

FedFleet 2025



Telematics Program Overview

Windsor Sippel

What is telematics?

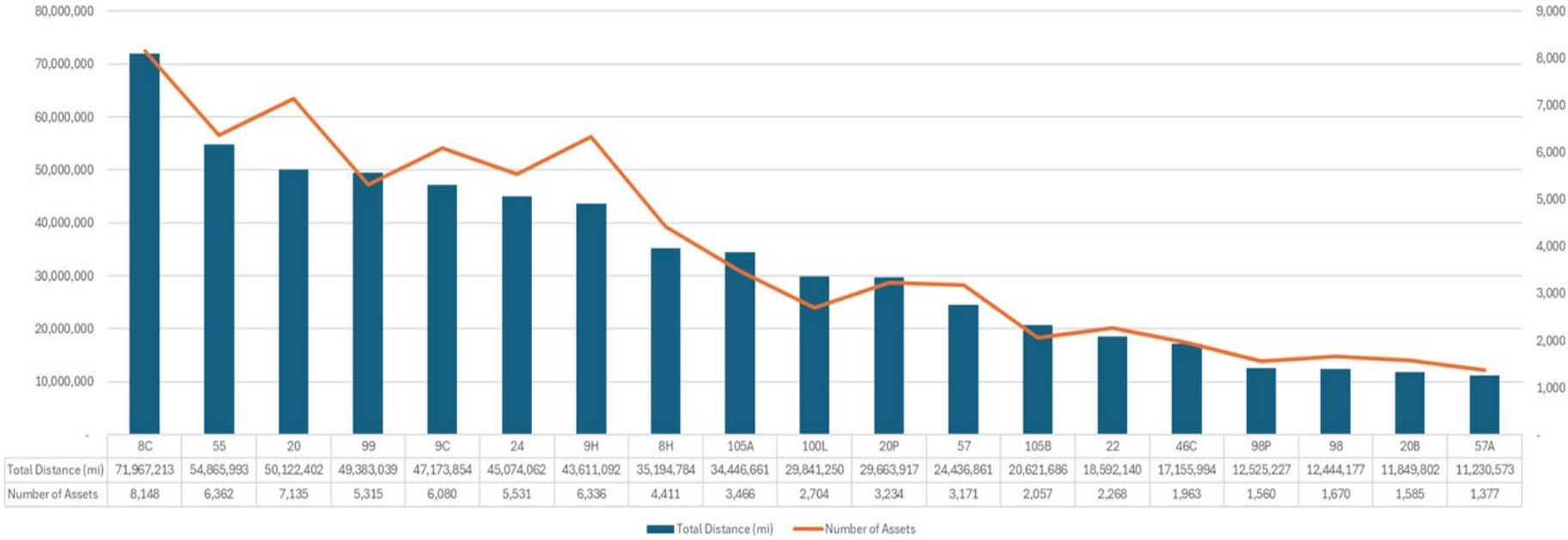
- Combination of telecommunications and informatics to enable the exchange of information over long distances in real -time.
- Core components:
 - GPS technology for location tracking.
 - GSA Fleet does NOT receive location data
 - Onboard diagnostics (OBD) systems for vehicle health monitoring
 - Cellular networks or satellite communication for data transmission

Why is telematics important?

- **Enhanced Efficiency:**
 - Provides real-time insights into vehicle performance, location, and routes, enabling better planning and reduced downtime
 - Identifies inefficiencies in operations, helping save on fuel, predictive maintenance, and operational costs
- **Improved Safety:**
 - Monitors driver behavior (e.g., speeding, harsh braking) to encourage safer driving habits.
- **Data-Driven Decisions:**
 - Provides actionable insights for better fleet management and strategic decision-making

Why is telematics important?

