FROM DATA TO DECISIONS: UNLOCKING NEW ROI IN FLEET OPERATIONS

Powerfleet for FirstNet

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The Big Shift in Fleet Management

From Visibility → Intelligence → Automation

GPS tracking = “dots on a map”

Tracking snowplows, service vehicles, spreaders, signs, generators, heavy equipment

Data-rich but siloed systems

Compliance + reporting heavy

AI-driven, connected, automated operations

Proactive, automated, safer operations

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The Core Problem

Fleets Are Drowning in Data, But Starving for Insight

Manual

analysis required with
limited staff to analyze it

Massive

data volume from
vehicles, assets and drivers

Siloed

systems across
departments limits value

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The Opportunity

3 New Drivers of ROI for DOT Fleets

- Automated Maintenance
- AI-Powered Safety & Video Telematics
- Unified Data & Integrations

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Maintenance Evolution

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Maintenance Then vs Now: From Reactive to Digital

1 THEN

- Paper logs, spreadsheets
- Manual scheduling & inspections
- Reactive repairs
- Seasonal spikes (snow, construction)

2 NOW

- Digital maintenance tracking & work orders
- Manage parts inventory
- Automated alerts and reporting
- Asset tracking for equipment & trailers
- Fleet tracking for vehicle diagnostics
- Manage costs through predictive maintenance

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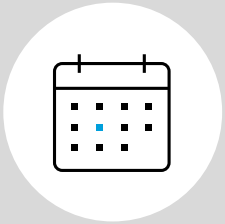
The Next Step: Automation

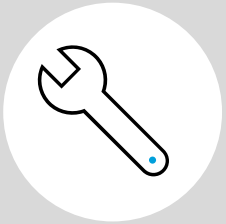
Predictive Maintenance for Critical Assets

From digital → Predictive → Automated

Key Innovations



Automated **maintenance** scheduling



Automated **repair** workflows

AI-driven vehicle **insights**

Transitioning from reactive to *proactive* fleet maintenance

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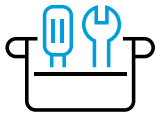
ROI Impact of Smart Maintenance

Key outcomes:

Outcome #1	Outcome #2	Outcome #3	Outcome #4	Outcome #5
				
Increased uptime for mission-critical vehicles	Lower maintenance and repair costs (reduced TCO)	Extended asset life	Reduced labor burden	Improved budget predictability

Smart maintenance ensures: ***Right asset, right place, right time***

For DOTs, ROI isn't just financial—it's service reliability and public safety

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Safety & Video Telematics Reinvented

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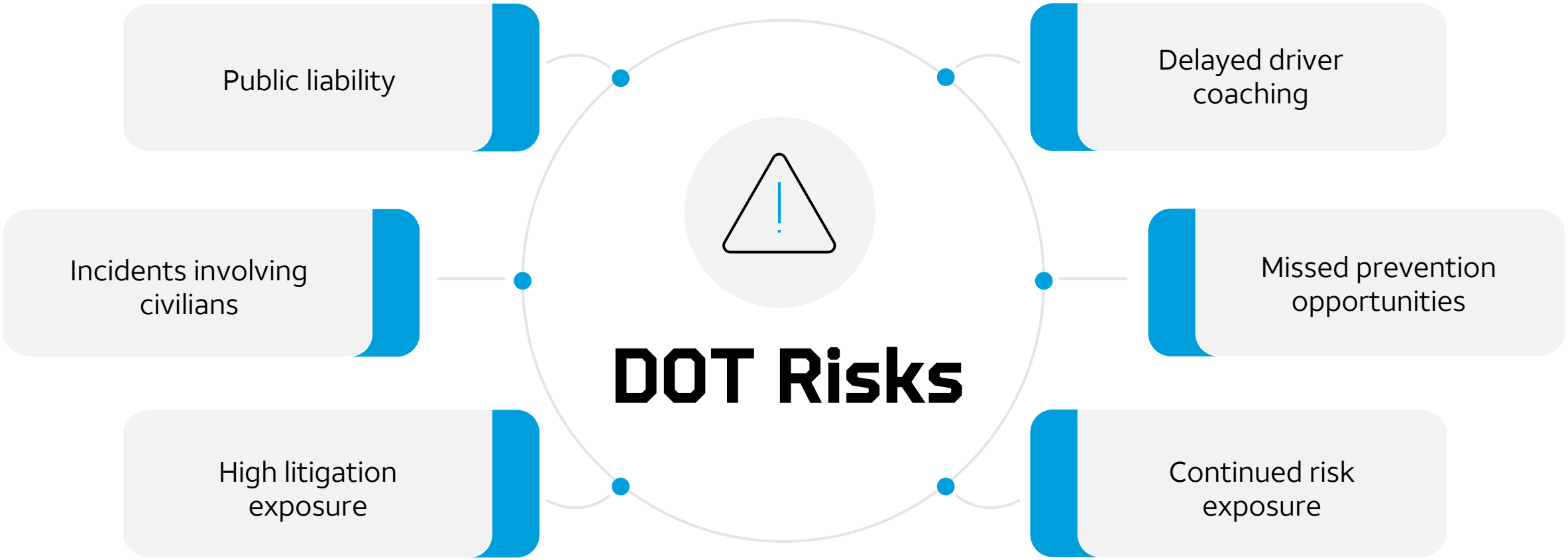
The Problem with “After-the-Fact” Safety

