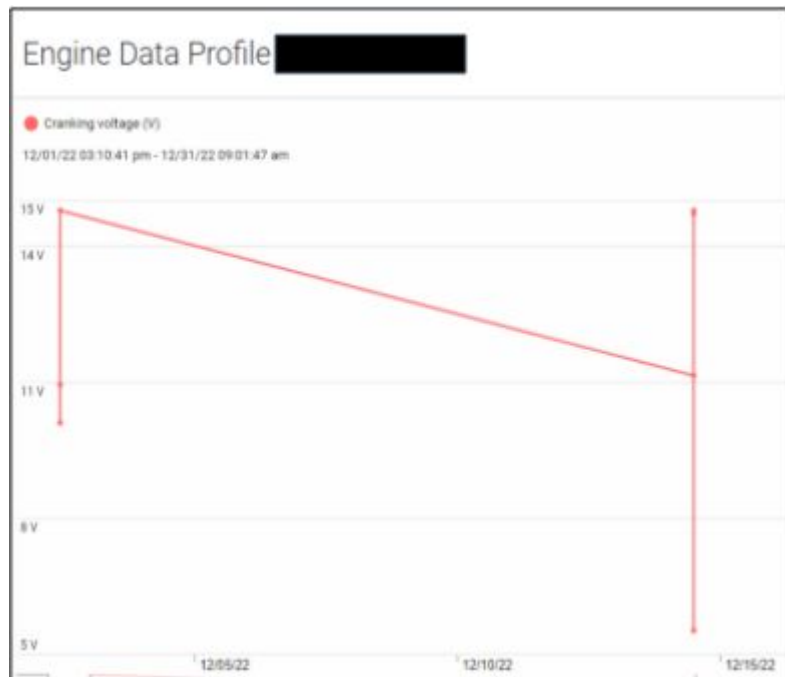
- User specified thresholds for data elements such as oil life, fuel level, possible collisions, EV battery charge level and others
- Receive customizable notifications when a rule is broken, via email or text

The screenshot shows a web interface for 'Asset Monitoring'. At the top, there is a navigation bar with a search filter 'Filter by group...', a refresh button, and a 'Report' dropdown. Below this, the page title 'Asset Monitoring' is displayed with a bookmark icon. On the right side, it indicates 'Showing 1 - 50 of 410' with a pagination control showing page 1 of 5. The main content is a table with the following columns: Asset name, Status, Latest Commu..., Speed, Device, Raw odo., Tire p., Fuel level, Ign., Tir., Diesel particulate filter lamp on..., Engine oil, and Engine operational time. Three rows of data are visible, with some asset names redacted by black boxes.

Asset name	Status	Latest Commu...	Speed	Device	Raw odo.	Tire p.	Fuel level	Ign.	Tir.	Diesel particulate filter lamp on...	Engine oil	Engine operational time
[Redacted]	Driving at for 51m ...	11/30/23 10:31:55 am	0 mph	Active	29694 mi	2760...	93%	ON	27...	n/a	n/a	11419920
[Redacted] Upta...	Stopped ... for 2h 20...	11/30/23 10:31:54 am	0 mph	Active	5025 mi	4600...	89%	ON	52...	n/a	n/a	4341600
[Redacted]	Stopped ... for 52s	11/30/23 10:31:52 am	0 mph	Active	13406 mi	4160...	55%	OFF	42...	n/a	n/a	2906640

