






Telematics

Figuring out exactly how your fleet performs is crucial to driving down fuel costs and emissions. Telematics can reduce the burden of capturing all the data.

One of the first steps in [NatRoad's Get Fleet Fit](#) process is to measure **how your fleet is performing** then monitoring any improvements. The good news is today's trucks are a wealth of information and produce more data every day than most fleets could possibly use! The trick is knowing how to capture the relevant information and use it in your business to drive down fuel, costs, and emissions, at the same time.

Beyond GPS

Today's vehicle telematics devices don't just track where trucks are located, they cover an ever-increasing range of data to help you collect information on the operational performance of your vehicles. Some of the most useful features for fuel efficiency include:

	Helping to identify the causes of increased or decreased fuel consumption, which impact on costs. It also confirms the benefits of your fuel efficiency actions.
	Identifying vehicles in your fleet that have higher fuel consumption and, more importantly, why.
	Tracking vehicle speeds, acceleration, deceleration and cornering forces. These are normally monitored for safety reasons, and also give you insight into the fuel efficiency of your driving style.
	Considering going electric? Measuring your actual daily distances and energy consumption in your current truck (not just an annual average) tells you the range and battery size you will need from any future electric vehicle.
	Identifying vehicles with error codes before the faults impact fuel consumption or lead to more expensive downtime and repairs.

Making data work for you

Evidence from other fleet improvement programs show many fleets use telematics systems on their trucks already however are not taking **the final step of analysing this data**. Fortunately, telematics providers offer apps, portals and data dashboards as a service, alongside their data-collecting hardware making it easier to crunch the numbers on your fleet's performance:

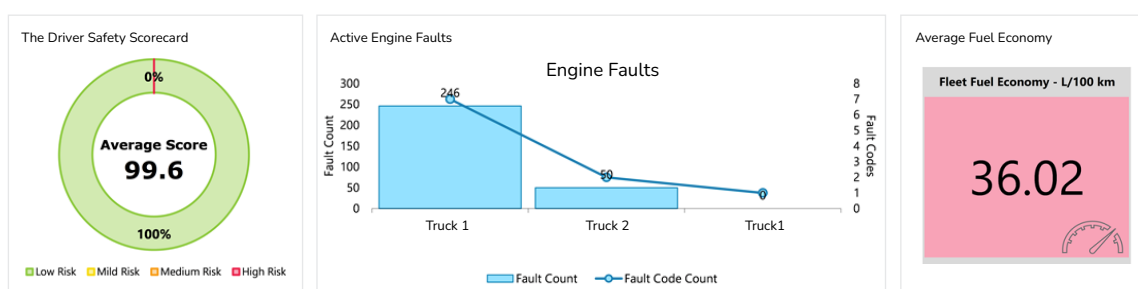


Image: GEOTAB



Access all the resources here

Capturing data is one thing; making sense of it is another. Once you have a steady stream of telematics information coming in, there are a few 'no-regrets' opportunities to explore, as follows:

- 1. Idle time:** unnecessary idling occurs throughout the industry, as drivers leave the engine running at the depot, during deliveries, or even while having lunch. Most fleet managers don't realise how big an issue idling is **until they are faced with the data**. Fleet telematics shows some trucks idling for more than 30% of their operating time! This can be an obvious, low-cost fuel-saving opportunity – see the Get Fleet Fit [Fleet Practices factsheet](#) for more.
- 2. Driving styles:** Comparing driver behaviour reports to vehicle fuel consumption can help to pinpoint where driver education could help. High consumption driving could also indicate high-risk driving, so **there may be a safety payoff** in looking at driver behaviour too. [Explore more eco-driving opportunities](#).
- 3. High fuel consumption:** Fuel consumption can vary from one day to the next, especially when trucks move to different tasks or routes. These daily variations may not require action. Telematics allows you to track a consistent pattern of higher fuel consumption and trace it to a cause. High fuel consumption could be the first sign of a vehicle fault (e.g. cooling fans, ABS, engine software issues). If there's no faulty equipment, and you've ruled out idle time and driving style, switching **vehicles, drivers, or routes** can quickly narrow down the root cause.

Getting started with telematics

Telematics data can be captured using built-in Original Equipment Manufacturer (OEM) systems or by fitting aftermarket plug-in devices. If all your trucks are from the same manufacturer, the OEM's own telematics system may be a convenient option. If your fleet includes different brands, it may be easier to compare across models by using an aftermarket telematics supplier.

It might seem daunting to launch into the world of data-collection and performance metrics. Here are a handful of basic introductory questions to ask to help you get started:

- Are you going to use your OEM's telematics or an aftermarket system?
- What training and demonstrations are on offer?
- What features are you most interested in? Fuel economy? Driver performance? Costs?
- What other features might be available (e.g. geo-fencing, vehicle condition, route optimisation, etc.)?
- How will you access the data and how often?
- How much will this cost (per vehicle, per month)? A \$50 monthly fee might easily pay for itself **if the data is regularly analysed**.
- Who is in charge of analysing your data? Who can look for opportunities to reduce costs?

If you don't measure it, you can't manage it. Unlocking opportunities with telematics could help your fleet save fuel, emissions, and a whole lot of hassle.

TIP

Try before you buy, or get a demo

Find out more

Transport Certification Australia has broken down [the major telematics devices certified for on-road use in Australia](#).

Teletrac Navman provide ideas on data management, including [5 ways digital maintenance programs can reduce maintenance costs](#).

OEMs such as [PACCAR have inbuilt telematics](#) and offer a range of digital support.

Get Fleet Fit has been designed by NatRoad to guide truck operators towards improved fuel efficiency and reduced emissions in alignment with future government regulations and customer expectations. We've developed a 5-step roadmap to help create a clear, actionable plan for your business, plus more detailed information on important topics to help you along your unique journey.