You Can’t Prevent What Already Happened



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The Evolution of Video

From Evidence to Prevention

THEN	NOW
Hours of footage review	Event-triggered video
Reactive systems (i.e., coaching happens too late)	Coaching after the fact
Historically used for incident review and liability defense	

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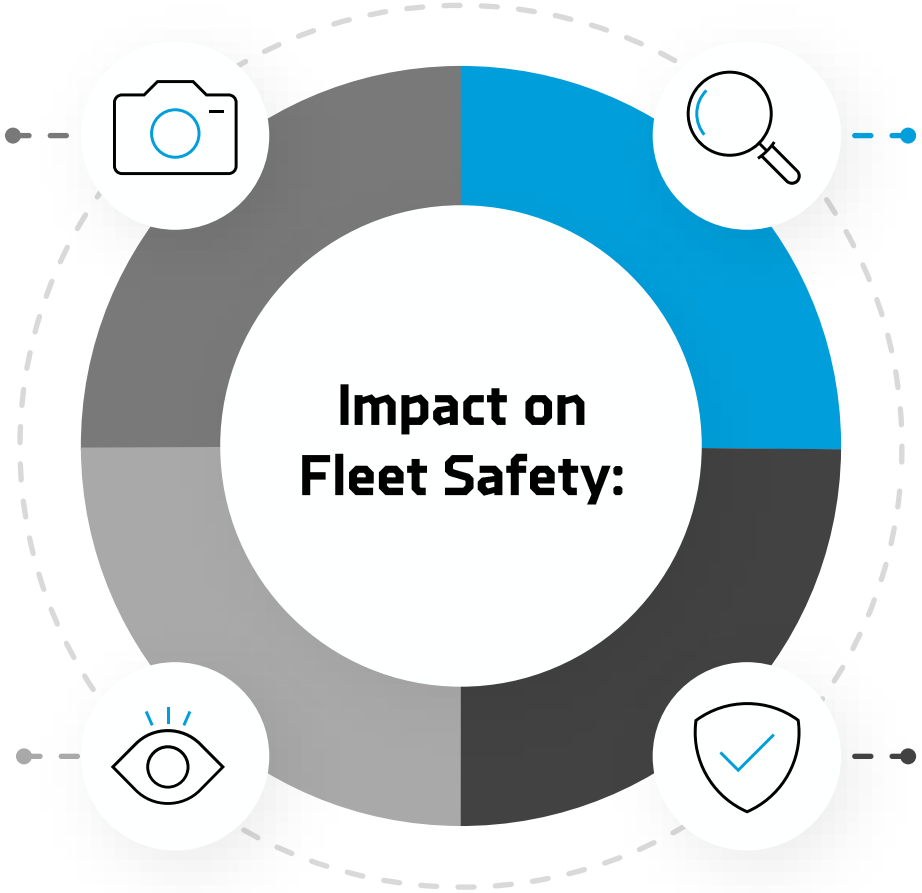
The Next Generation of Video

Enhanced Visibility + AI-Enabled Insights + Real-Time Coaching

Capture Events:
Multi-angle camera coverage captures critical safety incidents and provides context.