# Engine Diagnostics

- Engine data example - Cranking Voltage
- No guesswork
- Raw data





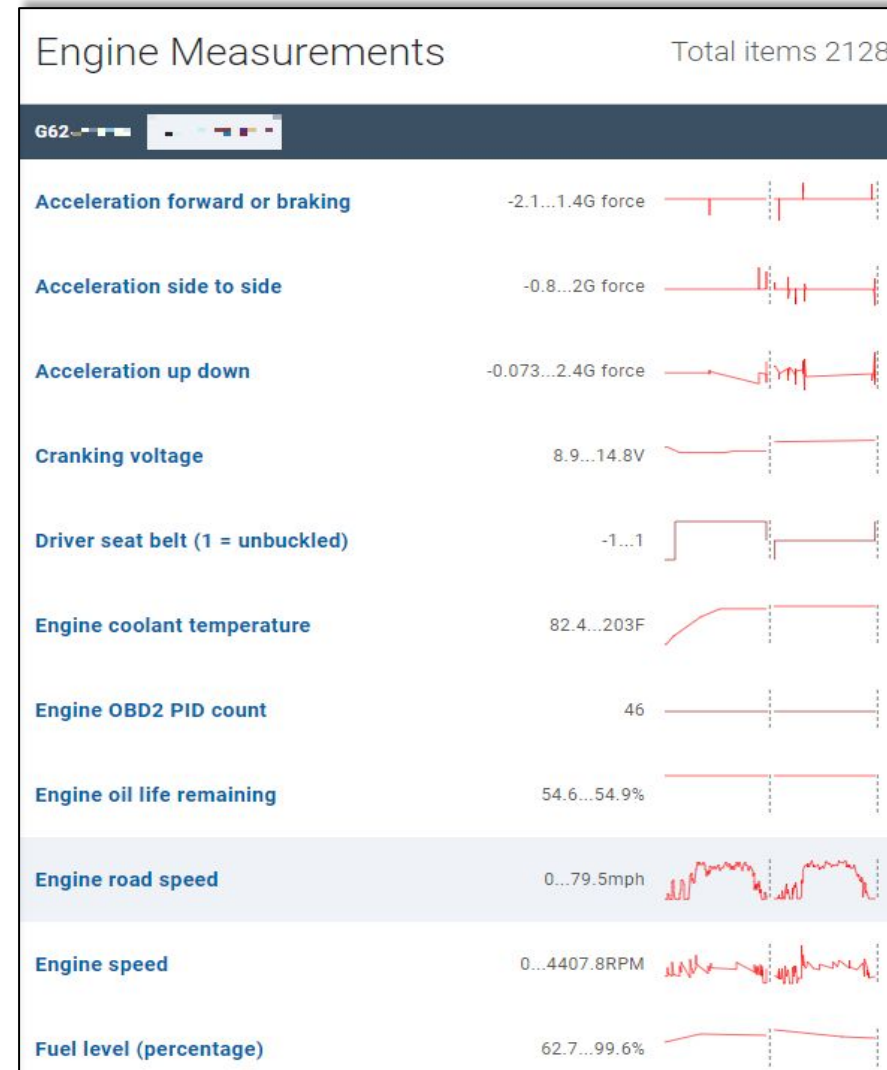
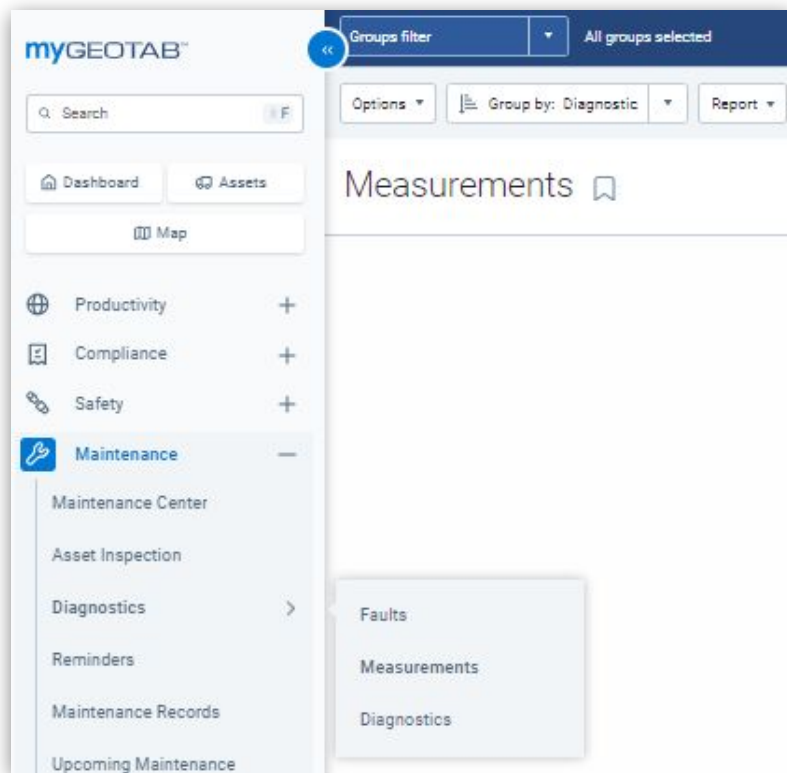
# Engine Diagnostics - Excessive Idling

Mon Dec 05		show trips		Total stop duration	20h 32m	Total driving duration	1h 59m	Total idling duration	10h 31m	Total distance	56mi
○   ●	Driving	01:29 am - 01:54 am		Driving duration	24m 54s		Distance	22mi			
	Stopped	01:54 am - 05:46 am		Stop duration	3h 51m		Idling	3h 51m 21s			
○   ●	Driving	05:46 am - 05:49 am		Driving duration	3m 6s		Distance	0mi			
	Stopped	05:49 am - 06:09 am		Stop duration	20m 29s		Idling	10m 58s			
○   ●	Driving	06:09 am - 06:46 am		Driving duration	37m 2s		Distance	5mi			
	Stopped	06:46 am - 09:10 am		Stop duration	2h 23m		Idling	2h 1m 16s			
○   ●	Driving	09:10 am - 09:22 am		Driving duration	12m 14s		Distance	2mi			
	Stopped	09:22 am - 11:17 am		Stop duration	1h 54m		Idling	1h 54m 29s			

