FedFleet 2024

Telematics & Fleet Management

Windsor Sippel & Zack Hughes

www.gsa.gov/FedFleet

Agenda

- Program Refresher
- ProPlus Subscription
- Putting telematics data to use
- Retrofit Process

Audience Survey

Which statement best describes your understanding of GSA Fleet's Telematics Program?

- I'm an active subscriber of GSA Fleet telematics with my own database and love it
- I'm happy with the default service providing FAST data and automated mileage reporting
- I would like to know more about the program
- Tele-what-ics???

Program Refresher

FedFleet 2024

GSA Fleet Telematics

THE ONLY…

Fully Integrated,

FedRAMP Authorized,

Shared Government Service,

Cradle-to-Grave Managed,

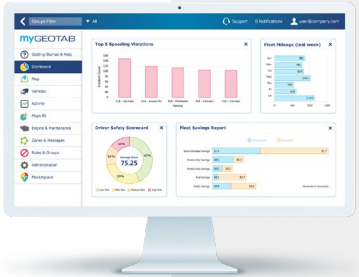
...TELEMATICS PROGRAM IN THE FEDERAL GOVERNMENT

What is Telematics?

WHAT? Science of **tele**communications and infor**matics** via wireless transmission of generated vehicle data

Why Telematics?

- WHY? Unique insights into vehicle use and operations Federal fleet managers would otherwise not have
  - E.O.14057



Meeting the requirements of EO 14057

THE WHITE HOUSE

BRIEFING ROOM

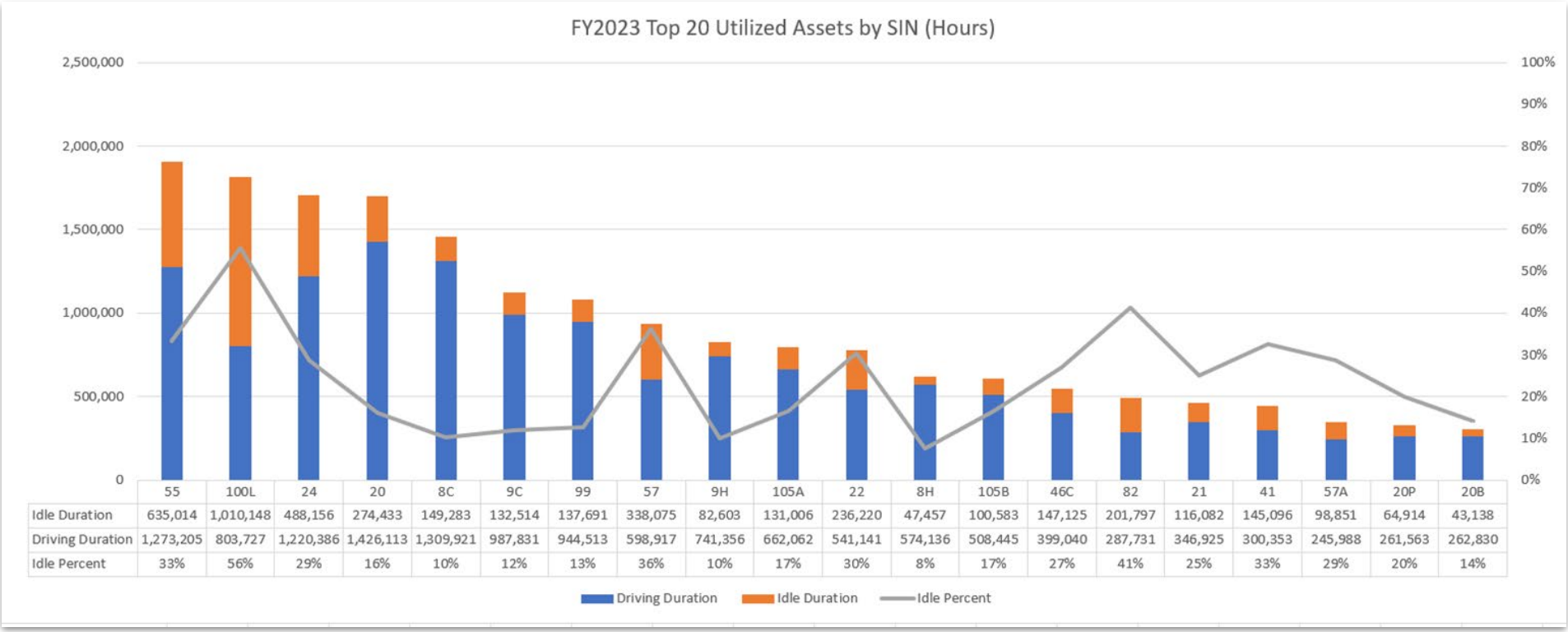
Executive Order on Catalyzing Clean Energy Industries and Jobs Through Federal Sustainability

