



**On track**

Our Foretrack Buyers Guide

*Keeping your fleet on track.*

[foresolutions.co.uk](https://foresolutions.co.uk)





## Your fleet, your way

**Your business relies on your fleet to remain mobile. If your drivers aren't on the road, that can only mean disruption to your schedule which often results in high cost implications. Not only to your customers, but also to your bottom line.**

Technology is now used across the board for gaining and recording business critical information. The same now applies for accurate and up-to-date GPS tracking.

Vehicle and Asset GPS Tracking gives you the tool you need to help you easily track and access Location Data:

- Driver Behaviour
- Speed
- Journey History and Routes Taken
- Fuel Consumption
- Mileage
- RPM
- Excessive Idling
- Power on - Power Off
- Temperature Monitoring

You'll recognise that these factors all have an impact on productivity, not to mention insurance costs. Our easy-to-understand guide gives you all the information you'll need to make the right decision for your business - choosing the right supplier and the right new tracking solution that best suits your needs.

**0330 094 5344**  
**[sales@foresolutions.co.uk](mailto:sales@foresolutions.co.uk)**

## How are you doing?

To successfully grow, it's vital that you know what's going on in all areas of your business. When it comes to your fleet of drivers, this is particularly important. There are many different telematics providers, each offering a somewhat different approach with features that can make the lives of both drivers and fleet managers easier.

For any business to succeed, a proactive plan is needed. Which is where having the ability to make positive and proactive decisions regarding your drivers gives you stronger control of your business.

Telematics has proved to be important to not only a vehicle's health and performance, but the well-being and efficiency of businesses as well.

**You can't afford not to invest!**

## Empower your fleet

If you've got a fleet, you'll recognise how every area of your business can be affected if you don't ensure that it's running smoothly. If one of your vehicles isn't on the road, you'll know that means lost revenue, dissatisfied customers and potentially a dent in your reputation.

GPS tracking solutions empower your business to gain an accurate view of what is happening throughout your fleet at all times. Giving you the power to make better decisions and run your business more effectively.

### Keeping your fleet on track

#### Vehicles / Trailers / Plant / Assets:

- **Your fuel:** are your vehicles being driven efficiently?
- **Your insurance:** do you have the tools to prove you claims / back up your accused drivers?
- **Your drivers:** how are they driving - safely and sensibly?
- **Your billing:** are your clients being billed appropriately according to each job?
- **Your routes:** are your drivers taking the most efficient routes?
- **Your vehicles:** make sure they're maintained and plan for repairs in advance
- **Your Insurance:** Do you have the tools to prove you claims / back up your accused drivers?





On track

---

**Keeping your fleet  
on track...**

0330 094 5344  
sales@foresolutions.co.uk

# Driver aware

## Knowledge is Power!

### GPS tracking solutions gives you the tools to:

- Drive Best Practice throughout your business
- Manage your fuel consumption
- Achieve a well planned maintenance and repair schedule
- Ensure your clients are never let down

### How much does a GPS tracking solution cost?

When it comes to choosing a solution, this will always be part of the equation. Consider the budget that will suit your business. Ensure the solution you choose offers all the features you need to keep your fleet on track.

### How quickly can I implement a GPS tracking solution?

It is important to communicate your needs to your chosen supplier. Your chosen provider should be able to arrange for your system to be installed and for your fleet to be on the right track promptly after your order has been completed.

### How do I choose the right supplier?

Your chosen supplier should be able to understand your fleet and the information that you need from a GPS solution. Every business has different needs so they should listen and take the time to understand how the system will be utilised.

### How can a GPS tracking solution help my business strategically?

GPS tracking solutions can provide you with the key data you need for business development. No matter what size or industry sector technology is now an integral part of business performance.



## Meeting your chosen supplier

Once you've decided to meet with a potential provider, how do you make the most of the meeting?

# Get prepared

**Time is Money...** Identify your specific business needs and goals, have a plan and ask questions.

- 1 Can you explain the solutions?**  
How does it work?
- 2 What's the time frame?**  
Equipment in stock? Installation? Training?
- 3 How much does it cost?**  
Monthly / Annual / Purchase / Lease
- 4 Where will the solution be fitted?**  
Can they fit it on-site?
- 5 Who will be fitting the solution?**  
Certified Engineers? Are they insured?
- 6 Additional Equipment - is this available and integrated into the system? Is the system future proof?**  
Integrated Camera Solutions, DVR, Sat Navs, Tachograph integration etc.
- 7 Customer Support Options?**  
Standard response time? Support system and process?  
Can SLA's be put in place?
- 8 Warranty**  
Guarantee, length and procedure
- 9 Training**  
What can be offered and cost implications
- 10 Mobile Phone & Tablet App?**
- 11 Server Back Up / System Downtime**
- 12 Sim Cards?**  
Coverage information / any black spots? Any downtime? EU Coverage?
- 13 What do your customers think?**  
Case Studies, Referrals, Testimonials



On track

---

## Decision-making time

Time to get your fleet  
on track.

