Battle Card | Fleet Management | Pick-Up & Delivery

MetTel Enterprise Fleet Management Platforms: Connect, optimize, measure and manage your people, assets and work.

OVERVIEW

Companies who deliver or pick up equipment, packages (parcels) or people.

TARGET MARKETS

- Long Haul Trucking (Interstate transport)
- Food Distribution (local and regional)
- Pharmaceutical (blood, isotopes, plasm delivery)
- Medical (paratransit, private and public ambulance services)
- Passenger Transportation (ex. bus tour companies, limo, taxi)
- Oil / Gas delivery
- Equipment Rental Companies (construction equipment delivery and use)

Any commercial driver required to use paper logs today or keep RODs (records of duty status) must comply with the MAP-21 or ELD FMCSA mandate by December 18th, 2017.

CUSTOMER PAIN POINTS

Governmental Bureaucracy
Burdened with a new regulatory headache and the additional costs of adopting new technology, the transportation industry is already a low-margin, high-transactional business.

Already a Highly Regulated Business
Costly fines for the company and the driver for hours-of-service violations. ($10,000 & up)

High Documentation Requirement
Paper rich environment from HOS logs, Shipping Manifest, Proof of Delivery, Bill of Lading and Driver Inspection records.

Limited Visibility
The reality of daily deliveries and pick-ups. *You can't manage what you can't measure.*

Ever-increasing Paperwork
From Duty Logs, to Vehicle Inspection Records, Bill of Laden, Proof of Delivery and more, these require an expensive staff for all data entering information (with costly mistakes). *This can be completely avoided by automating all the paperwork and data entry.*

DIFFERENTIATORS

Choices
Your prospect will not be handcuffed by having just one provider. Our customers have multiple software, hardware and services offerings to choose from. Unlike so many others out there, our dynamic solutions are not a "one size fits all" offering.

Both Vehicle Telematics & Mobile Workforce Automation
Includes location based services, driver safety, fuel, diagnostics, job dispatch, notification management and dashboard reporting. Our driver and management apps automate communications and automate the work being done in the field.

Industry Leading Support & Onboarding
We activate thousands of enterprise communications and applications every day and ensure a smooth transition to automating your fleet and mobile workforce.

Enterprise Experience
We offer white-glove, Stevie Award winning customer service, unique in the industry.

Multiple Kit Options
Bundled packages based on your individual needs including tablets, data, mounting kits, harnesses, sensors, PTO (power take off) and even route planning.

Bruin
Our premier award-winning business connectivity management platform. Only MetTel offers a portal that provides one view to all cross-carrier connectivity types for billing, provisioning, ordering, ticketing and reporting.

CUSTOMER BENEFITS

- **Fuel Cost Reduction**: up to 20% (need industry quote) – preparing more efficient routes and managing vehicle idle cost in the field will create huge cost savings to the business
- **Improve Driver Safety**: Save lives, reduce insurance costs, and lessen claims by providing a structure around your driver safety training to measure, monitor and improve performance of each driver.
- **Driver Compliance**
- **Go Paperless** and automate your drivers paperwork to your back office systems.

TERMINOLOGY

ELD – Electronic Logging Device

FMCSA – Federal Motor Carrier Safety Administration

HOS – Hours of Service

ECM – Engine Control Module (aka Vehicle Computer)

DVIR – Driver Vehicle Inspection Record

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DISCOVERY QUESTIONS

- What is your current strategy to automate the driver and fleet vehicles?
- Do you have any vehicles requiring compliance with the ELD Mandate [December 18th, 2017]?
- How do you currently manage your planning, dispatch and routing operations?
- How many jobs (drops) do you do daily?
- What type of TMS (transportation management solutions) do you have today?
- How many vehicles do you have in your fleet?
- Are your vehicles centrally dispatched or dispatched from multiple locations?
- How many locations or yards do you have where trucks are parked?
- Do you have any equipment or trailers that could be tracked for you to gain visibility into that inventory?
- Do you transport any perishable items for example food or pharmaceuticals requiring refrigeration?
- Who oversees your vehicle fleet operations and the drivers?
- Do you lease or purchase your vehicles?
- Does your company use a 3rd party for insurance? Or are you self-insured?
- What interests you the most to even consider this conversation?
- Who is involved in the decision process or purchasing this type platform?

PARTNER PAYOUT

- $25 per activation
- % of annuity revenue based on your current mobile contract with MetTel (Platinum, Gold, Silver, Bronze)
- 1,000 units = $169,000 (at the Platinum level)

ABOUT MetTel

MetTel is a leading global provider of integrated digital communications solutions for enterprise customers. By converging all communications over a proprietary network, MetTel enables enterprise companies to easily deploy and manage technology-driven voice, data, wireless and cloud solutions worldwide. MetTel's comprehensive portfolio of customer solutions boosts enterprise productivity, reduces costs and simplifies operations. Combining customized and managed communication solutions with a powerful platform of cloud-based software, the company's MetTel Portal® enables customers to manage their inventory, usage, spend and repairs from one simple, user friendly interface.

SAMPLE OBJECTIONS & RESPONSES

"It's too expensive."
- It's quite the opposite considering our system helps companies identify, control, and reduce overhead costs, and ultimately drives down the overall cost-per-mile.
- We have very flexible pricing options, including bundled options that allow our customers to pay for the entire solution over a monthly subscription.
- Many insurance companies offer discounts as much 15% on monthly premiums by installing GPS tracking equipment in your vehicles.
- Our solutions, on average, reduces fleet fuel expenses by 17%, mostly by gaining visibly into idle data to manage the drivers.

"We already have a system."
- Our tracking is unique because we pull information based on time, distance, and direction rather than only time. Providing accurate driver safety, speed, location and accident playback data.
- Our equipment connects directly to the ECM (electronic control module) of the vehicle, which is required per the FMCSA 395.15 proposed ruling. This also allows us to pull actual odometer miles which provides much more accuracy for IFTA reporting as opposed to using only GPS miles.

"It's too much work to switch."
- We have a dedicated implementation team that will work with the information you provide to coordinate the installations and facilitate the import of all necessary information.
- We have a network of installers that we work with who are available 7 days/week to ensure your vehicles will be onsite for installation. We can do them all at once or in phases to ensure a smooth rollout.
- We perform trainings onsite or remotely to ensure all necessary parties know how to use the system.

"Don't have time for a meeting."
- We can conduct live demos to show you exactly how our solutions work, and show you how others are currently utilizing our software to increase fleet productivity and ultimately SAVE time and money.
- Investing time into learning about our solutions will ultimately save time and money in the future by ensuring your drivers are more efficient and compliant. It's your fleet, shouldn't you know what's really going on?
- With impending regulations, you will be forced to move to an electronic HOS solution, and by spending a small amount of time with us now, you will gain more insight and be prepared.