Implementing Instructions

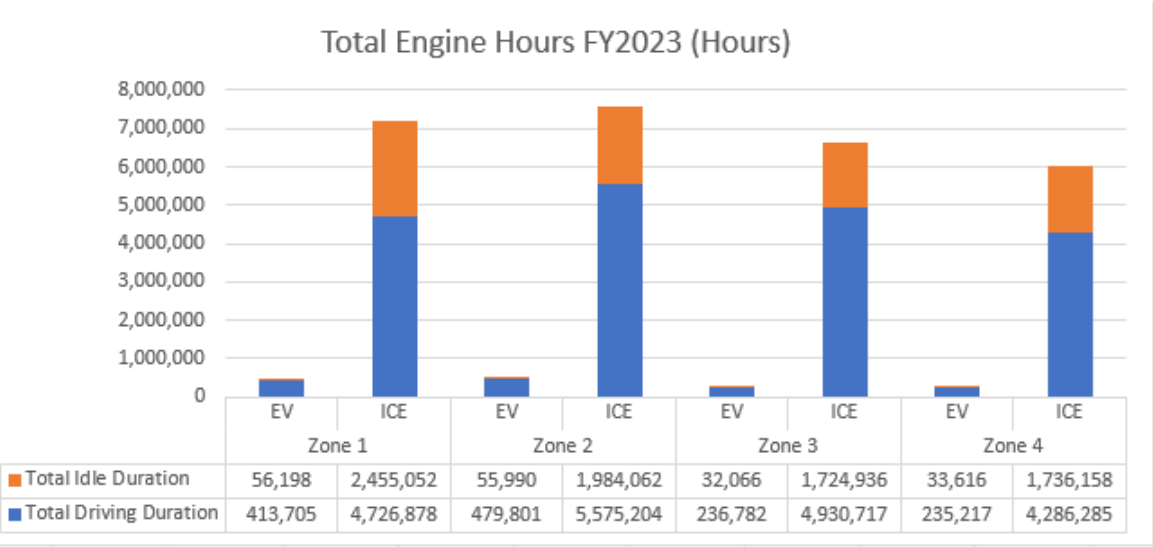
4.3.6 Fleet Management Practices to Support and Accelerate ZEV Deployment

- "All other agencies **must deploy telematics** on agency owned vehicles on at least the **same timeline (2026)** to provide data necessary for consistent, comprehensive, and effective planning for ZEV acquisitions and deployment, and to facilitate overall fleet management."