Analyze Data:
Comprehensive safety scoring identifies trends and opportunities.

Prevent Accidents:
Real-time alerts and coaching prevent incidents before they happen.

Improve Safety:
Data-driven improvements create a sustainable safety culture.

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Powerfleet's VisionAI Dash Cam

An AI-powered platform providing advanced video telematics and analytics for safer, more efficient on-road operations.

Challenges Solved:

Risk Mitigation:
Identifies and addresses unsafe driving behaviors like distraction and fatigue to prevent accidents.

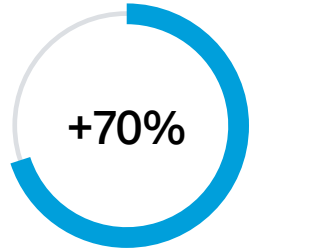
Incident Resolution:
Provides visual evidence to reduce liability and insurance costs.

Real-Time Visibility:
Delivers situational context for faster and better decision-making.

Key Benefits:

- Real-time collision prevention through visual evidence and situational awareness.
- Enhanced driver behavior monitoring with actionable insights.
- Reduced liability and operational costs through improved risk management.

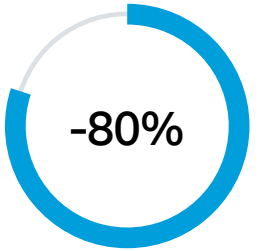
AI in video telematics is a groundbreaking development that is revolutionizing the way fleet management operates



SEATBELT USAGE

VEHICLE COLLISIONS

DRIVER SPEEDING



DRIVER DISTRACTION

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Complete Protection for Every Vehicle

Powerfleet's VisionAI Offers:

AI-powered cameras that detect fatigue, distraction, and unsafe driving

Real-time alerts that prevent incidents before they happen

Automated coaching that improves driver behavior over time

Comprehensive evidence for exoneration when needed

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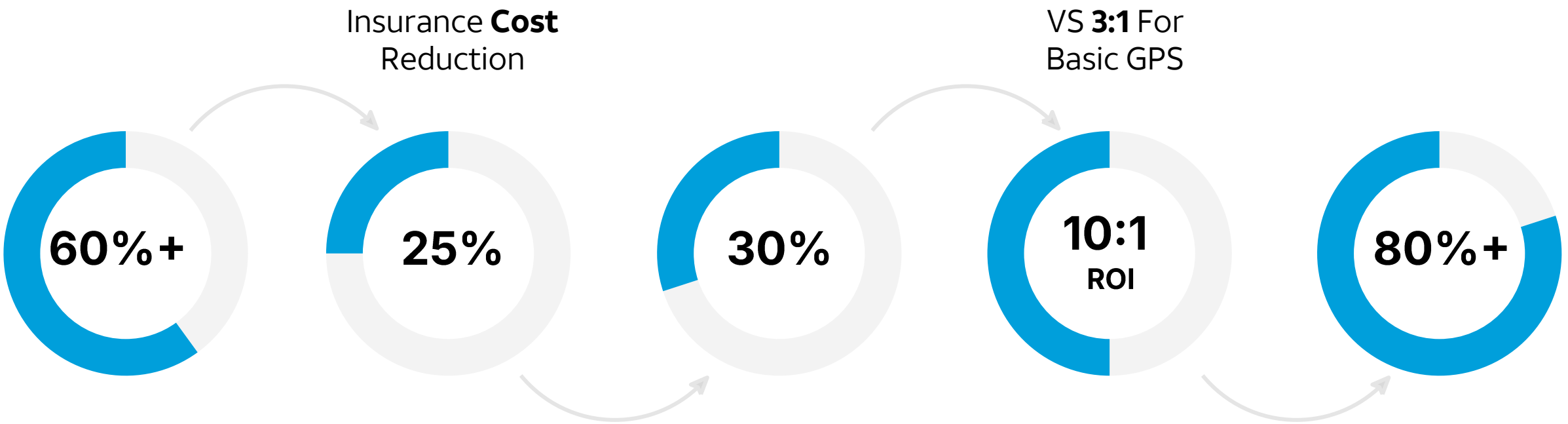
ROI of AI Video Telematics

