



Driving at Work Conference
Introduction to Telematics
12th April Hilton Templepatrick
2016
Presented by
Pauline Nelmes



Motorists. We salute you.

Version: v1
Date: March 2016



WHO ARE DFC?








DFC is Northern Ireland's only major independent, locally owned vehicle management company, who for over 25 years have supplied, funded and managed cars and vans for both businesses and private individuals. We are confident that we can provide a cost effective solution for your business or individual needs.



Exclusive RAC Partnership



- UNIQUE OFFERING TO ALL DFC CUSTOMERS TO INCLUDE RAC BREAKDOWN COVER AND ACCIDENT MANAGEMENT
- EVERY VEHICLE HAS A TELEMATICS BOX FITTED AS STANDARD
- IN THE EVENT OF ACCIDENT OR BREAKDOWN THE LOCATION OF THE VEHICLE CAN BE PINPOINTED USING THE TELEMATICS SYSTEM
- ACCURATE MILEAGE RECORDING AND VEHICLE HEALTH INFORMATION

 <p>Accident/Breakdown (+44) 028 9073 4222</p> 	 <p>T: 028 9073 4222 E: sales@dfcbelfast.co.uk W: www.dfcbelfast.co.uk</p> <ul style="list-style-type: none">• New/Used Cars and Vans• Business and Personal Finance• Servicing/Maintenance/Fleet Management• RAC Telematics• Rental/Mini Lease• Purchasing your vehicle  
---	--

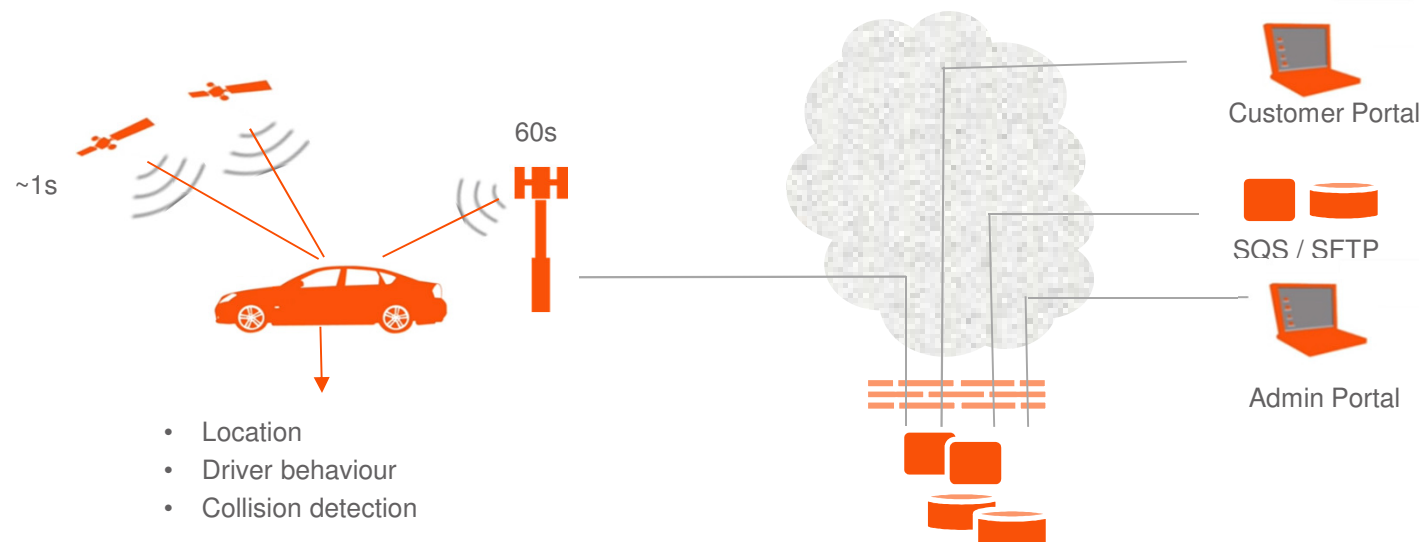


Introduction to RAC Telematics

What is Telematics?



