



KPI's IMPACT

FLEET MANAGEMENT

BENEFITS OF EFFECTIVE
IMPLEMENTATION

TELEMATICS

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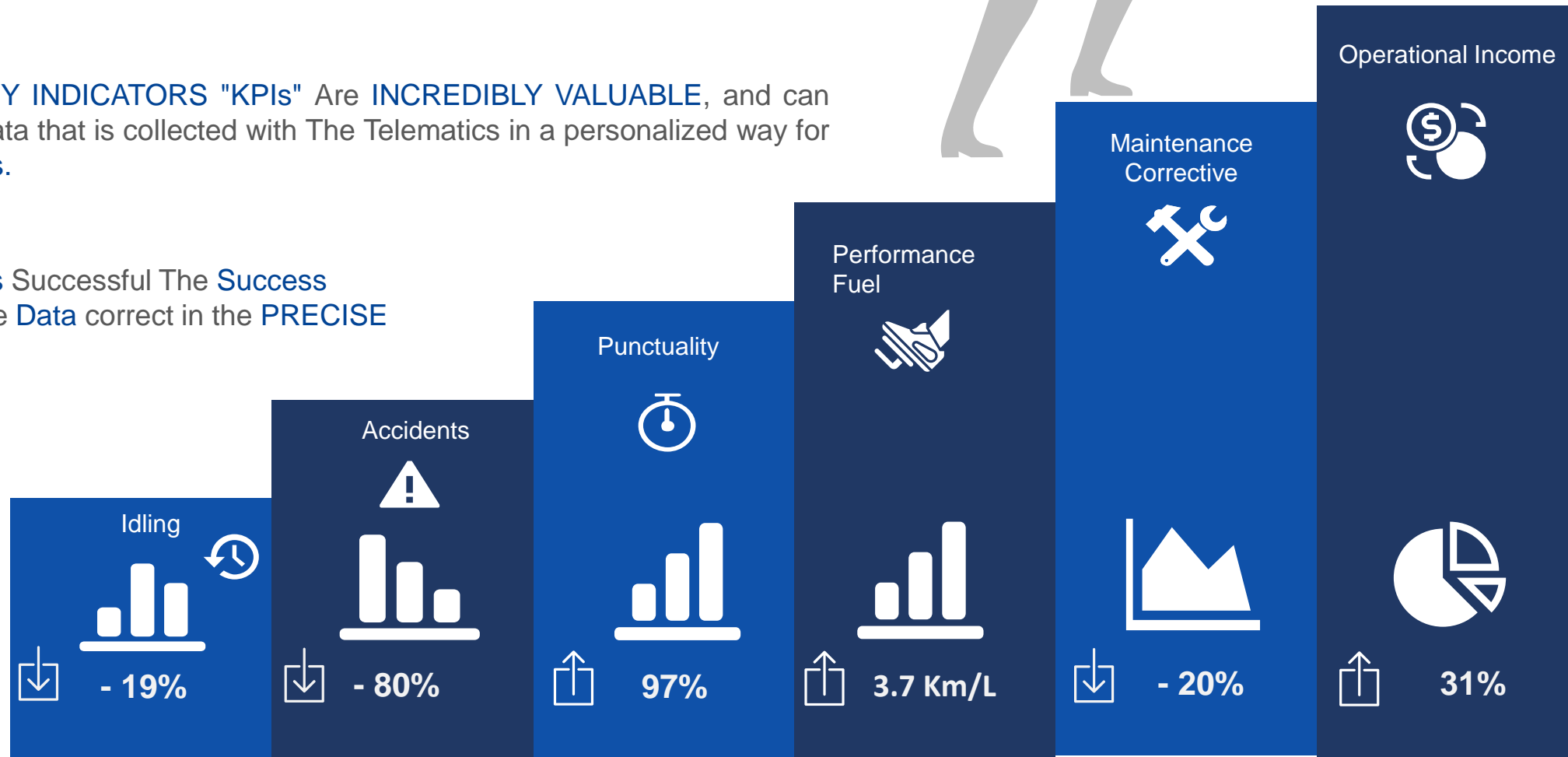
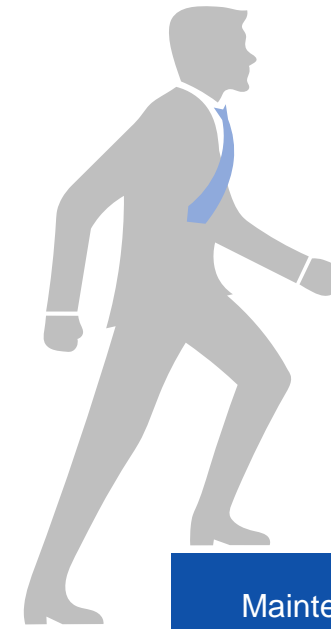
TELEMATICS KPIs IMPACT

BUSINESS TRANSFORMATION

The **Telematics** has become a **Technology Crucial** for Fleet Management, for that, nothing better than knowing **Interpret** the information that the company generates on a daily basis in its **Operation**, and be able to analyze it.