Fleetwide Data Examples

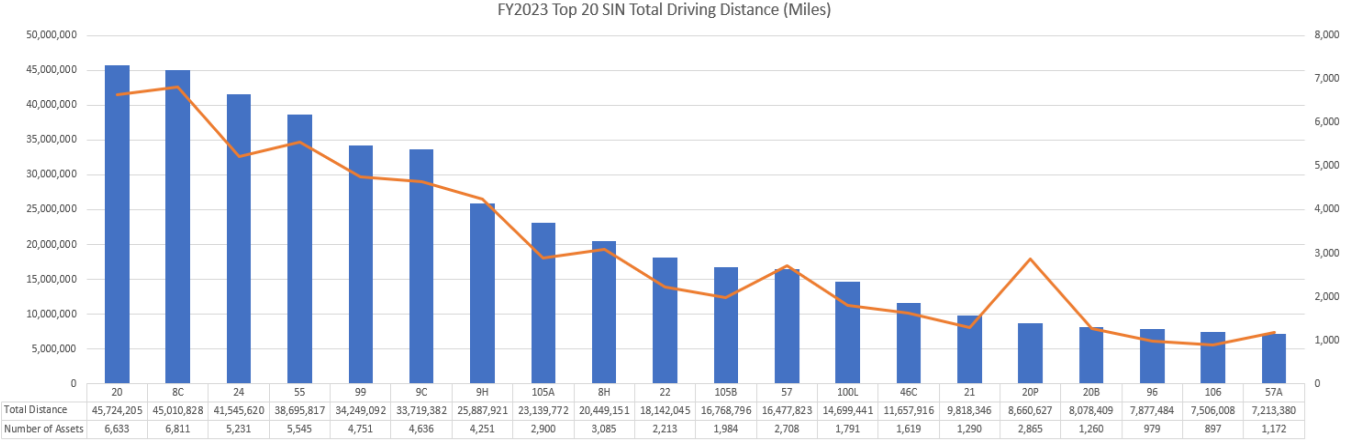


	55	100L	24	20	8C	9C	99	57	9H	105A	22	8H	105B	46C	82	21	41	57A	20P	20B
Idle Duration	635,014	1,010,148	488,156	274,433	149,283	132,514	137,691	338,075	82,603	131,006	236,220	47,457	100,583	147,125	201,797	116,082	145,096	98,851	64,914	43,138
Driving Duration	1,273,205	803,727	1,220,386	1,426,113	1,309,921	987,831	944,513	598,917	741,356	662,062	541,141	574,136	508,445	399,040	287,731	346,925	300,353	245,988	261,563	262,830
Idle Percent	33%	56%	29%	16%	10%	12%	13%	36%	10%	17%	30%	8%	17%	27%	41%	25%	33%	29%	20%	14%



	Zone 1 EV	Zone 1 ICE	Zone 2 EV	Zone 2 ICE	Zone 3 EV	Zone 3 ICE	Zone 4 EV	Zone 4 ICE
Total Idle Duration	56,198	2,455,052	55,990	1,984,062	32,066	1,724,936	33,616	1,736,158
Total Driving Duration	413,705	4,726,878	479,801	5,575,204	236,782	4,930,717	235,217	4,286,285

Fleetwide Data Examples



	20	8C	24	55	99	9C	9H	105A	8H	22	105B	57	100L	46C	21	20P	20B	96	106	57A
Total Distance	45,724,205	45,010,828	41,545,620	38,695,817	34,249,092	33,719,382	25,887,921	23,139,772	20,449,151	18,142,045	16,768,796	16,477,823	14,699,441	11,657,916	9,818,346	8,660,627	8,078,409	7,877,484	7,506,008	7,213,380
Number of Assets	6,633	6,811	5,231	5,545	4,751	4,636	4,251	2,900	3,085	2,213	1,984	2,708	1,791	1,619	1,290	2,865	1,260	979	897	1,172

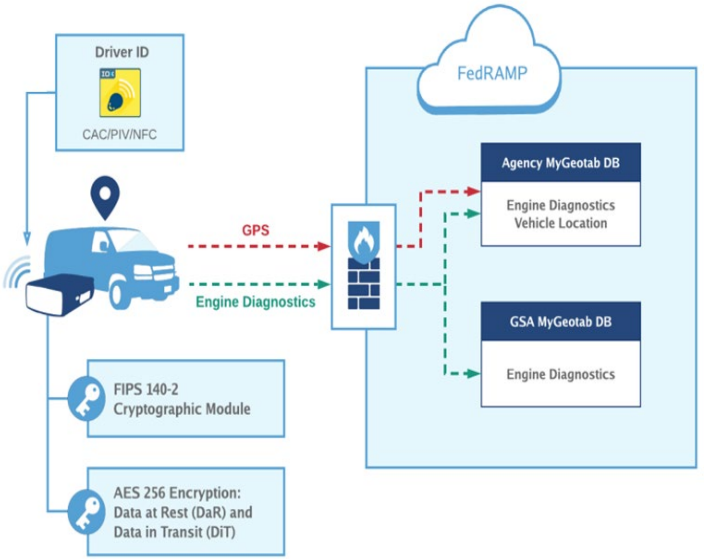
Key Program Reminders

1. 3rd party telematics services not authorized on any GSA leased vehicles
2. Devices installed at exchange/pickup locations & retrofits are ongoing; process detailed
3. No procurement activities required!
4. FedRAMP Cybersecurity Certification

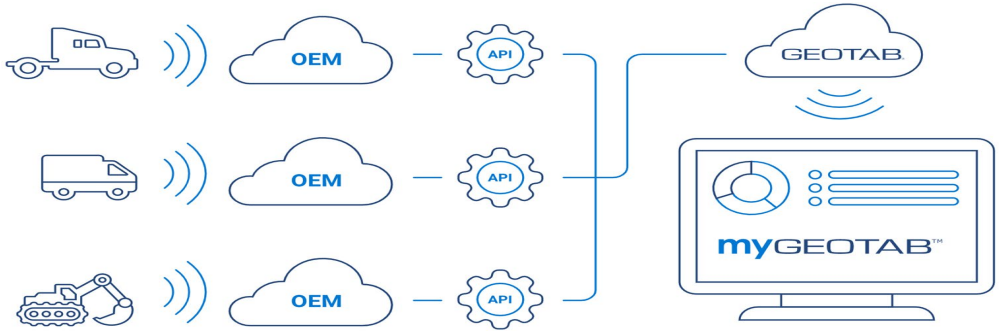
Cybersecurity Protections

- Full FedRAMP Moderate Level Certification
  - NIST 800-53
  - 325 individual controls
- FIPS 140-2
- AES 256/Data at Rest/Transit
- HERO Certification
- NIST 800-53 Rev 5 and FIPS 140-3 *pending and coming soon