Trip History Details

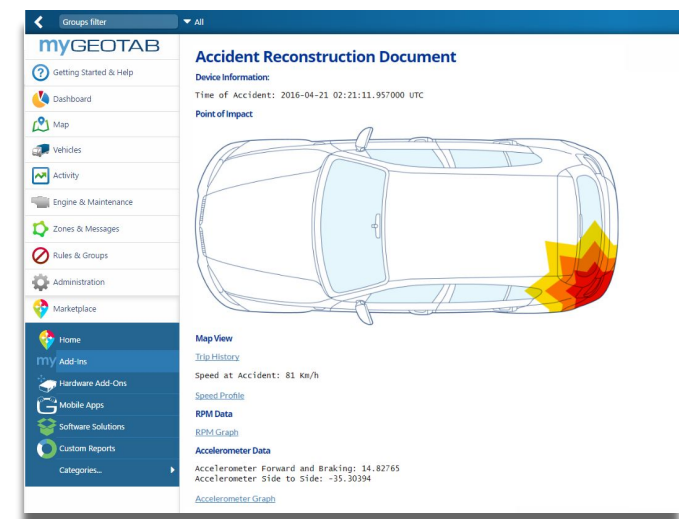
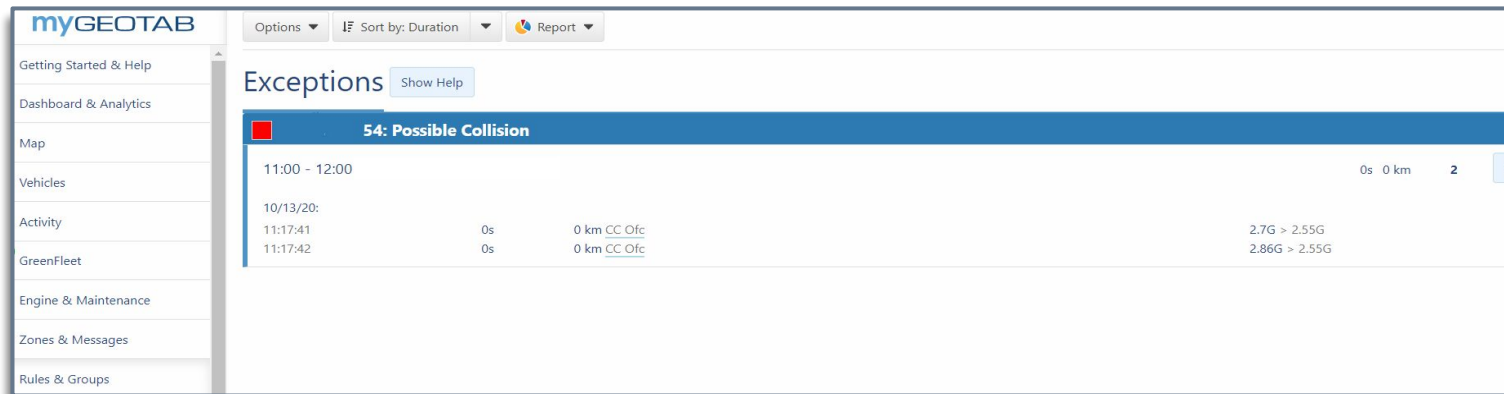
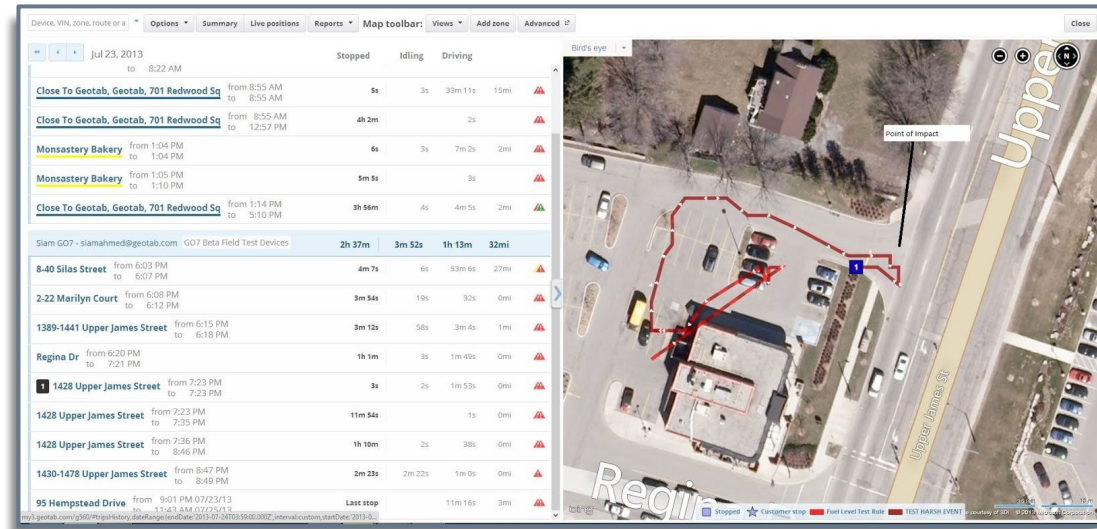
# Engine Diagnostics

- Engine Measurements and Faults
  - Trigger exceptions



# Accident Reconstruction

- Collision Reconstruction
  - Pinpoint data, driver exoneration
- Speed Data
- Accelerometer Data
- Engine RPM Data
- Snapshot pre/post impact



# Theft and Lost Asset Recovery

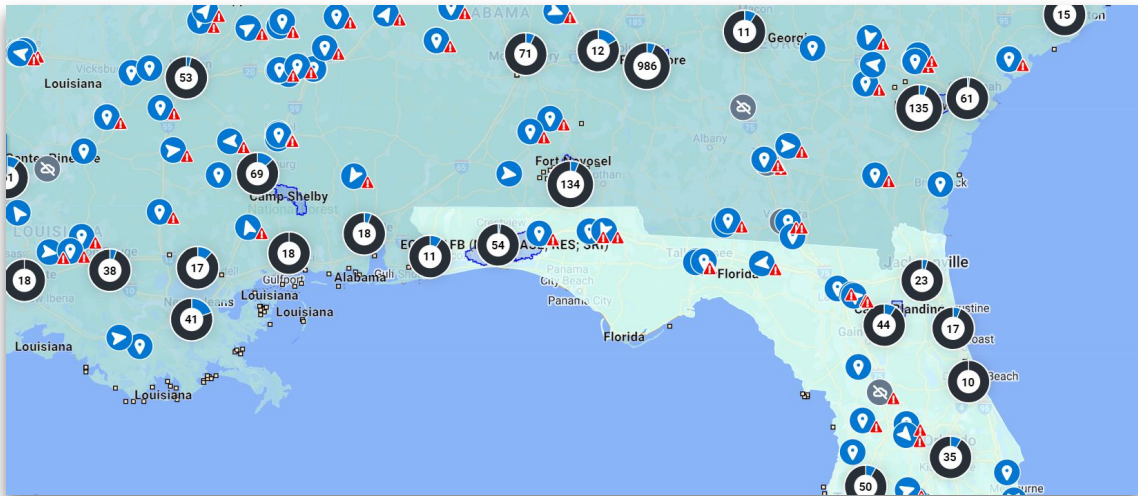
- Telematics enabled vehicles only
- Explicit written consent from the agency required
- Local law enforcement to be contacted prior by local agency
- Geotab works directly to provide real time location information
- GSA Fleet has worked to recover 96% of all telematics enabled lost or stolen vehicles to date
- Approaching \$1,000,000 in assets recovered for the government!