Powerfleet Statistics:



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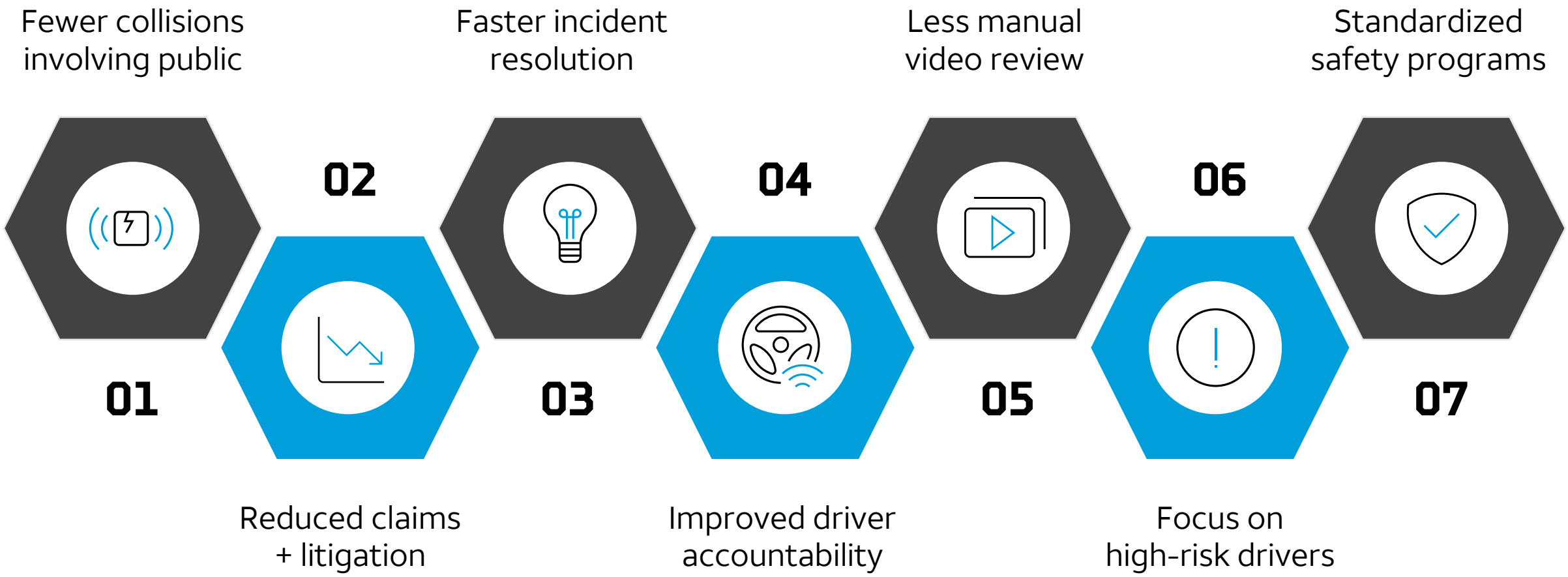
From Insight to Action