FedRAMP



OEM Telematics



1 Vehicles collect data and upload it to an OEM cloud

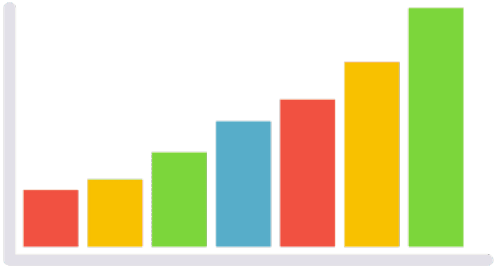
2 OEM data is transferred to Geotab's FedRAMP Data cloud

3 Geotab standardizes the data from all sources

4 Data is funneled into a single platform

OEM Telematics

- Significant reduction of the administrative and operational burdens
- Eligibility includes most NMY vehicles for Ford and GM, and many older Models/MYs from these manufacturers as well
  - 72% of all vehicles sold worldwide in 2022 were equipped with OEM embedded telematics
  - Forecasted to reach 93% in 2027



Key Program Reminders

- ***No cost*** for default service (customer subscription not activated)
- Only $13 per month/per vehicle for GSA Telematics Subscription
  - ***No*** minimum subscription period
  - Charges are **fully integrated** as line items under fleet leasing invoice

GSA Fleet Default Telematics Service

Agency Customers Receive:

- Automated mileage reporting
- kWh consumption for FAST reporting
- High level telematics data summarized & provided on agency-specific reports

GSA Fleet Receives:

- Isolated database
- **No GPS data**
- Fault code and diagnostic data for improved maintenance management

ProPlus Subscription

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“ProPlus” Telematics Subscription

Agency “ProPlus” Service ($13 Subscription)

*GSA Fleet does not receive GPS data unless explicitly permitted by the agency

- MyGeotab Management Portal
- GPS capability*
- Accident reconstruction
- Advanced reporting
- Driver coaching/management
- API Integration
- Mapping and Geofencing
- And much more!

ProPlus Subscription Portal

- Automation
  - Mileage reporting
  - Dashboards/reports
- Custom View
  - User preferences
- At-A-Glance
  - Simplified Fleet Management
  - Easily exportable
- Near Real-time
  - Updated every 30 sec

Using Telematics Data for Fleet Management

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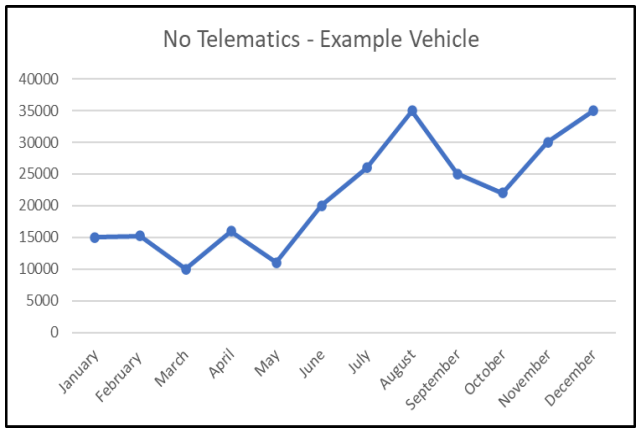
Using Telematics Data