- › Telematics is a combination of the words “telecommunications and informatics”
- › Telecommunications is the way in which information is passed from sending to receiving devices over the airwaves
- › Informatics is the process of creating, storing, manipulating and sharing information
- › RAC Telematics facilitates the monitoring of location, movement, vehicle status and driver behaviour
- › These combine to provide data to understand how a vehicle is being driven as well as where





Introduction to RAC Telematics

Key Fleet/Business Benefits



Mileage Capture - Know Accurate Mileage for all your Vehicles

- › Manage over mileage more effectively
- › Proactive contract rescheduling
- › Maximises residual values



Operational Efficiencies

- › Reduced admin costs and fewer customer disputes
- › Geofencing and alerts
- › Location of all vehicles



Manage Services, Notifications and Reminders (Alerts)

- › Help your customers to maintain vehicles regularly and on time
- › Help direct customers to your preferred garage network
- › Protects manufacturer warranties



Increased Customer Satisfaction and Retention

- › Ability to share benefits easily with your customers
- › Help your customers drive efficiencies efficiently



Use of DTCs to Protect Asset

- › Know when your asset requires non routine maintenance



Business Customers (Fleet Managers)

- › Display multiple vehicles on single map view
- › Full range of MI reports
- › Driver behaviour shows how your assets are being driven



What business problems do fleets face?



Underused people capacity



Behaviours leading to poor fuel consumption



Poor driving style leads to shorter lifespan for vehicles / increased servicing costs



Over capacity in the fleet



Lack of timely communication to customers



Unnecessary travel



Personal use of company vehicle



Late attendance



Pressure to get more jobs from the same number of vehicles





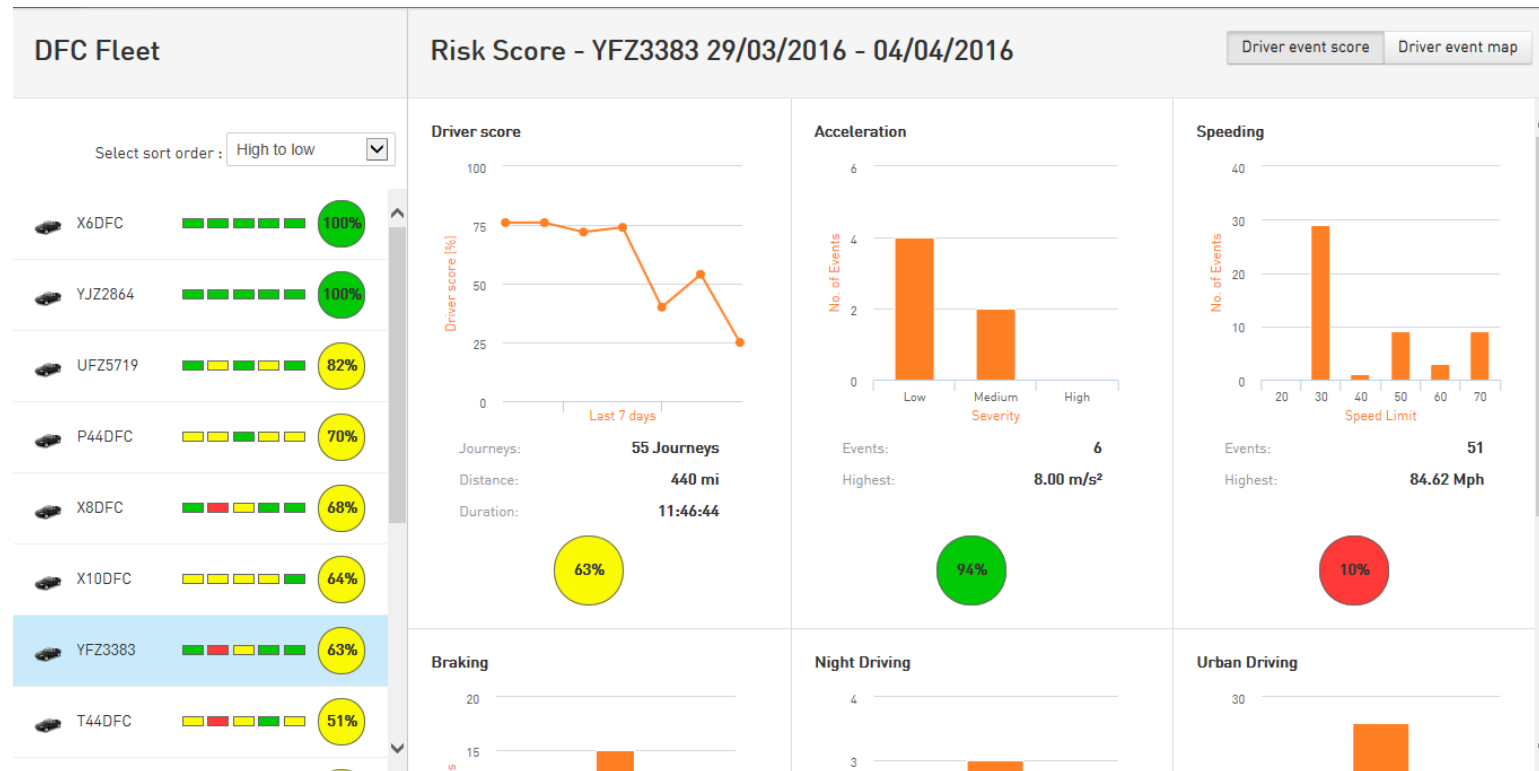
Using The Customer Portal Driver Risk Score Widget