The **OPERATION KEY INDICATORS "KPIs"** Are **INCREDIBLY VALUABLE**, and can be created with the data that is collected with The Telematics in a personalized way for each type of **Business**.

For the shot **Decisions Successful** The **Success** depends on having the **Data** correct in the **PRECISE MOMENT**.



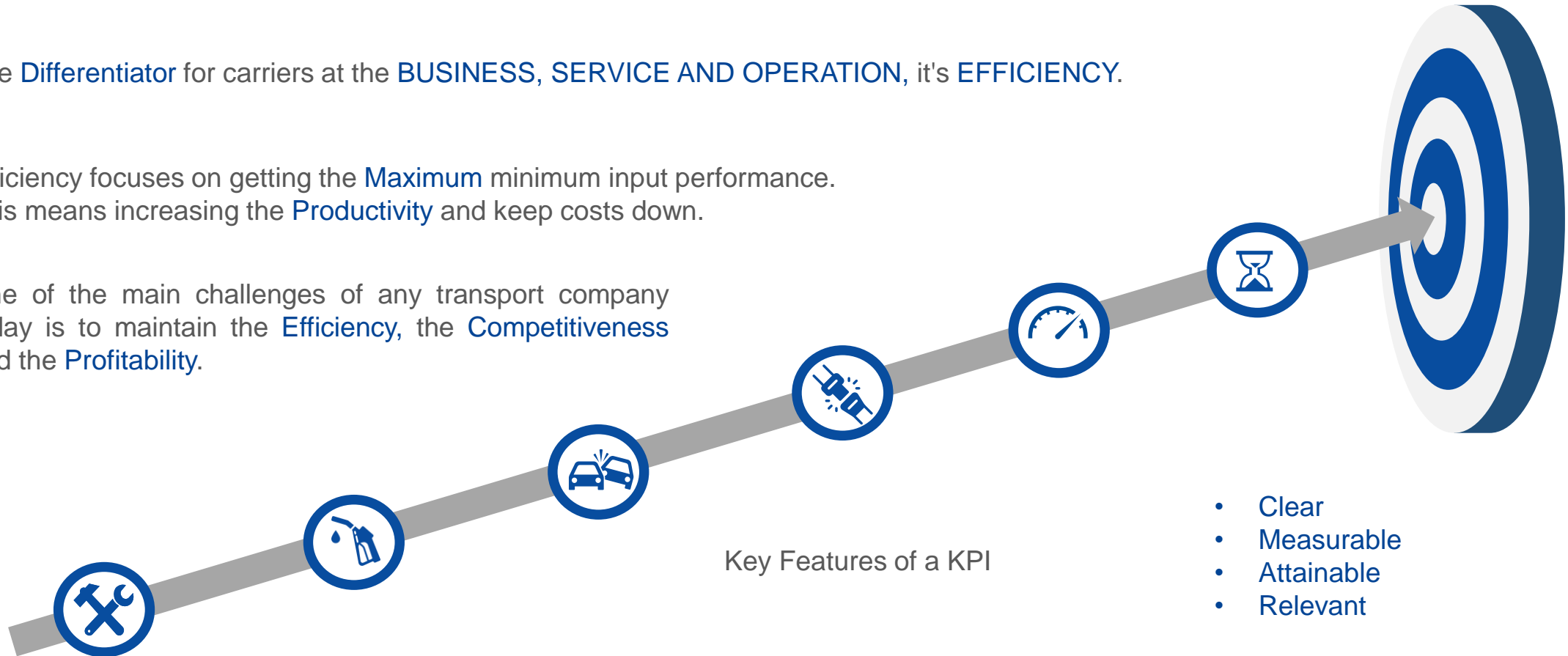
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IDENTIFYING KEY INDICATORS

The Differentiator for carriers at the BUSINESS, SERVICE AND OPERATION, it's EFFICIENCY.

Efficiency focuses on getting the Maximum minimum input performance. This means increasing the Productivity and keep costs down.

One of the main challenges of any transport company today is to maintain the Efficiency, the Competitiveness and the Profitability.



- Clear
- Measurable
- Attainable
- Relevant

Measure different indicators of efficiency of the fleet, allows to discover gaps and IDENTIFY optimization opportunities, which will generate SAVINGS and INCREASE OF ECONOMIC INCOME.

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BENEFITS OF KEY INDICATORS

The implementation of **Kpis** increasingly playing a bigger role in transport companies, as they allow for a **EFFICIENT MANAGEMENT** information and make it available in a way that **Understandable**, to take **Decisions** informed and above all correct.

