Telematics Deployment Preparation

80811Area	Challenge	Considerations
Internal	Staffing – Ownership, Time Allocation, Authority	✓ Who owns it? ✓ Do they have enough time to allocate for effective receipt, review, and action? ✓ Do they have the authority to engage all needed to use data proactively and efficiently?
Internal	Additional Staff	✓ Determining staffing needs can be difficult ✓ Consider management of data, equipment, communication of repair
Internal	Education/Training	✓ Educate your team/organization on the tech and features ✓ Make sure it is utilized appropriately to its fullest potential
Internal	Consumption of Data	✓ How do you plan to consume the data? ✓ How do you plan to disseminate the data? ✓ How do you plan to react to the data?
Internal	Liability	✓ How does liability protection happen when telematics devices are on the unit? ✓ Lessor should not be responsible simply due to proactive use of telematics
Internal	ROI	✓ Post testing review of pros and cons to ensure an accurate ROI statement is completed
Internal	ROI Measurability	✓ A lot of info is generated ✓ Lack of measured ROI makes it difficult to justify the investment

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Systems	Expansion	✓ Is the system expandable/adaptable/ customizable to add functionality down the road?
Systems	Quality	✓ Is the technology forward-looking or will it be outdated and incompatible in the near future?
Systems	Integration	✓ Can the system integrate easily with your equipment management systems to provide visibility and capturing of issues in your normal business processes?
Systems	Maintenance/Damaged Telematics Equipment	✓ Systems should be modular with easy to replace components when they fail ✓ M & R staff should be able to easily replace non-working sensors with working sensors
Systems	Loss of Utilization	✓ Often does not put unit out of service ✓ Parts replacement may be delayed, but equipment can be used without reporting.
Systems	Maintenance/Damaged Telematics Equipment	✓ Hard to capture, troubleshoot, walk through with mechanic and repair ✓ Need to consider replacement parts
Systems	Risk of Damage - Stacking Equipment	✓ Stacking can put equipment at risk of damage
Systems	Hardware	✓ Subject to installing components, receivers, sensors, etc. ✓ Maintaining equipment ✓ Ordering parts ✓ Losing use of equipment while in process ✓ Private fleet probably less problematic, but intermodal presents challenge due to interchange and movement.
Systems	Location Tracking/Visibility	✓ Getting consistent tracking can provide ease of locating and repair ✓ Connecting this to current user can ease communication of repairs needed
Systems	Where to Deploy - (i.e., Port, Outsource, ILA Labor, etc.)	✓ New technology can create obstacles in capability and push you toward a certain vendor ✓ Location of install on the chassis is critical for protection and security ✓ Retrieval should be considered as well

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Data	Actionable	✓ Is the data actionable? ✓ Is your team prepared to react? ✓ What are they going to do with the data? [Example: a flat tire notification. Who is going to get the notification? (Breakdown department? Driver? Etc.) What is the plan when they receive it?]
Data	Interchanged Equipment - Proactive Use of Data	✓ Dissemination of information to user while in use ✓ Contact is driven by phone and is hunt and find ✓ Outgated units create significant communication barrier
Data	IT Involvement	✓ Involved IT from the start of the project ✓ Ensure the data is received in appropriate formats for your organization, so it translates, aligns, and flows within the organization
Data	Dissemination	✓ How do you get the info into the field? ✓ Can you direct data by location? ✓ Movement of equipment can hamper ability to capture data
Data	Integration	✓ Is the manufacturer capable of integrations? ✓ Are you limited to using their interface? ✓ Is there API available?