Drilldown view is available from widgets for groups.

Depot Manager and Driver Controller will see all vehicles in the depot. Fleet users can view a list of vehicles in the group they have configured for the widget.

Drivers with the same score will be listed alphabetically. Scores of 100% for no journeys will not be included in average scores for the Group or Top 5 lists – but will appear in the full group list





Using The Customer Portal Journeys and Events



Journeys tab displays journeys with a detailed 'snail trail' on the map displaying: start location; start date and time; end location; duration; distance max speed; and, idle time of the selected vehicle(s).

Below is an example of a selected vehicle and journey which has been completed.

RAC
DASHBOARD LOCATOR **JOURNEYS** ALERTS REPORTS ADMIN HELP ▾ RAC TELEMATICS ▾

Journeys Report » Group : RAC Demonstration » Vehicle(s) : 15 » Start date : 01/07/2015 » End date : 06/07/2015 [Edit] [Schedule report] [Download report ▾]

Vehicle(s)					Start Location	Start Date	End Location	End Date	Duration	Distance	★	Journey Type
YD15EGZ	11	05:48:06	00:07:15	271.2	📍 Bodmin Walk, Bris...	05 Jul 2015 20:32	📍 Emersons Green, ...	05 Jul 2015 20:53	00:20:38	10.37 mi	☆	Business Private
FG56BVD	30	06:01:26	00:12:12	139.2	📍 Brislington, Bristol	05 Jul 2015 20:10	📍 Newquay Road, Bri...	05 Jul 2015 20:18	00:07:33	2.41 mi	☆	Business Private
Dylan (WN06NEY)	29	07:24:21	00:02:54	219.1	📍 Emersons Green, ...	05 Jul 2015 18:44	📍 Brislington, Bristol	05 Jul 2015 18:58	00:14:09	7.14 mi	☆	Business Private
STAWW330	0	00:00:00	00:00:00	0 n								
JN63JAN	32	07:24:19	00:06:46	230.6								
YG59YTW	6	05:38:00	00:58:57	161.0								
LF14LNC	31	13:01:09	00:30:54	532.5								
LN61WFY	38	15:58:37	00:41:01	602.6								
N14MHC	42	10:05:29	00:33:46	232.7								
PN14EXM	36	07:22:58	00:23:51	236.8								
Sue (BT63KFA)	13	02:54:12	00:03:09	90.5								
WP02BHY	0	00:00:00	00:00:00	0 n								
KN60VWF	14	05:26:00	00:14:54	138.1								