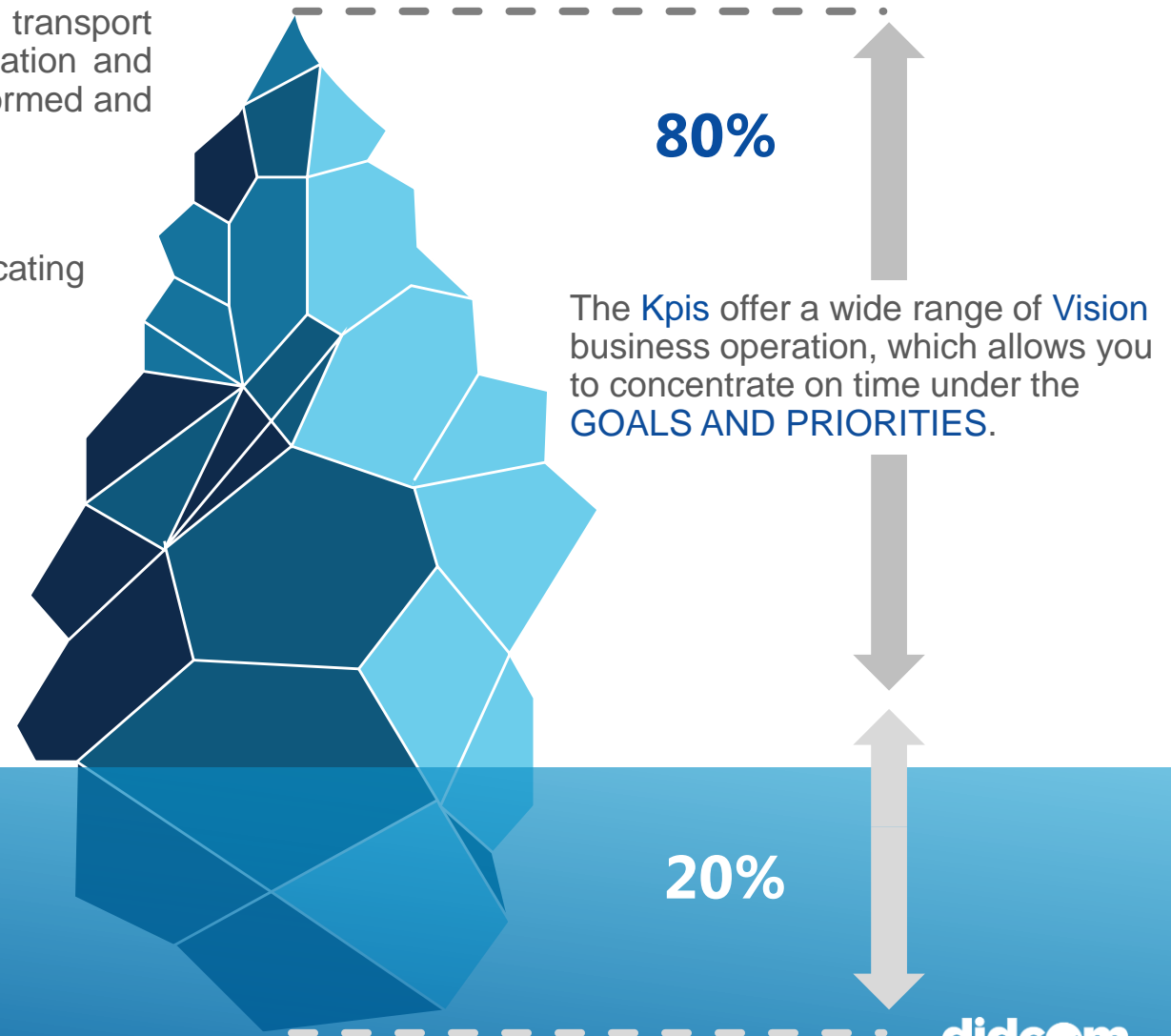
They offer better understanding and transparency when communicating results.



They provide greater precision in decision-making.



They provide greater efficiency and efficiency in processes.



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THREE KEY POINTS IN IMPLEMENTING A KPI

The Kpi are designed to analyze and describe how a task is performed, or how an element in the value chain responds, and determine whether or not **BUSINESS GOALS**.



01 Setting a clear goal

What is the current priority?

Reduce a focal point to reach our ultimate goal.



02 Determine realistic expectations

Manage priorities and not data.