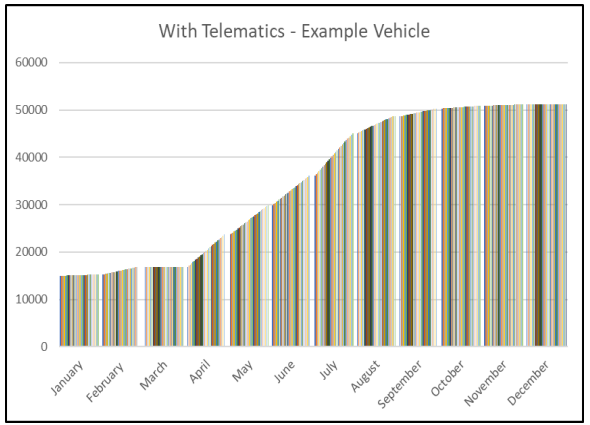
Without Telematics

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

With Telematics

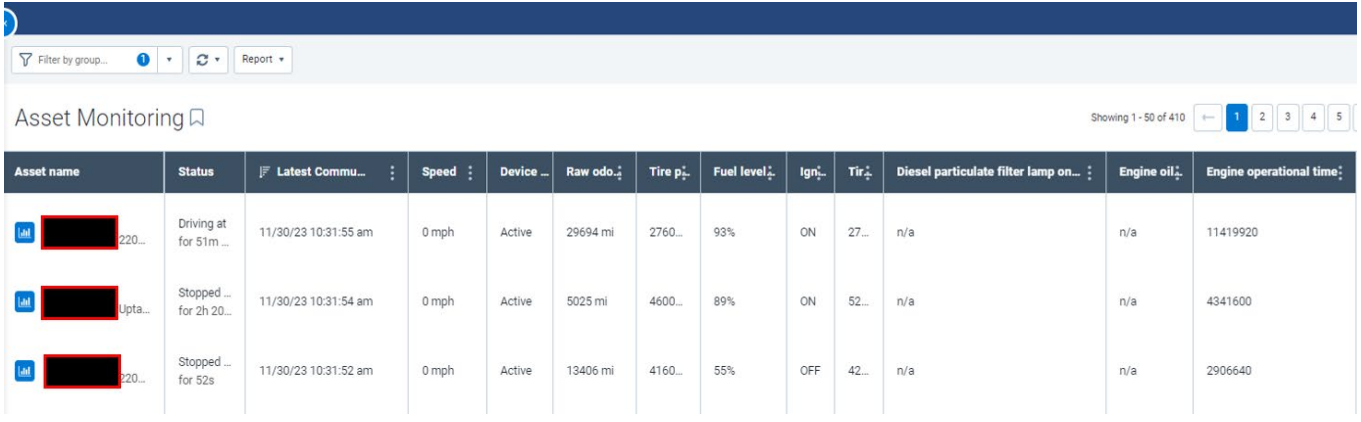
- Huge time savings through automation
- No monthly mileage estimates
- More reliable projected replacement dates/criteria
- DAILY utilization





Fleet Management Tools

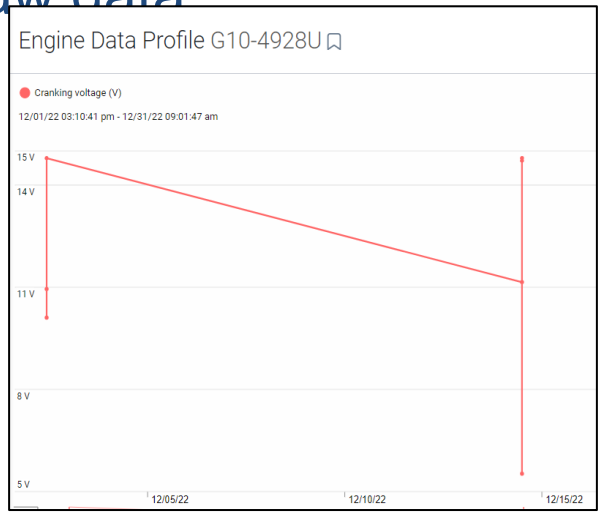
- Asset Monitoring Page
  - Custom attributes to track customizable and user specified metrics of your whole fleet at a glance (Email fleetsolutions@gsa.gov for access to this feature).
- Rules and Exceptions
  - User-specified thresholds for data elements such as oil life, fuel level, possible collisions, EV battery charge level and others .
  - Receive customizable notifications when a rule is broken, via email or text.