0330 094 5344  
[sales@foresolutions.co.uk](mailto:sales@foresolutions.co.uk)

# Comparing benefits

**We know how difficult it is to choose the right provider and solution to meet the needs of your business. See below a list of key areas which every fleet needs to keep your fleet on track.**

**GPS tracking - Giving you the answers to When? Where? Who? How? Why?**

## **Safety**

Ensure drivers are behaving safely on the road. Ignorance is not an excuse, if you drivers are not driving correctly, safely and within the law then they need training or disciplining.

## **Productivity**

Making sure effective routes are used, drivers are not making unnecessary stops and idling for long period of time.

## **Fuel**

How much fuel are you consuming, what is the cost? Is the correct mileage being claimed for? Are my drivers driving efficiently?  
Are the correct and most efficient routes being used?

## **Maintenance**

Monitor and schedule vehicles for regular repairs and servicing to avoid unplanned, inconvenient vehicle downtime.

## **Personnel**

Ensure the correct time sheets, mileage expenses, job duration, etc. are being claimed for. Use Fuel card integration to measure consumption against mileage.



## Get ready

Once you've chosen your new solution, it is essential that you get the installation and system training right. Involve your team - from the back-office users to drivers on the road. Ensuring that they're all aware of the new GPS solution how it will benefit them and your company.

## Make sure everyone is prepared

With your new system in the process of being implemented, this is a key time to make sure that all your team are involved and buy into the benefits of having a GPS solution in place.



### Key Points whilst preparing for launch...

- Business Plan - how can data help your business develop?
- How GPS tracking can align with your business goals
- Are there any particular areas of your business that you would like to benchmark?
- Reassure your team, gain their support
- How will this improve your fleet and overall performance?

## Getting your business on track

**The time is here and your GPS tracking solution is up and running. No doubt you'll want to start seeing results as quickly as possible. What goals do you want to achieve? Plan and evaluate them.**

Some results will be quickly recognised and achieved think fuel savings, safety and mileage reports.

Other results may take longer to see and feel. Have patience and the positive effects of your chosen GPS solutions will soon be realised.

**Foretrack, giving you the answers and keeping your fleet *on track*!**

**0330 094 5344**  
**[sales@foresolutions.co.uk](mailto:sales@foresolutions.co.uk)**

# Case Study



## K Coghlan Plant & Transport Ltd

### The Client

**Company:** K Coghlan Plant & Transport Ltd

**Employees:** 35-40

**Fleet Size:** 56 including plant

### The Requirement

Transport Manager Jed Keetch, searched for a vehicle camera and tracking provider for his business to specifically improve overall fleet efficiency, visibility of location, decrease fuel costs and protect against fraudulent insurance claims. Previous processes involved relying upon drivers reporting via mobile phones upon daily activity and future planning. This process was time intensive and open to ambiguity.

The key determinant was that Foresolutions' MD, Tom Ross fully examined the range of solutions available based upon Jed's specific requirements, taking the time to prepare the best options for K Coghlan, so that Jed felt comfortable with the proposals put forward.

**"Before engaging Foretrack, it was like trying to play darts blindfolded. Now we have such clear visibility of our fleet operations we can report on real quantifiable benefits such as cost savings, greater protection for our drivers and vehicles and the peace of mind this brings as a Transport Manager."**

**Jed Keetch, Transport Manager**

### The Foretrack Difference

The improvement was instantaneous and present throughout the entire fleet operations.

Jed recognised the requirement for both internal and external cameras to protect against fraudulent claims by providing cast iron evidence, a particular concern due to size of the K Coghlan fleet. However there are other benefits to vehicle cameras. In essence the cameras became a fuel saving device themselves, as it was common for drivers to leave the vehicles idling whilst on lunch, the presence of the cameras stopped this immediately.

Routing more efficiently became part of the day-to-day operation, not only saving fuel but also time. Evidence of this was found in a commonly used route, where an alternative journey was planned, initially saving just under 2 miles per journey but 15 minutes in time. This route was taken 4 times per day, so the impact of the monetary saving was easily visible but the effect of saving 1 hour of driving / driver time had a much larger positive effect on the business.

Driver behaviour has improved also, where the Foretrack system provides telematics and flags excessive speeds, harsh braking, extended idling etc. Jed is able to review these actions with the driver involved and identify training or development, which in turn prevents future misdemeanours occurring.

An increase in the quality of customer service also became apparent. Where the previous process couldn't determine exact pick up times, the Foretrack system allowed customers to benefit from greater accuracy of the fleet's location.

Most notably as Transport Manager, Jed was able to rely on the Foretrack technology to report the key aspects raised in this case study, which meant he was able to spend more time on alternative parts of his role.

### Police Evidence

As with most fleets; incidents and accidents on the road are commonplace. One such event involved the police requiring evidence of verbal and pre-incident activity. The vehicle cameras (both external and internal) recorded driver conversations outside of the vehicle including important still photography and the tracker log provided information on speeds and braking.

This meant that the traffic officers were fully armed with evidence in favour of K Coghlan.

#### KEY BENEFITS:

- **Greater Fleet Location Visibility**
- **Better Customer Service**
- **Reduced Running Costs**
- **Fraud Protection**



**Foresolutions Limited**

Unit 5C, GP Centre, Yeoman Road, Ringwood,  
Hampshire BH24 3FF.

**Contact us today for more information**

**0330 094 5344**

**sales@foresolutions.co.uk**

**foresolutions.co.uk**

Foretrack is a brand of Foresolutions Limited.