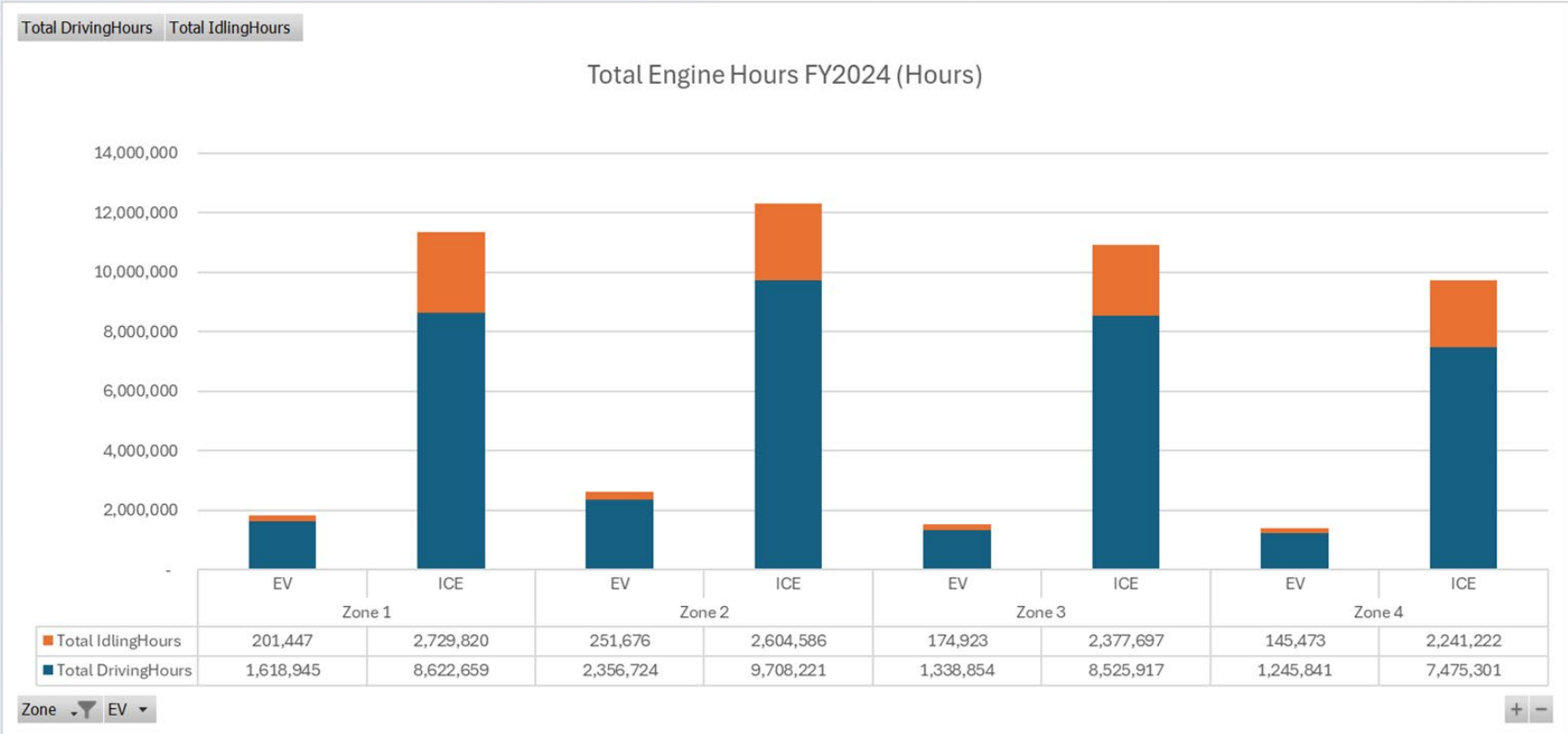
FY2024 Top 20 SIN Total Driving Distance (Miles)