# Geofencing

- GIS data can be added for additional enhanced monitoring
- Rules and exceptions based on geospatial data and real time vehicle locations
- Measure kWh usage by facility/installation



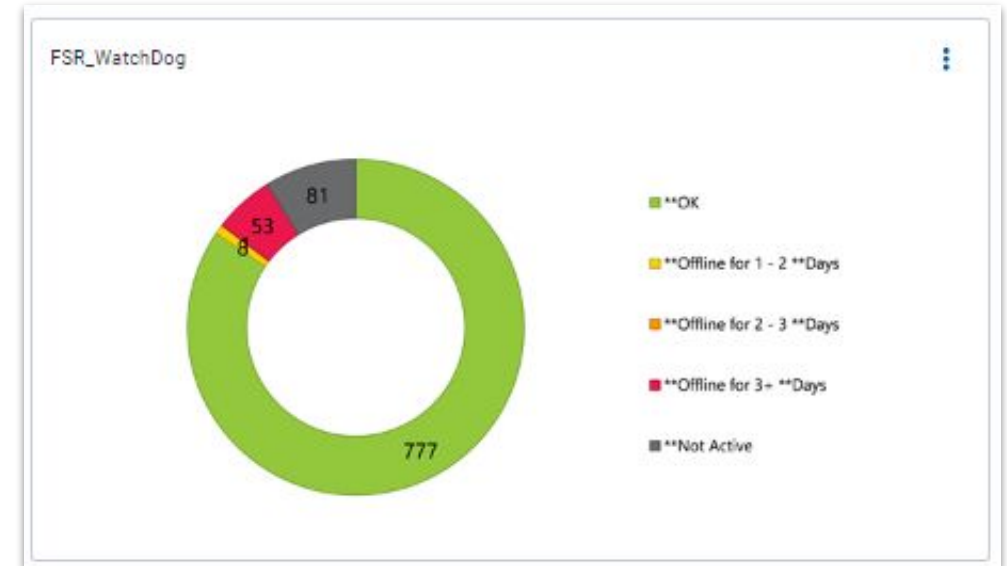
# Device Troubleshooting

- [govsupportservicedesk@geotab.com](mailto:govsupportservicedesk@geotab.com) for general hardware support
- [gov-css@geotab.com](mailto:gov-css@geotab.com) for software, MyG config, training,

## Troubleshooting LED Flashes & Diagnostic Sounds

Upon installation, the device will go through a several beeping sequences while going through the connection phases. Below are the beeps and LED flashes in order of when you should hear/see them and what to do if they don't happen.

Connection Stage	Audio & Visual Confirmation	Troubleshooting
Power Detection	6 beeps	Confirm connection. Check for blown fuses. Try another device.
Ignition Detection	1 short beep Red LED flashes	Confirm correct harness is installed.
GPS Latch	1 long beep Blue LED flashes	Ensure vehicle is outside with a clear view of the sky. Move device on top of dash or away from metal surroundings.
Cellular Latch 1	2 short beeps	Ensure there is cell coverage. Ensure SIM is active in install tool. Move device on top of dash.
Cellular Latch 2	3 short beeps Green LED flashes	

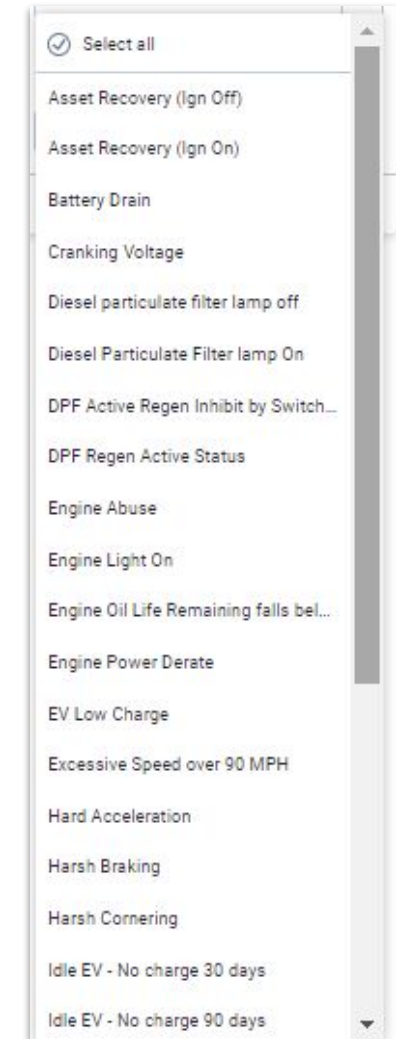
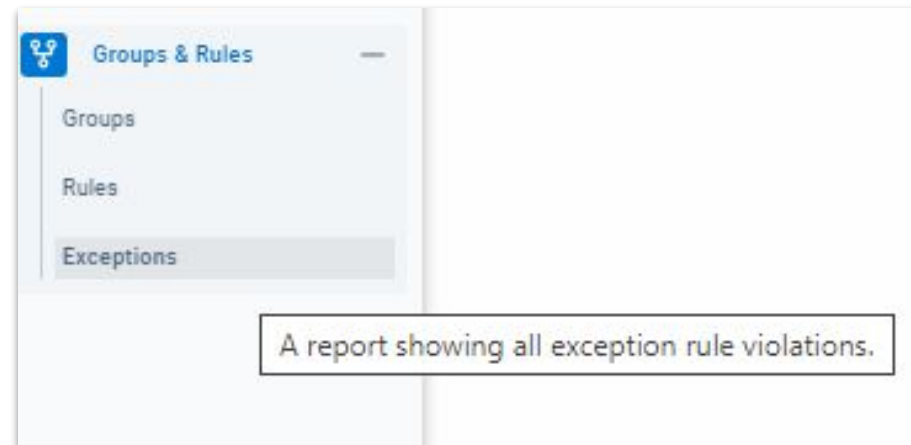


- Where possible, remote troubleshooting (e.g. OTA updates) steps will be initiated.
- Some vehicles may require physical inspection of the device + harness to ensure proper installation.



