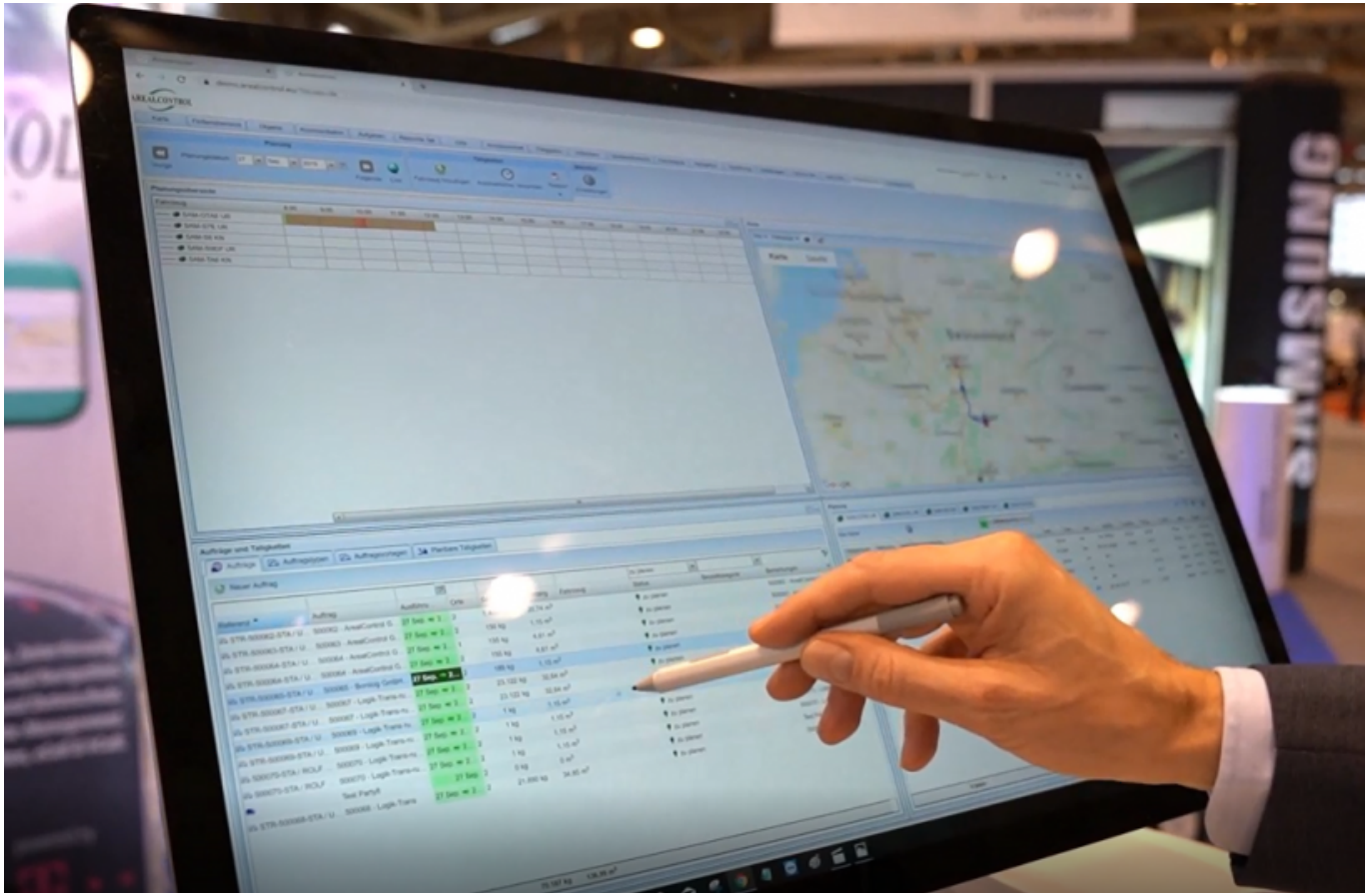




Choosing a telematics provider and what to consider

IMAGE SOURCE: AREALCONTROL

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"Spoilt for choice and then, in the long run, still wrong". This is exactly what happens to many companies that deal with the topic of telematics and are looking for a suitable provider. There are about 1,000 providers in Germany, most of which are "only dealers" and cannot or do not want to respond to individual needs. They often limit their offer to certain areas of telematics, e.g. electronic driver's logbook. But this is clearly not enough for a construction company. A wide variety of machines, trucks, cars, vans, trailers, tools, accessories and goods such as containers etc. should be able to be mapped on one platform if possible. Different hardware with the corresponding range of functions, including remote updates, is also required. In addition, there are umpteen different roles and rights for the users, from the dispatcher to the person responsible for the fleet/machinery to the driving personnel and several other roles.

When selecting a telematics provider for a construction company, at least the following seven criteria should be considered:

- **Experience and references:**

The telematics provider should have experience in the industry and have already worked successfully with other construction companies. References and testimonials from other customers can help to get an impression of the reliability and quality of the provider.

- **Flexibility:**

The provider should be able to offer a flexible solution that meets the needs of the construction company. A good telematics provider offers customisable solutions and can adapt the software and hardware according to the requirements.

- **Integration with other systems:**

The telematics solution should integrate seamlessly with existing systems. These can be existing IT systems such as the ERP system, the merchandise management system or even the CRM system. Integrating the telematics solution with other systems can improve the workflow and efficiency of the construction company.

- **Availability of apps:**

The telematics provider should offer a mobile app to make it easier for the construction company's employees to access the telematics solution. These apps can help improve workflow by facilitating communication between employees, monitoring vehicles and equipment, and managing jobs and working hours.

- **Covering transport and logistics functions:**

The telematics provider should offer a solution that also covers transport and logistics functions. This includes, for example, real-time monitoring of vehicles, route optimisation and delivery monitoring. Such a solution can help to optimise the transport process and save costs.

- **Data and information security:**

An important aspect when choosing a telematics provider is the security of data and information. The provider should ensure that the data is encrypted and stored securely and that the systems are protected against hacker attacks. Data protection guidelines must also be maintained at the "state of the art".

- **Scalability and further development:**

The telematics provider should offer a scalable solution that can grow as the construction company grows. A scalable solution makes it possible to gradually expand the telematics functions and adapt them to growing requirements.

If the construction company takes these criteria into account when selecting a telematics provider, it can ensure that it receives a reliable and flexible solution that meets the company's needs and successfully supports the path to digitalisation.

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