17-FACTOR COMPARISON OF TELEMATICS SOLUTIONS

With so many solutions available, *Automotive Fleet* provides a comparison chart of 12 telematics providers to help determine the best option.

BY LAUREN FLETCHER

Provider Name	Solution/Product Name	Website	Years Solution Has Been Offered	Data Collection Options?	Fleet Size Range for Solution?	Real-Time Updates for Fleet Managers?	Customizable Dashboard?	Mobile Component Available For:	Smart-phone Integration?	Real-Time Traffic Alerts to Drivers?	Real-Time Driver Feedback Provided For:	Route-Planning Services Provided?	Program-Fee Options Available:	Leasing Options Available for Hardware?	Training Provided?	Total Hours of Annual Customer Service:	Solution Sold Through:	Hardware Warranty Offered?	Free Software Upgrades & Feature Improvements?	Customizable Timecards Provided?	Cellular Services Available with the Solution:
Davis Instruments Corp.	CarChip Connect	www.carchipconnect.com	19 Years	OBD-II	0-1,000+ Units	Yes, 1 minute, 5 minute updates	No	Fleet Managers; Drivers	Yes	Yes	Safety; Fuel Efficiency; Geofence Alerts	No	Monthly	Yes	Yes	Varies based on needs	Direct; Third Party	Yes, one year	Yes	No	GSM/GPRS; Quad Band for international
E.J. Ward, Inc.	Ward Track GPS & CANceiver	www.ejward.com	13 Years	OBD-II; J-BUS; Hardwire; Self-Contained; Self-Powered; RFID; Passive & Real-Time GPS	0-1,000+ Units	Yes, 2 minutes is typical, but can be adjusted	Yes	Fleet Managers; Fleet Management Companies; Dispatch; Drivers	Yes	Yes	Safety; Fuel Efficiency	Yes	Monthly or Annual. Customer-hosted available.	No	Yes	Varies based on needs	Direct	Yes, one year	Yes	No	T-Mobile and AT&T
Fleetmatics Group, PLC	Fleetmatics	www.fleetmatics.com	10 Years	Hardwire	0-50 Units	Yes, 90 seconds	Yes	Fleet Managers; Dispatch; Drivers; Managerial Supervisors	Yes	No	Safety	No	Monthly	Yes	Yes	Unlimited	Direct	Yes, lifetime of the customer	Yes	Yes	GSM and CDMA
Fleetmatics Group, PLC	SageQuest	www.sage-quest.com	10 Years	Hardwire	51-1,000+ Units	Yes, 90 seconds	Yes	Fleet Managers; Dispatch; Drivers; Managerial Supervisors	Yes	No	Safety	No	Monthly	Yes	Yes	Unlimited	Direct	Yes, lifetime of the customer	Yes	Yes	GSM and CDMA
Geotab, Inc.	GO Device and MyGeotab Software	www.geotab.com	13 Years	OBD-II; J-BUS; Hardwire; Self-Contained; RFID; NFC; Open Platform	0-1,000+ Units	Yes, less than 10 seconds	Yes	Fleet Managers; Fleet Management Companies; Dispatch; Drivers	Yes	Yes	Safety; Fuel Efficiency; Productivity; Compliance	Yes	Monthly	Yes	Yes	Unlimited	Third Party	Yes, one year or optional lifetime extension		Yes	3G GSM on AT&T and T-Mobile; Sprint CDMA; Tel;enor, Telus, Rogers
GPS Insight, LLC	GPS Insight	www.gpsinsight.com	8 Years	OBD-II; J-BUS; Hardwire; Self-Contained; Self-Powered	26-1,000+ Units	Yes, 15 seconds to 5 minute updates for vehicles; 5 minutes to once daily for assets	Yes	Fleet Managers; Fleet Management Companies; Dispatch; Drivers	Yes	No	Safety	Yes	Monthly	Yes	Yes	Unlimited	Direct; Fleet Channel Partners	Yes	Yes	No	Verizon and AT&T
GreenRoad	GreenRoad	www.greenroad.com	7 Years	OBD-II; J-BUS; Hardwire; Self-Contained; RFID	0-1,000+ Units	Yes	Yes	Fleet Managers; Dispatch; Drivers	Yes	Yes	Safety	Yes	Annual	Yes	Yes	Unlimited	Direct; Third Party; Insurance Partners	Yes		Yes	No	GSM/GPRS; Supporting any required international cellular provider.