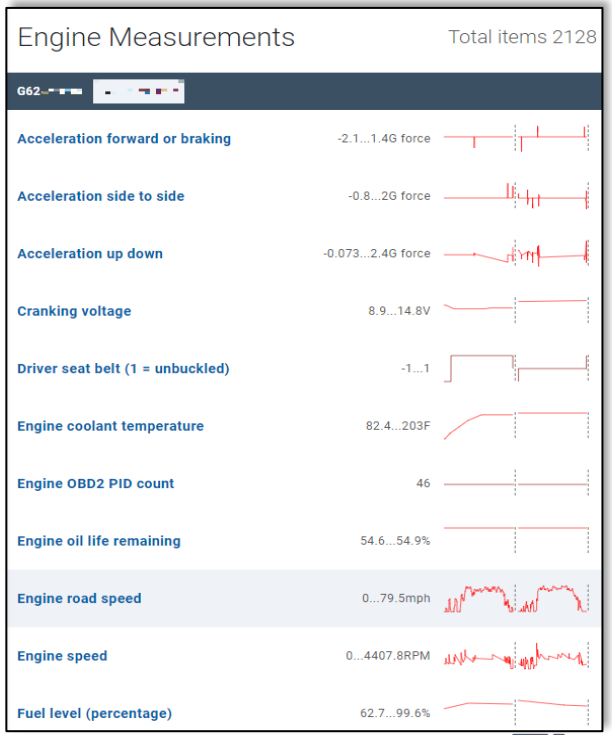


Asset name	Status	Latest Commu...	Speed	Device ...	Raw odo...	Tire p...	Fuel level	Ign...	Tir...	Diesel particulate filter lamp on...	Engine oil...	Engine operational time
[redacted] 220...	Driving at for 51m ...	11/30/23 10:31:55 am	0 mph	Active	29694 mi	2760...	93%	ON	27...	n/a	n/a	11419920
[redacted] 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] 220...	Stopped ... for 52s	11/30/23 10:31:52 am	0 mph	Active	13406 mi	4160...	55%	OFF	42...	n/a	n/a	2906640