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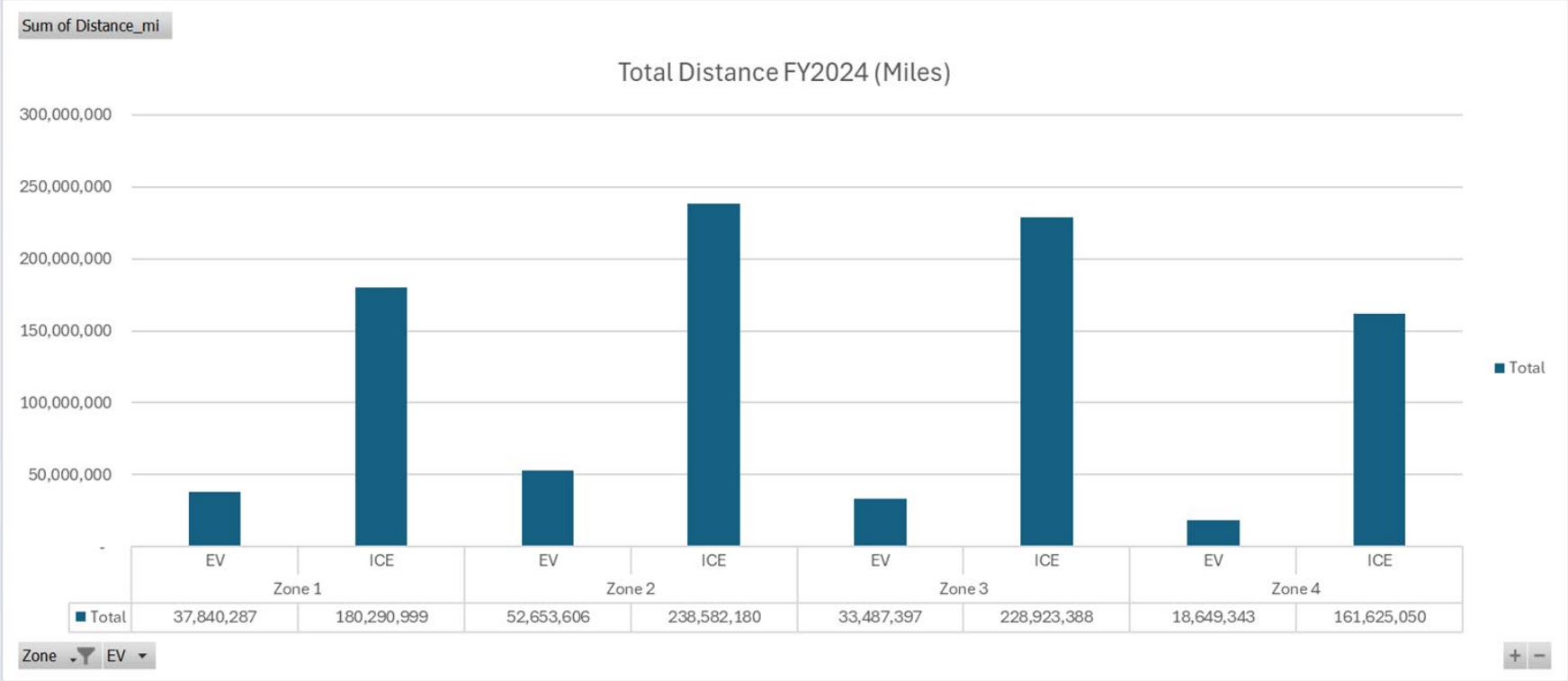
Why is telematics important?



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Why is telematics important?



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GSA Fleet Telematics Program

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GSA Fleet Telematics

- The only telematics service in the Federal Government that is:
 - Fully Integrated
 - FedRAMP Authorized
 - Shared Government Service
 - Cradle-to-Grave Managed
 - Authorized in GSA Leased Vehicles

Cybersecurity Protections

- Full FedRAMP Moderate Level Certification
 - NIST 800-53 Rev. 5
 - 325 individual controls
- FIPS 140-2
 - Currently working on achieving 140-3 certification as well, mandated in 2026
- AES 256 / Data at Rest / Transit
- HERP / HERO Certification

Cybersecurity Protections cont.

- Restricted Data Mode
 - GPS coordinates and other customer specified information is not stored in the customer database when active
 - GSA Fleet leased vehicles are automatically in Restricted Data Mode (RDM) in the GSA Fleet database

OEM Telematics

- Telematics that are pre -built into the vehicle already by the OEM
 - Integrated into the vehicle's design and electronics, providing a seamless and reliable solution for collecting and transmitting data
1. Vehicles collect data and upload it to an OEM cloud server
 2. OEM data is transferred to Geotab's FedRAMP Data cloud
 3. Geotab standardizes the data from all sources
 4. Data is funneled into a single platform
 5. Data is uploaded via API integrations

OEM Telematics cont.

- **Ease of Ordering**
 - Completed while still at Marshalling sites
 - No physical device
 - No shipment, coordination, or installation required
- **Activation Timelines**
 - Ordered within one month of assignment
 - Usually come live and begin communicating within 2-3 weeks of being ordered
 - Occasional needed user steps to active the modem (e.g. BBKP / Onstar for GM)
- **Eligibility includes:**
 - Most new vehicles for Ford and GM, and many older models from these manufacturers as well
 - Recently added Stellantis OEM telematics to the contract

Retrofit

- **FY25 Retrofit Eligibility Sheets established eligibility based on:**
 - OEM Telematics compatibility
 - Exemption status
 - Replacement timelines
 - FSR Driven & Customer Initiated
- **Installation at marshalling site:**
 - Old fleet being replaced
 - New GOVs either OEM or pre-installed
 - Less need for retrofits
- **Necessary for utilizing Near Field Communication (NFC) readers**