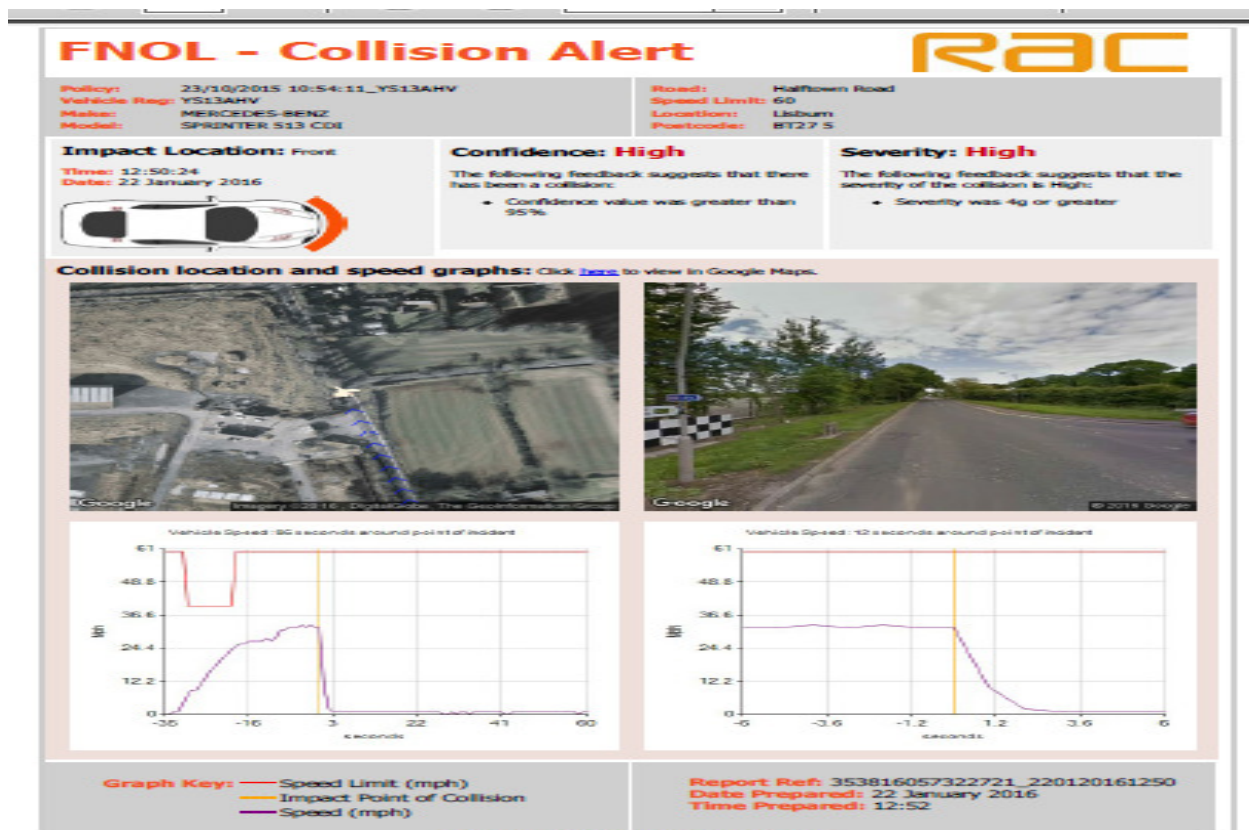
Map Legend:

- Journey Start
- Journey End
- Timed / Normal
- Idle
- Acceleration
- Brake
- Speeding



CRASH NOTIFICATION

RAC





The RAC – USPs

The future is almost here.....



- › The continual evolution to ensure the revolution doesn't stop – WIP and committed for 2016.....

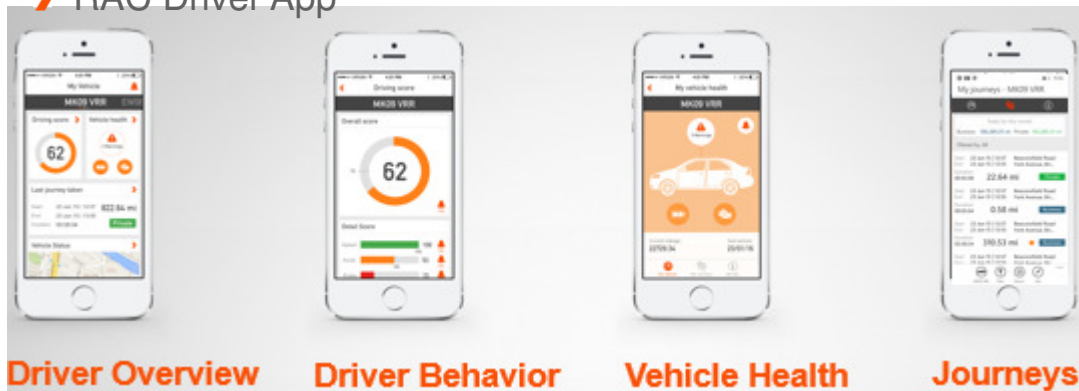


- › Global SIM Card
- › Increased DTC analysis
- › Fuel Card Integration
- › Crash Detection & Accident Management
- › Connected vehicle options
- › RAC Driver App



RAC USPs

- › Trusted Brand
- › Scalability & Future proof
- › MECH 5 Connectivity
- › Projected development plan to 2022
- › UK based – European cover
- › Integration options
- › Access to RAC & Fleetcor portfolio
- › Simplicity of use
- › Value added service





Let's Go Live!



Motorists. We salute you.



Thank you for Listening

Questions?



Motorists. We salute you.