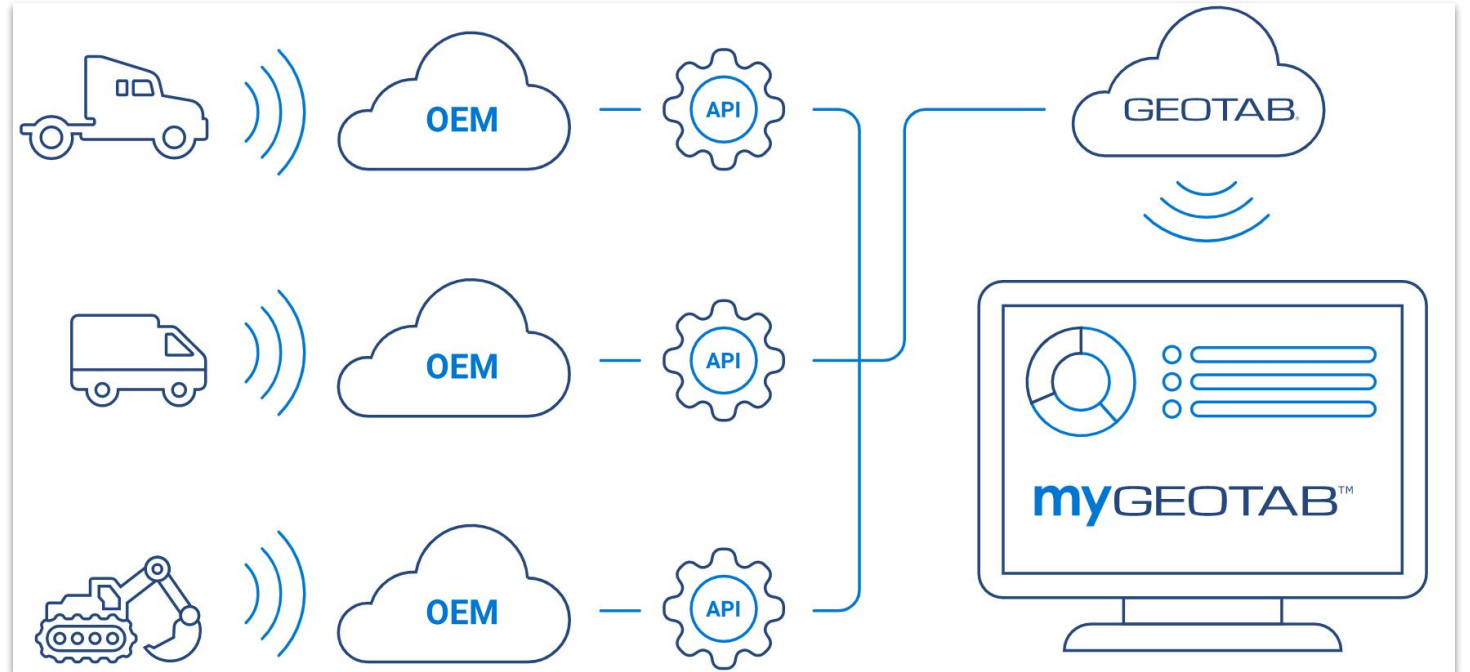
# Rules and Exceptions

- User-specified thresholds for data elements such as oil life, fuel level, possible collisions, EV battery charge level, idling, speeding, and others.
- Receive customizable notifications when a rule is broken, via exception report, in a portal alert email, or text.