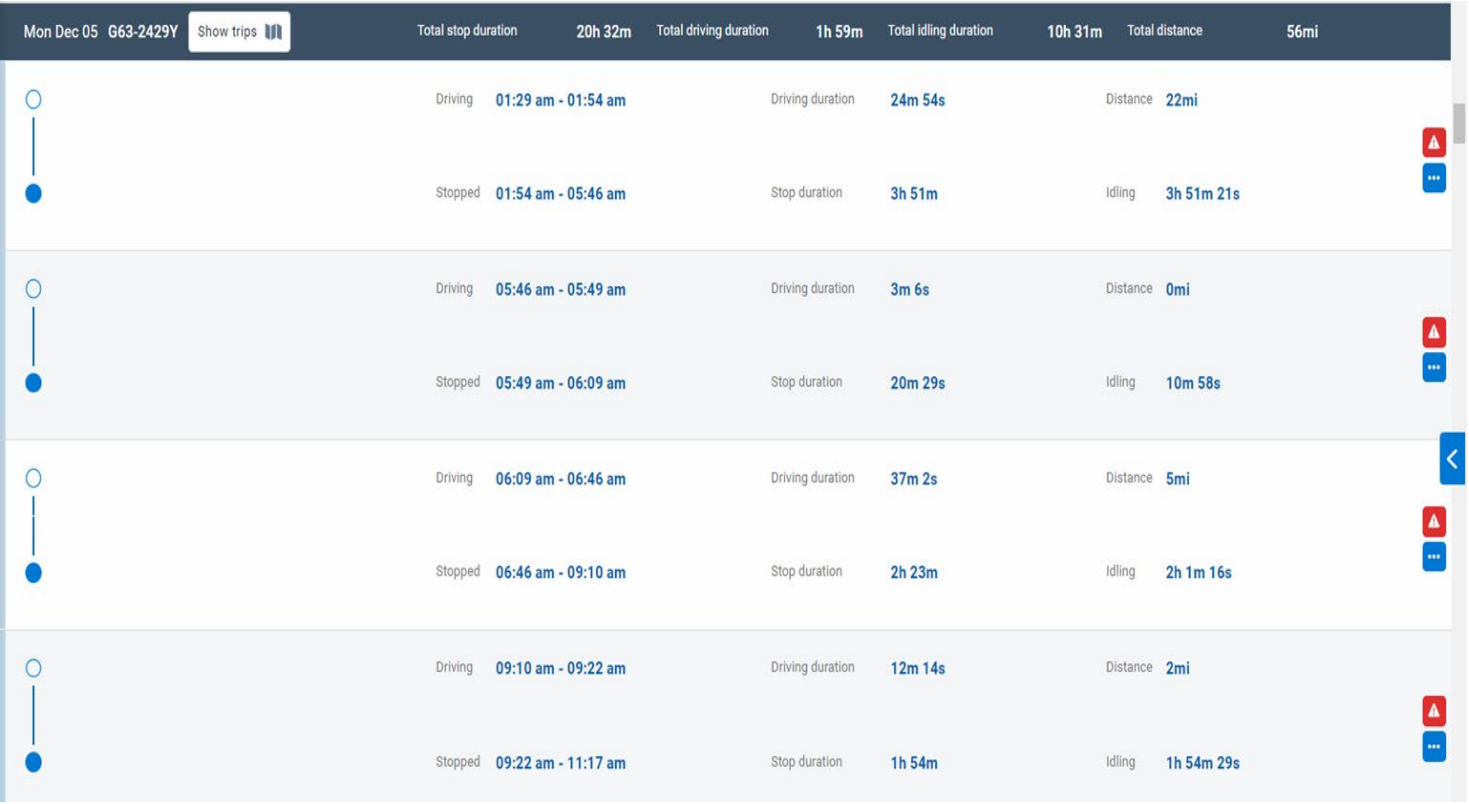
Engine Diagnostics

- Engine data example - cranking voltage
- No guesswork
- Raw data





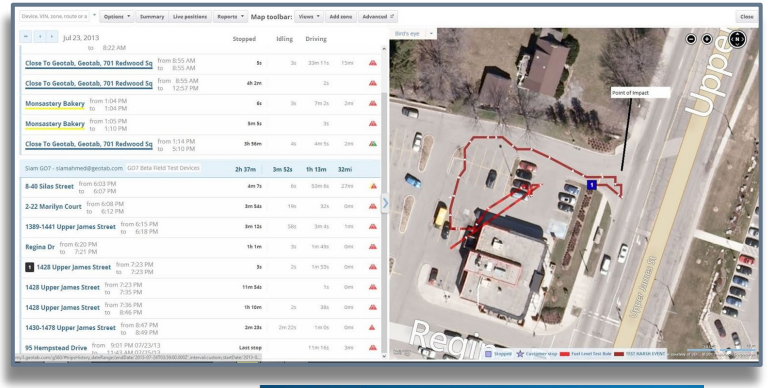
Engine Diagnostics - Excessive Idling

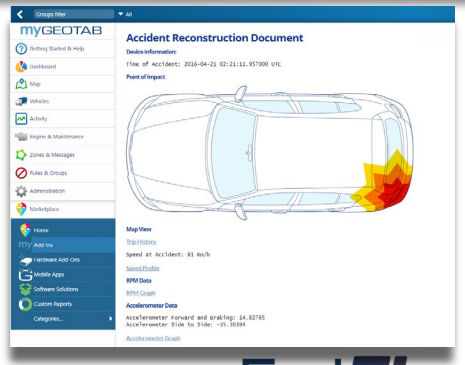


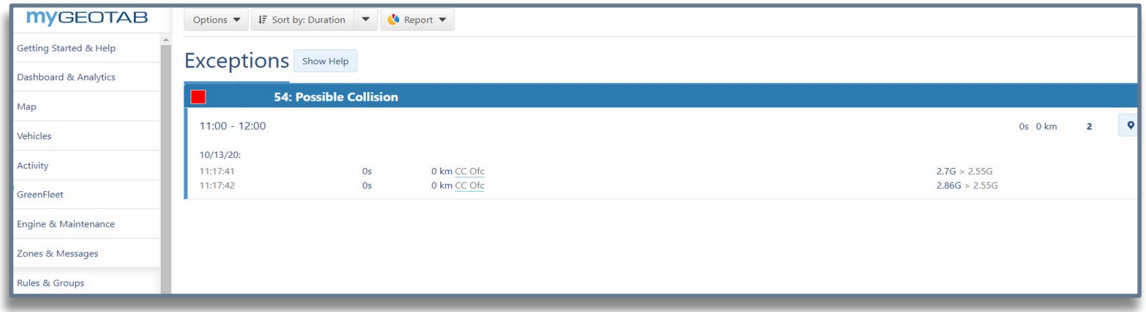
Trip History Details

Accident Reconstruction

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





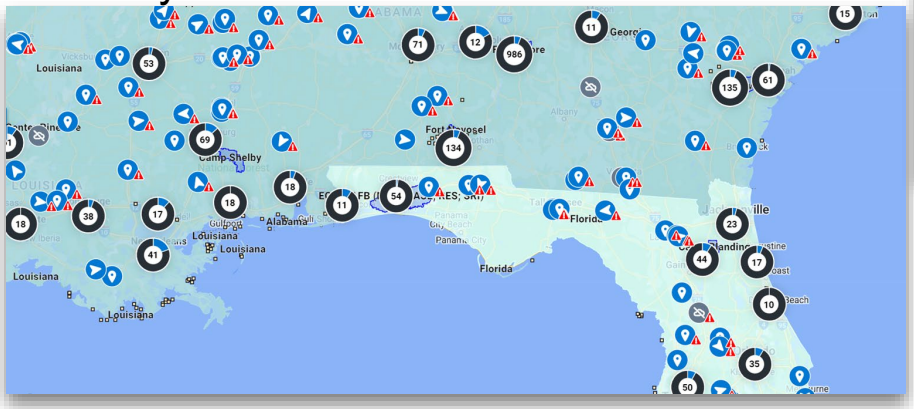


Theft and Lost Asset Recovery

- 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

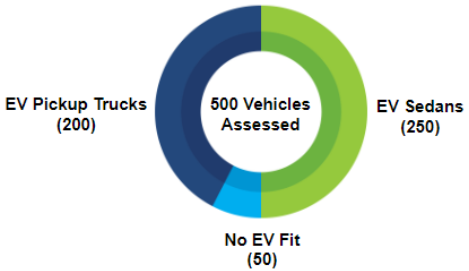
- GIS data can be added for additional enhanced monitoring
- Rules and exceptions based on geospatial data and real time vehicle locations
- Measure kWh usage by facility/installation