inthinc Technology Solutions, Inc.	waySmart	www.inthinc.com	8 Years	ODB-II; J-BUS; Hardwire; Self-Contained; RFID; Open Platform	101-1,000+ Units	Yes, real-time customizable per fleet manager	Yes	HSE Directors; Fleet Managers; Fleet Operations Managers	No	Yes	Safety; Fuel Efficiency	Yes	Other — negotiated contract	Yes	Yes	Unlimited	Direct; Third Party	Yes, limited warranty covers defects for first year	Yes	Yes	Wyless; Orbcomm; Iridium
Networkfleet, Inc.	Networkfleet	www.networkfleet.com	14 Years	OBD-II; J-BUS; Hardwire; Self-Powered	0-1,000+ Units	Yes, 15 seconds, 30 seconds, 45 seconds, up to 2 minutes	No	Fleet Managers; Fleet Management Companies; Dispatch; Drivers	Yes	Yes	Fuel Efficiency	Yes	Monthly	Yes	Yes	Unlimited	Direct; Third Party	Yes, for lifetime of the customer. See website for more information.	Yes	No	None for data services
NexTraq	NexTraq GPS Fleet Tracking Solution	www.nextraq.com	13 Years	OBD-II; J-BUS; Hardwire; Self-Contained; Self-Powered; RFID	0-1,000+ Units	Yes, 1 minute	No	Fleet Managers; Fleet Management Companies; Dispatch; Drivers	Yes	Yes	Safety; Fuel Efficiency; Alerts	Yes	Monthly	Yes	Yes	Unlimited	Direct; Third Party	Yes, life of the contract	Yes	Yes	Verizon Wireless; AT&T
Spireon, Inc.	FleetLocate Vehicle Path	www.spireon.com	10+ Years	OBD-II; J-BUS; Hardwire; Self-Contained; Self-Powered; Hardwire with Battery Backup	0-1,000+ Units	Between 30 seconds and 10 minutes; or as frequently as needed	Yes	Fleet Managers; Fleet Management Companies; Dispatch; Drivers	Yes	No	Idle; Speeding; Safety; Fuel Efficiency	Yes	Monthly; Annual	Yes	Yes	Unlimited	Direct; Channel Partners	Yes, three-year warranty	Yes	No	All major carriers in the U.S. and Canada
Telogis, Inc.	Telogis Fleet 10	www.telogis.com	10+ Years	OBD-II; J-BUS; Hardwire; Self-Contained; Self-Powered; RFID; WiFi Access; Solution-Based Platform; Asset Tracker; Driver ID	0-1,000+ Units	Yes, intervals can be set by manager	Yes	Fleet Managers; Fleet Management Companies; Dispatch; Drivers; Crew Supervisors; Executive Management; Mutual Aid/Contracted Fleets	Yes	Yes	Safety; Fuel Efficiency; Navigation	Yes	Monthly	Yes	Yes	Unlimited	Direct; OEMs; Insurance Partners	Yes, can range from one to three years of standard warranty	Yes	Yes	Global Cellular and Satellite Providers
WEX, Inc.	WEX Telematics	www.wexinc.com	6+ Years	OBD-II; J-BUS; Hardwire; Self-Contained; Self-Powered; RFID	0-1,000+ Units	Yes, from 10 seconds to once daily	Yes	Fleet Managers; Fleet Management Companies; Dispatch; Drivers	Yes	Yes	Safety; Fuel Efficiency	No	Monthly, but can vary depending on need	Yes	Yes	Normal business hours, additional as needed	Direct; Third Party	Yes, three years to lifetime depending on solution/type	Yes	No	Verizon; Sprint; AT&T; T-Mobile; Telus; Rogers

To learn more about selecting the best telematics solution for your fleet, check out the expanded version of this article online by scanning the QR code (right) with your smartphone or visit http://bit.ly/13ZiHoP. Additional details on each program can be found on each provider's website.