

When our customers are thinking about investing in telematics, we often find the same questions and issues crop up when it comes to the making the final decision.

So we've put together a quick run-down of the TOP FOUR CONCERNS that fleet managers and businesses ask us about:



1



"My drivers aren't going to like this"

CONCERN #1:

Drivers won't accept vehicle tracking because they see it as the 'spy in the cab' or that Big Brother is watching their every move.

In fact, most drivers don't actually have an issue with tracking when they understand how it can benefit them. As the decision maker, you get that tracking **helps drivers be better at their job** and **improve safety at the same time**. If you can communicate that to your drivers, you'll find that most objections disappear.



To help you with this, we've got a **DRIVER ONBOARDING PACK** which includes a heap of information to help explain why tracking is about **supporting drivers in their work and making sure they get home safely**.

2



"Installation will be a pain."

CONCERN #2:

It takes days to get everything installed and that will cause too much interruption to my business.

The truth is, it normally only takes about an hour per vehicle to install the hardware and we're more than happy to arrange that at a time convenient to you. For example, when your vehicles aren't in use.



Then it's just a case of logging into DIRECTOR online and you're ready to go.

3



"I'm no good with technology."

CONCERN #3:

The system will be too complicated and I won't be able to get my head around how it works. It'll just be another bit of kit we paid for and won't use.

Our platform, DIRECTOR, is actually really easy to use and **we offer regular, online video training** to get you started so you'll be able to see the benefits straight away.



There are also loads of easy to follow **online tutorials** and help guides available within DIRECTOR to make sure you don't get stuck.

4



"I don't think I'll see a quick enough payback"

CONCERN #4:

This is a big commitment for our business and I'm not convinced that it's going to be worth the effort financially.

With tracking, the more you put in, the more you get out! So the sooner you start tracking, the sooner you can make **BIG savings**. That's why we assign our customers a dedicated Customer Success Specialist as your direct point of contact. Their job is to make sure you're getting the most out of your chosen solution.



Our customers tell us that tracking delivers:

12%

savings thanks to preventative vehicle maintenance

30%

reduction in fuel costs

20%

reduction in accidents and violations

15%

improvement in uptime

For more information, talk to one of our telematics experts today, call us on **03455 211 144** or visit teletracnavman.co.uk