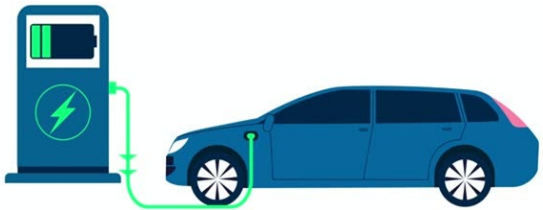


EV Suitability Assessment (EVSA)

Electric Vehicle Suitability Assessment

- Is switching to EVs viable from an operational and financial perspective?
- Which of my current fleet vehicles are good candidates to be replaced by EVs?
- Are they able to perform the job requirements?
- What kind of charging infrastructure is required to support my electrification plan?
- What would the greenhouse gas reduction be?





Retrofit Process

Retrofitting Your Fleet

1. All in-service GSA leased vehicles pre-screened for eligibility.
2. POC and shipping info provided to GSA after requests are made by the HQ Fleet Manager or Local POC.
3. Devices are ordered and shipped to POCs and addresses provided.
4. Geotab will reach out to listed POCs to coordinate installations.
5. Customer, GSA, and Geotab track progress.

CARB Compliant Installations

- New “Y” harness satisfies CARB requirements
- Sticker to be applied under hood near emissions info
- Retrofit and marshalling site installations can resume

GO Kit

Geotab Inc.

2440 Winston Park Dr,
Oakville, ON L6H 7V2

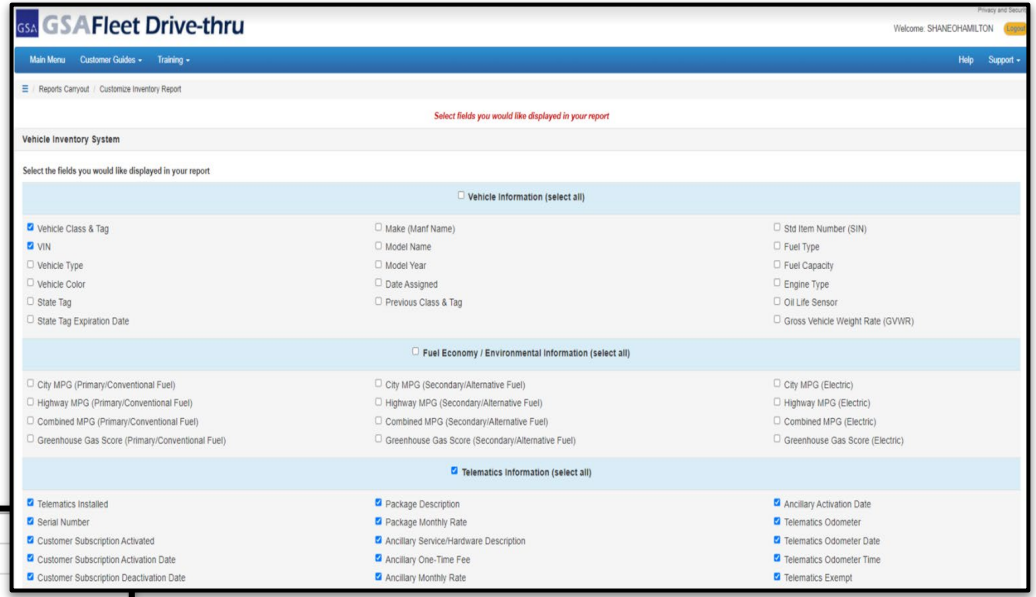
CARB E.O. No. D-XXX

CARB Compliant Installations

GSA Fleet Drive-thru Reports

Customized Inventory Report

GSA Fleet Drive-thru



FY2022 Inventory Report - Customize			
Agency/Bureau Your Agency and Bureau			
By Email to: Your.Email@federal.gov			
Class-Tag	VIN	Serial Number	Customer Subscription Activated
G41-			
G42-			
G42-			
G43-		G9	
G43-			
G43-		G9	Y
G43-		G9	
G43-		G9	
G43-			
G43-			
G43-		G9	
G43-		G9	Y

Questions

Contact Us

GSA Fleet Innovation Branch

- fleetsolutions@gsa.gov
- GSA.gov/telematics

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