

# Telematics change the face of fleet management



*Fleet management products also promote safe driving and ensure drivers drive within "Green Band" specifications*

The past two years have been tough on the vehicle market forcing fleet companies to become increasingly serious about their bottom lines and look for new and innovative ways of saving on unnecessary costs.

Gert Pretorius, managing director of MiX Telematics Enterprise, confirms that effective and optimal fleet management is important for any size fleet to achieve the desired safety and cost savings and return on investment required. The use of telematics has fundamentally changed the way in which fleets are managed and there is a definite increase in the number of commercial clients that have adopted this kind of technology.

As a leader in telematics, MiX Telematics is at the forefront of this development globally and is one of the

first companies to be able to directly "plug" into the CANbus of trucks.

"Fuel costs especially, which can account for up to 10% of a fleet's expenses, have a huge influence on the management of any fleet and through telematics expenses can be significantly minimised," explains Pretorius.

"Fuel theft is always a concern for any fleet owner as it has such a huge influence on the bottom line. With a product like MiX Telematics' FM Communicator and the FM Tracer, a company can monitor the route of the vehicle for example when fuel disappears in large quantities as well as checking for any unauthorised stops where fuel could have been taken from the vehicle," states Pretorius. ■