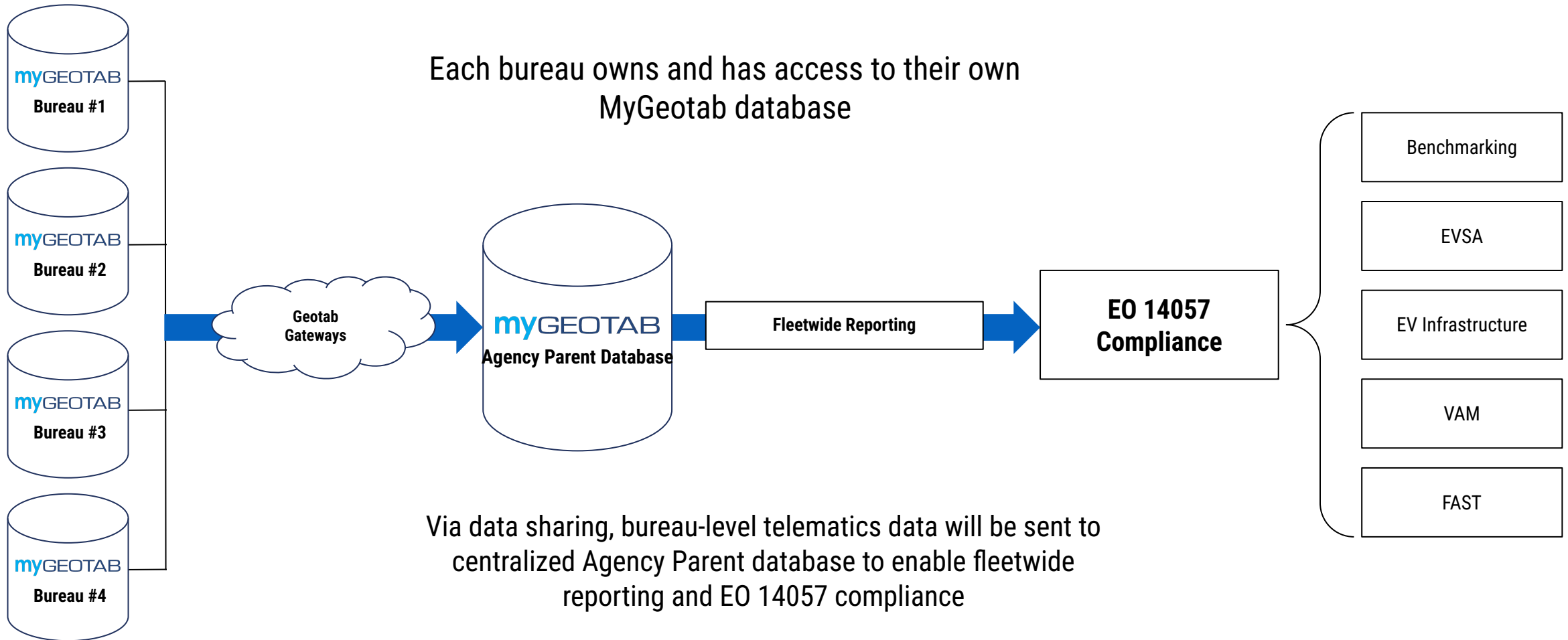


# OEM Telematics

- Assigned vehicles
- Once a month
- Need to be Driven
- Small % require driver action
- Some vehicles require GO9
- Anticipated OEM expansion



# Multistreaming & Data Sharing



# Fleet Electrification and Executive Order 14057

**As required in the EO 14057 Implementing Instructions,** Federal agencies *“must deploy telematics and collect and use fleet operational data to inform fleet planning and zero-emission vehicle (ZEV) acquisition strategies, as well as ZEV and EVSE operational management.”*

## **EV Acquisition Requirement:**

- 1) Achieve 100 percent acquisition of ZEVs for light-duty vehicles by 2027 and all vehicles by 2035.
- 2) Each Federal agency will acquire ZEVs in vehicle classes as vehicles come to market.

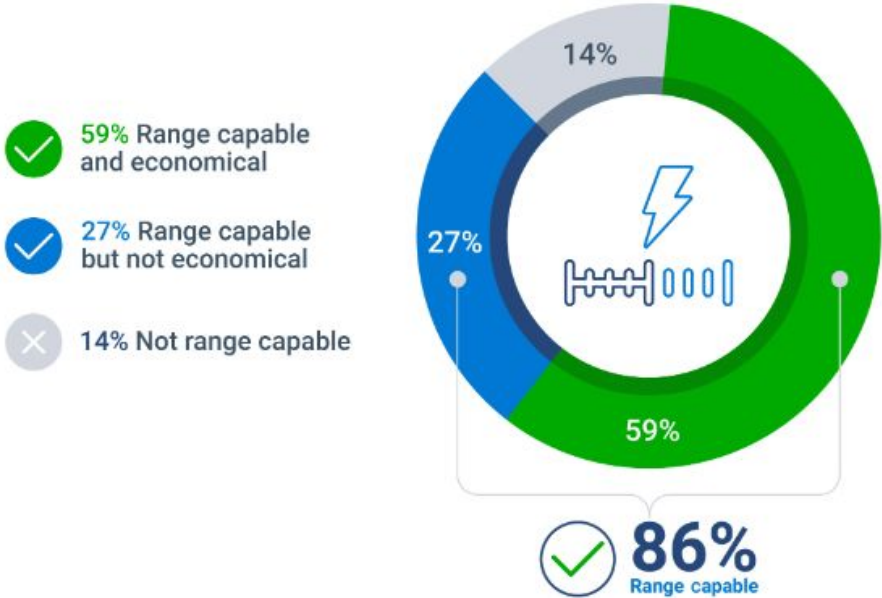


# EV Suitability Assessment (EVSA)

An automated telematics-based **EV procurement recommendation tool** powered by data intelligence for optimizing EV acquisition and deployment strategies.

## A Data-Driven Approach to EO 14057 Compliance

*Going EV?* Use Geotab telematics + EVSA to do it effectively.  
*Can't go EV?* Use Geotab telematics + EVSA to explain why not.



# EVSA Program Eligibility

- Agency must participate in **GSA Fleet's Telematics Program** and adopt the ProPlus subscription.
  - 3-12 months of collected telematics data required
- EVSA is available to all eligible vehicles at no additional cost beyond the ProPlus subscription with very little time commitment from your agency.
- Initial EVSA scoping call between GSA Fleet, Geotab, and agency is required.

## Full-Service Implementation Option

- Consultative approach
- Geotab running EVSA on behalf of agency
- GSA Fleet+Geotab analyze/present findings
- This option is prioritized for larger strategic fleets/customer agencies

## Self-Service Implementation Option

- Always available for agencies to use EVSA tool within their database
- Geotab support available to support agencies with set-up (e.g., groups/subgroups for study and instructions, etc.)



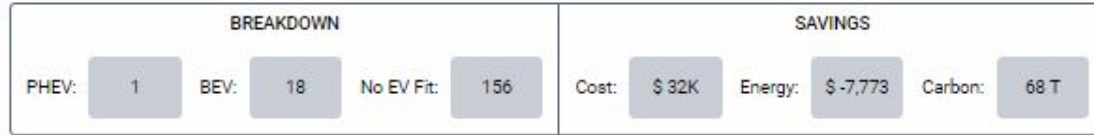
# EVSA - How to Get Started

If you would like to reserve a spot for a full-service EVSA analysis on your eligible fleet, including a presentation of results and recommendations, email [fleetsolutions@gsa.gov](mailto:fleetsolutions@gsa.gov) using the title “EVSA Expression of Interest” and include the following:

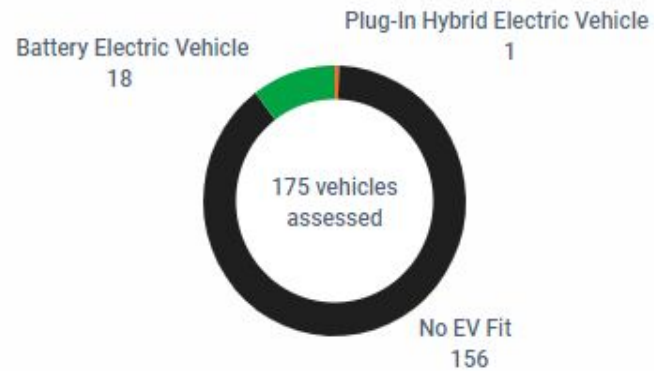
- Agency
- Bureau
- MyGeotab Database Owner (Fleet Manager) name and email
- MyGeotab Database name: **govXXXXX**
- MyGeotab Database Group Name (if applicable)



# Agency X EVSA Summary Dashboard



**Assessment Recommendation Summary**  
Based on range and lifetime cost savings



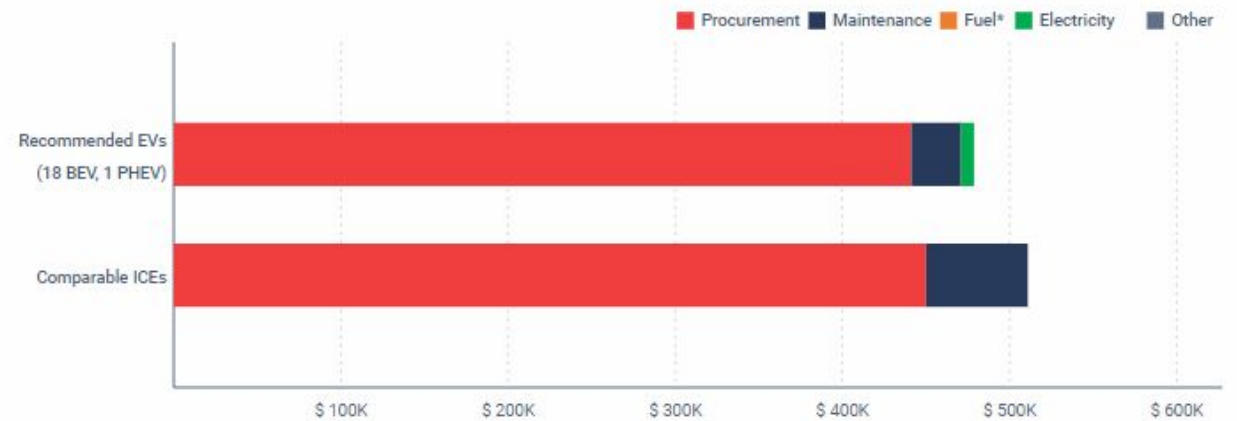
Conservative analysis identifies 18 vehicles that are suitable for EV (namely, the Chevrolet Bolt EUV) that are (i) range capable and (ii) have a lower total cost of ownership inclusive of incremental costs *without* requiring daytime charging (e.g., ground fruit).

## Lifetime Replacement Cost Summary

Recommended EV vs. Comparable ICE Scenario

- Total Cost
- Procurement
- Maintenance
- Fuel and Electricity

**Lifetime Savings: \$ 32175 (6%)**



# Adjusting EVSA Parameters

Best Fit Preferences

Prefer BEV i

EV Premium i

\$ Enter amount

Allow Daytime Charging i

3 days / mo

Best Fit Preferences

Prefer BEV i

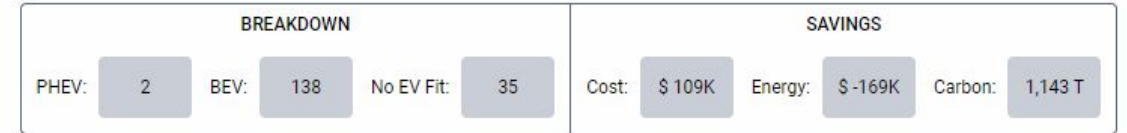
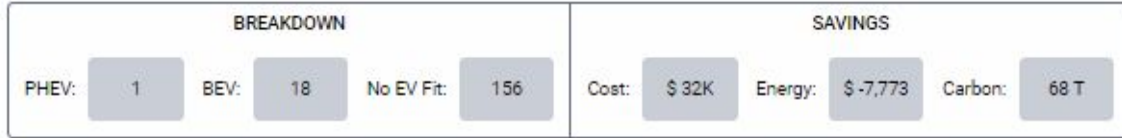
EV Premium i

\$ 5000

Allow Daytime Charging i

3 days / mo

# Updated EVSA Summary Dashboard

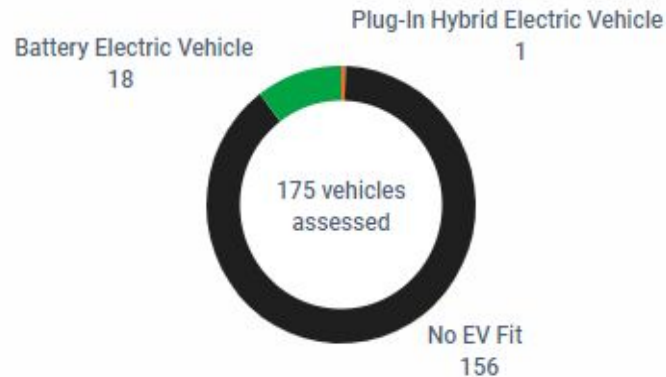


## Assessment Recommendation Summary

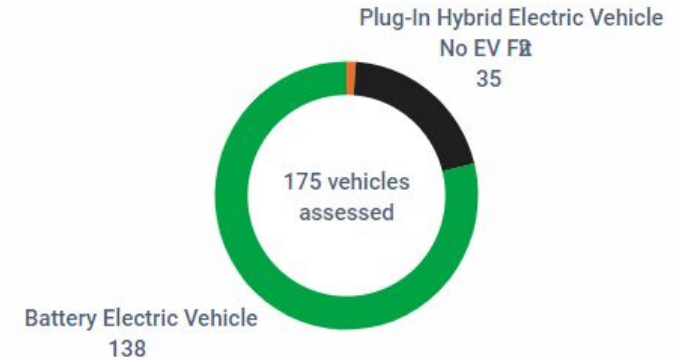
Based on range and lifetime cost savings