Retrofit

- Retrofitting Process outlined:
 1. All in-service GSA leased vehicles pre-screened for eligibility
 2. Requests made by the local fleet managers and / or FSRs
 3. Local customers provide their GSA FSR device shipment details for eligible vehicles
 4. Tracking number is sent to provided emails
 5. Geotab will reach out to listed POCs to coordinate installations
- Reminder:
 - The physical device is the responsibility of the user
 - Lost or unaccounted for devices can be billed back as an AIE

Retrofit

- NFC Reader
 - Integrates with the GO9 Geotab device
 - Identifies drivers via CAC/PIV card
 - Can create individual driver based reports, metrics, and rules / exceptions
 - \$59.00 if being installed in conjunction with the telematics device
 - \$59.00 + \$75.00 if being installed separately

Retrofit

- CARB Update
 - New CARB Compliant Harness and required sticker

Troubleshooting Devices

- Quick Check

- Is the device loose / dangling?
- Is it securely ziptied?
- Is it flashing / beeping a specific sequence?

- Next Steps

- Reach out to govsupportservicesdesk@geotab.com
- Further escalation (OEMs, FS team)

Troubleshooting Devices

- Mileage Outliers
 - If the device is confirmed to be communicating properly
 - Or the device is pending warranty replacement / installation
 - Can be additional steps needed to be taken by FSRs
 - Mileage discrepancy >9999 miles
 - Manual adjustments needed to begin reporting again
 - Failsafe for billing
 - GORP can still be utilized as a backup in the interim

ProPlus Overview

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ProPlus Overview

- MyGeotab Mgmt Portal
- GPS capability*
- Accident reconstruction
- Advanced reporting
- Driver coaching & management
- API Integration
- Mapping and Geofencing
- And much more!

*GSA Fleet does not receive GPS data unless explicitly shared to us by the agency

ProPlus Overview

- “The times they are a’changing”
- Old Structure:
- \$13/vehicle/month
- Databases created non -uniformly
- Needed manual requests
 - Room for error
 - Delays
 - complications

ProPlus Overview

- New Structure:
- Included in leasing rates
- Databases created uniformly
 - Agency
 - Bureau
 - BOAC
- No more manual requests!
 - Automated via API
 - Mirror the structure of the hierarchy for the VIN in GSAFleet.gov
 - Agency permissions and roles streamlined top down

ProPlus Subscription Portal

- Automation
 - Mileage reporting
- Custom View
 - Dashboards/reports
 - User preferences
- At-A-Glance
 - Simplified Fleet Management
 - Easily exportable
- Near Real-time
 - Updated every 30 min

ProPlus Features

- Rules and Exceptions
 - User-specified thresholds for data elements such as oil life, fuel level, possible collisions, EV battery charge level, idling, speeding, and others .
 - Receive customizable notifications when a rule is broken, via exception report, In portal alert email or text.

ProPlus Features

- Asset Monitoring Page
 - Custom attributes to track user specified vehicle level metrics of your whole fleet at a glance

Using Your Telematics Data

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Using Your Telematics Data

- Without Telematics

- Some fluctuations as reported, used for mileage rate calculations
- Only a monthly snapshot of utilization
- System estimates when mileages go unreported

- With Telematics

- Huge time savings through automation
- No monthly mileage estimates
- More reliable projected replacement dates/criteria
- Granular utilization data

Using Your Telematics Data

- Measurements and Faults
 - No guesswork
 - Raw, granular data
 - Trigger exceptions
 - Measurements and Faults

Using Your Telematics Data

- Trip History & Excessive Idling

Using Your Telematics Data

- Accident Reconstruction
 - Collision reconstruction
 - Pinpoint data, driver exoneration
 - Speed data
 - Accelerometer data
 - Engine RPM data
 - Trigger Exceptions

Using Your Telematics Data

- Geofencing
 - GIS data can be added for additional enhanced monitoring
 - Rules and exceptions based on geospatial data and real time vehicle locations
 - Measure kWh usage by facility/installation

Using Your Telematics Data

- Theft and Lost Asset Recovery
 - Telematics enabled vehicles only
 - Explicit written consent from the agency required
 - Local law enforcement to be contacted prior by local agency
 - Geotab works directly to provide real time location information
 - GSA Fleet has worked to recover 96% of all telematics enabled lost or stolen vehicles to date
 - Over \$1,200,000 in assets recovered for the Government!

Questions?

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Thank you!