Fewer collisions involving public - **DOT Benefits**



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Integrations & Unified Data

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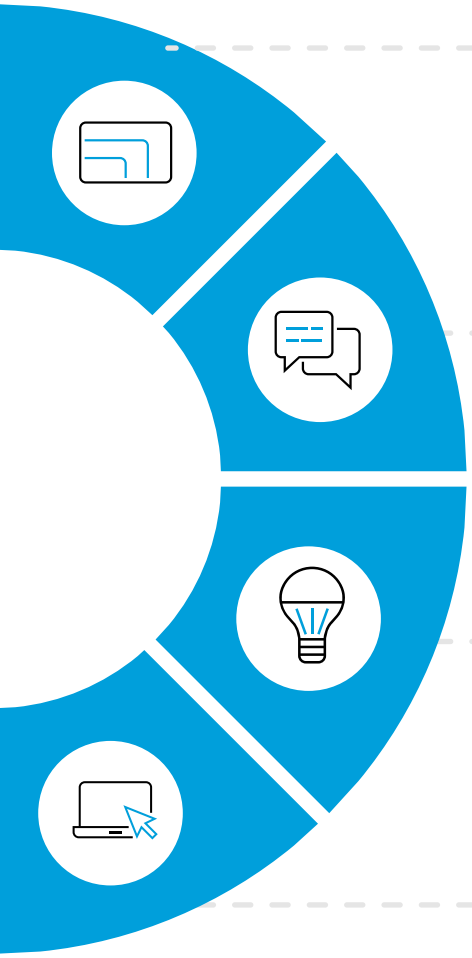
The Integration Problem

Disconnected Systems = Lost Value



Multiple platforms

No communication between systems

Missed insights

Separate systems for: fleet, maintenance, HR, Finance, WMS, etc.

1 **THEN**

GPS tracking and “dots on a map”

2 **NOW**

Nuanced but siloed fleet software solutions

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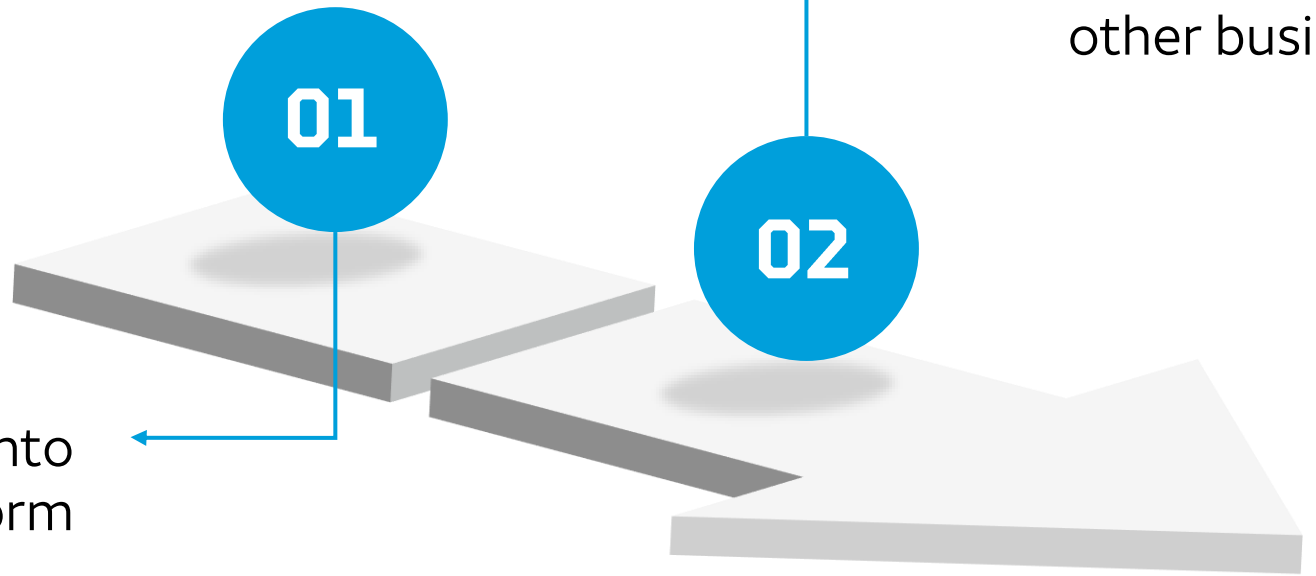
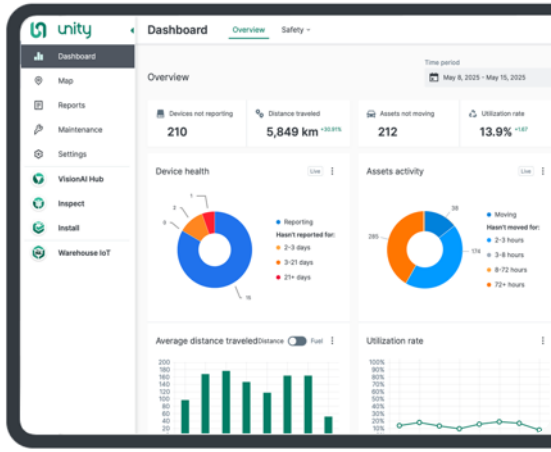
Next: The Shift to Unified Data