## Assessment Recommendation Summary

Based on range and lifetime cost savings



Before



After

# EV Infrastructure Assessment (EVIA)

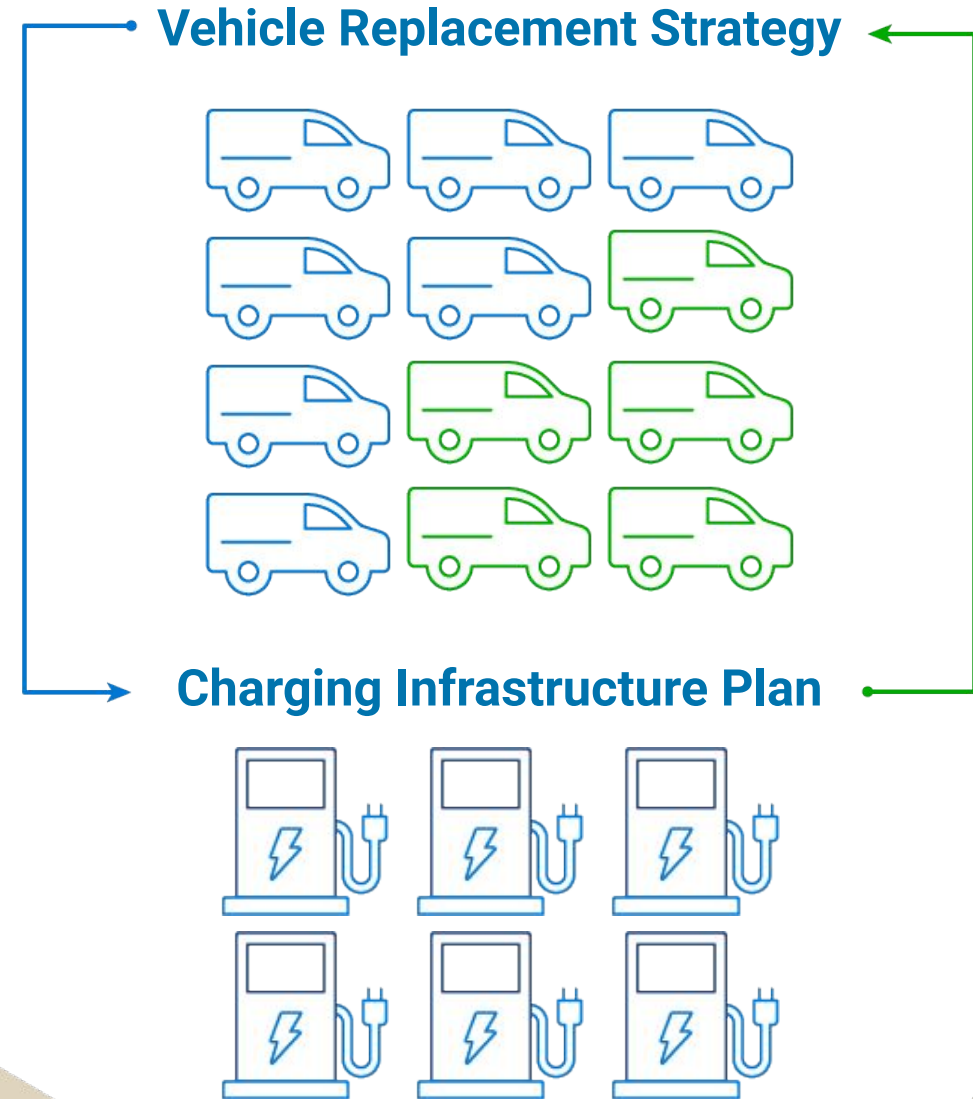
Ensure sufficient EVSE to support a ZEV fleet

- **Charging insights per vehicle**

- Dwell time validation
- Dwell location conformity
- Different charger speeds
- Onroute charging needs

- **Charging insights per site**

- Vehicle congregation patterns
- Number of charging heads recommended
- Incremental power needs
- Load management considerations



# CARB Updates

California telematics back up and running  
New CARB Compliant Harness and required sticker to be  
installed by marshallers



GO Kit  
Geotab Inc.  
2440 Winston Park Dr,  
Oakville, ON L6H 7V2  
CARB E.O. No. D-XXX



# Resources

- Innovation Branch Group Shared inbox: [fleetsolutions@gsa.gov](mailto:fleetsolutions@gsa.gov)
- Geotab Support Help Desk : [govsupportservicedesk@geotab.com](mailto:govsupportservicedesk@geotab.com)
- [www.gsa.gov/telematics](http://www.gsa.gov/telematics)
- [ProPlus Request Template](#)
- [Retrofit Template](#)
- [Best Practices for a Successful Installation Deployment with Geotab](#)
- [Customized Inventory Report instructions](#)





# Questions?



# Thank you for attending today's Desktop Workshop

For additional information on this topic contact:

Patrick Egan, [patrick.egan@GSA.gov](mailto:patrick.egan@GSA.gov), 720-315-0120

David Bass, [david.baas@GSA.gov](mailto:david.baas@GSA.gov), 202.445.9015

Looking for more federal fleet training?

- Check out the Federal Fleet Manager Certification Program - [www.gsa.gov/ffmcp](http://www.gsa.gov/ffmcp)
- Register for future GSA Fleet Desktop Workshops - [gsa.gov/gsa-fleet-training](http://gsa.gov/gsa-fleet-training)
- View past Desktop Workshops at <http://bit.ly/DtWRecordings>



Fleet<sup>®</sup>