Breaking Down Silos Across Operations

Bringing fleet data into one platform



Connecting fleet data with other business systems



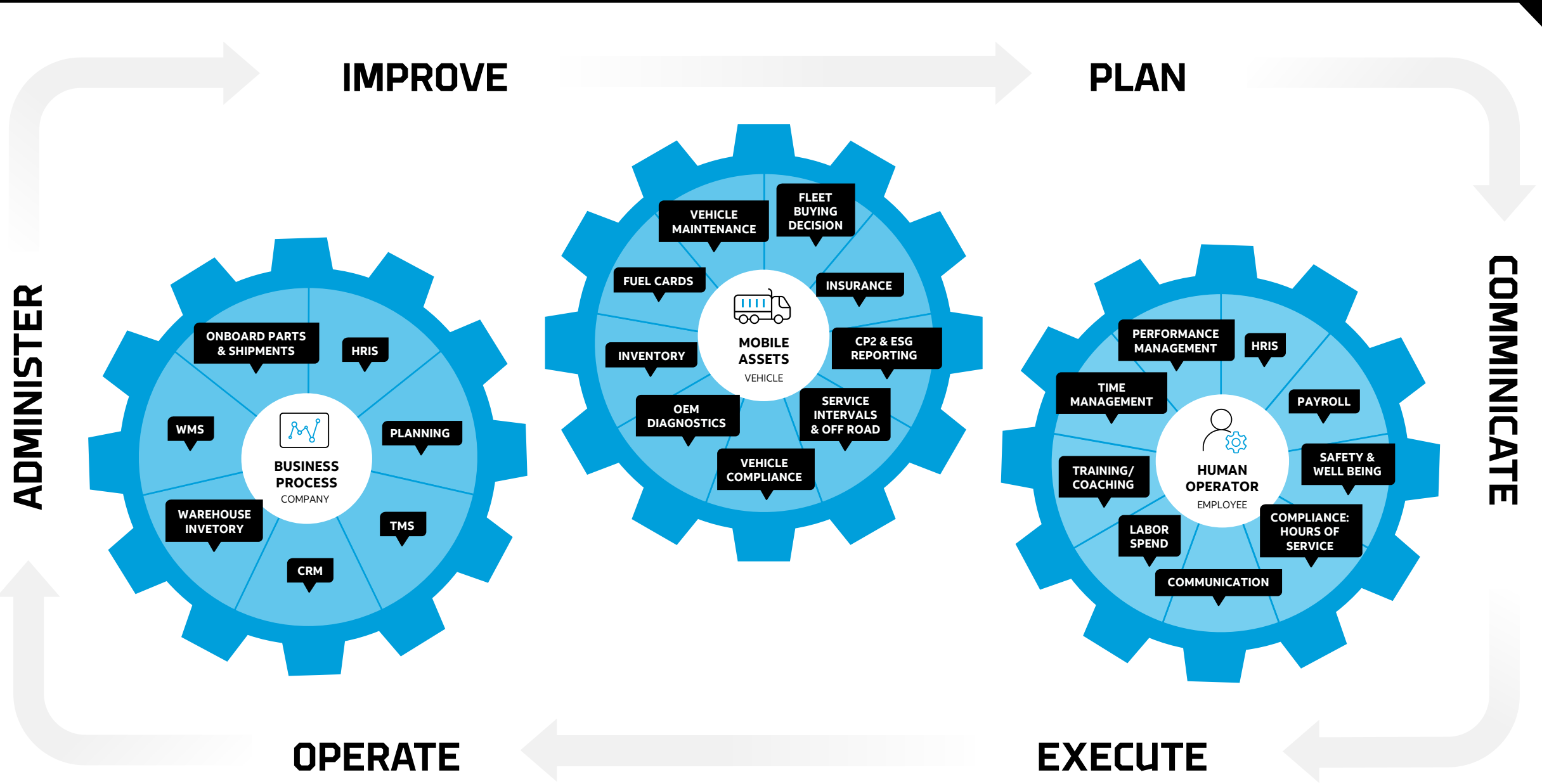
Two types of integration

What a Unified Fleet Management Platform Enables:

Fleet **telematics** + **maintenance** + **safety** in one view

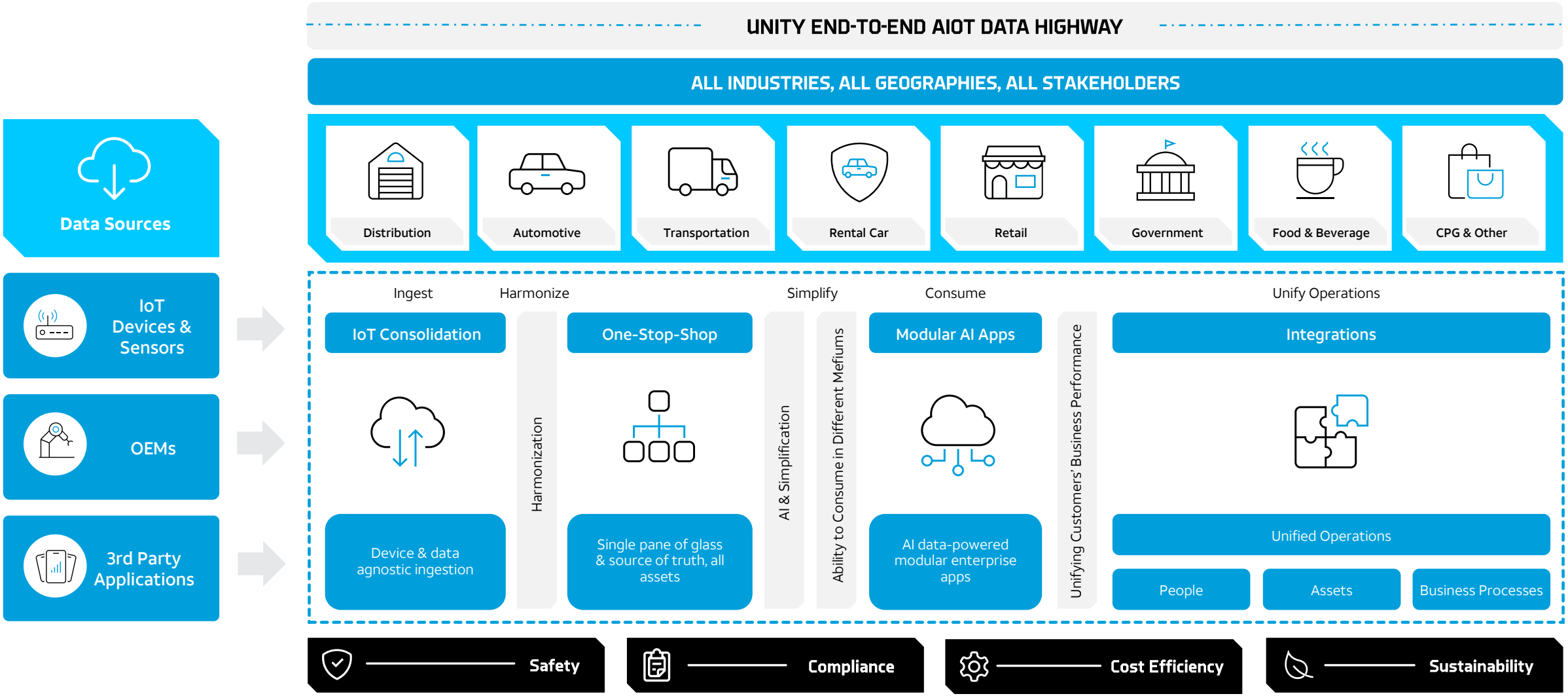
Data sharing across departments

Unified Business Operations & Services



Single Source of Truth

Powerfleet Unity offers a single platform to manage all your connected assets and devices while maintaining full functionality, regardless of what type of asset you're monitoring.



Impact on Operations

How integrated solutions drive safety, efficiency, and resilience

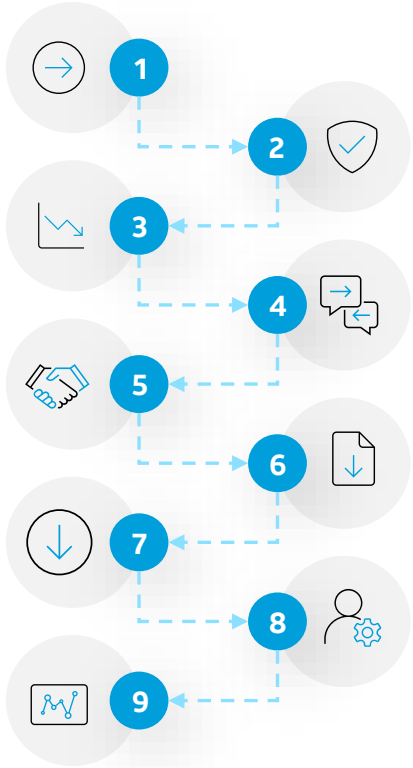
Faster, proactive decision-making under pressure

Reduced asset loss, theft, and misplacement

Easier coordination with partner agencies

Lower fuel and insurance expenses

A unified dashboard as a single source of truth



Safer operations for DOT and communities

Faster response and stronger service delivery

Reduced downtime and maintenance costs

Better asset utilization and improved ROI

Impact by the Numbers:

Real-time situational awareness can reduce response times by up to **30%** and operational costs by **20%**

Telematics-based insights lower fuel use by **10–20%** and insurance premiums by **15–25%** through improved visibility and safer driving

(Source: Disaster Medicine and Public Health Preparedness, Cambridge University Press)

ROI of Integration

New ROI Opportunities:

- Improved software value
- Additional insights
- Real results

DOT Outcomes:

- Better budgeting decisions
- Reduced vendor sprawl
- Improved operational coordination

You don't have to replace your existing software — you just need to unite it with your telematics data.

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Basic vs Next-Gen ROI

5 Ways Powerfleet Technology Pays Off:

	BASIC TRACKING and Systems	NEXT-GENERATION Technology
Fuel Economy	5% improvement with basic GPS tracking	**15%** improvement with Powerfleet
Maintenance Costs	7.5% decrease	**20%** decrease
Collision Rates	20% reduction	**60%** reduction
Insurance Costs	5% reduction	**25%** reduction
Productivity and Utilization	10% improvement	**25%** improvement

DOT Framing:

- Better service delivery to citizens
- Safer roads
- More efficient use of taxpayer dollars

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The fleets that win won’t have more data—they’ll act on it faster.

Key Takeaways

01

Data must translate into action to drive ROI—especially in public safety environments

02

Automation reduces burden on limited resources

03

Unified data improves accountability and outcomes

04

Integration unlocks exponential value

The future of DOT fleets isn't just connected—it's accountable, automated, and data-driven.

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The question isn’t whether DOT fleets will evolve—it’s how quickly. And the ones that move first will set the standard for safety, efficiency, and public trust.

Connect With Us!

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Download the eBook

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