Just show what you need to know

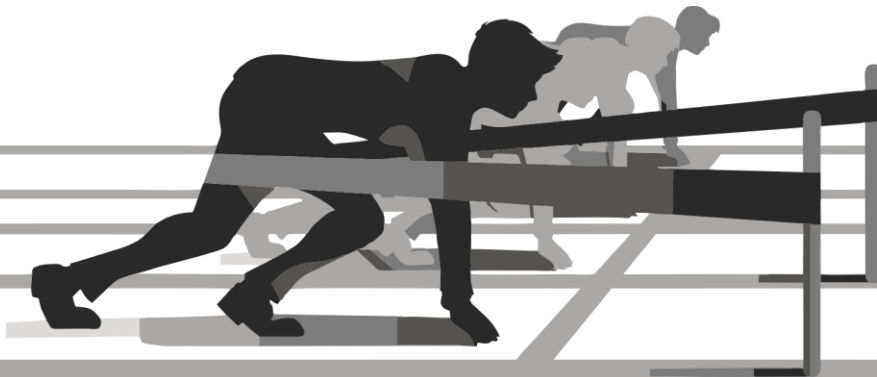


03 Define metrics and check progress continuously

Time period to complete the goal.

Compare the current progress against the specific target set at a certain time.

Effective implementation of Kpis, about the fleet operation are **Essential** to get a **COMPETITIVE ADVANTAGE** And **WIN THE RACE**.

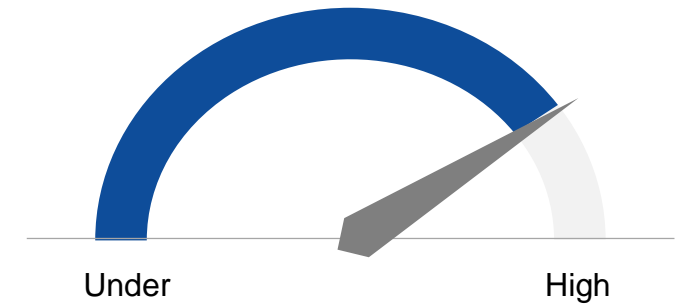


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EXAMPLES OF KEY INDICATORS

Organize data for IDENTIFY OPPORTUNITIES and increase FLEET PROFITABILITY

The value of Kpis is that an organization is so well able to implement them and turn them into a generation of Income measurable or measurable Savings costs.



Security

1. Speed Limits
2. Use of Out-of-Hours
3. Using a Seat Belt
4. Aggressive Driving
5. Accident Notification



Operation

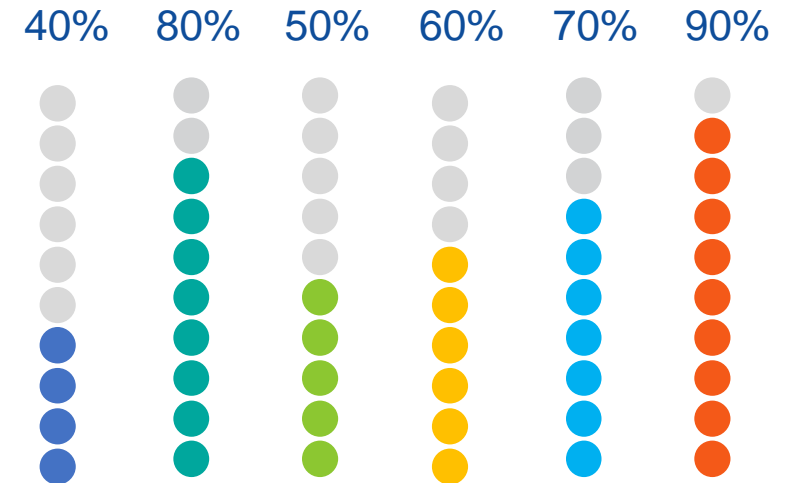
1. Operating Time
2. Idle Time
3. Unplanned stops
4. Scheduled Visits
5. Visits Made
6. Percentage Effectiveness
7. Percentage Non-compliance



Driving

1. Speed Excesses
2. Excess RPM
3. Brusca Acceleration Events
4. Bruscos Slowed Events
5. Idle Times

GENERAL INDICATOR: 78%



Fuel

1. Total Fuel
2. Fuel in Driving
3. Fuel in Idling
4. Loads
5. Extractions
6. Km/L Average Fuel



Maintenance

1. Scheduled Programming
2. Preventive Programming
3. Motor Data
4. Fault Codes
5. Out-of-range operation



Punctuality

1. Departure on time
2. Route Compliance
3. Cycles performed
4. Frequency Stability

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BUSINESS TRANSFORMATION

Start with **Identify** The **KEY DATA** you need to run your business effectively and efficiently.

Then set up clear, easy-to-read reports on your dashboard to monitor trends and identify improvements.

The correct execution of each of these processes will depend on the **Compliance** of the objectives set.

The project must be adopted by top-down leadership and must be **SET EXPECTATIONS** from the outset by senior management.

With effective **IMPLEMENTATION** of KPIs, you'll get Reaction Capacity for taking **CORRECT DECISIONS**.



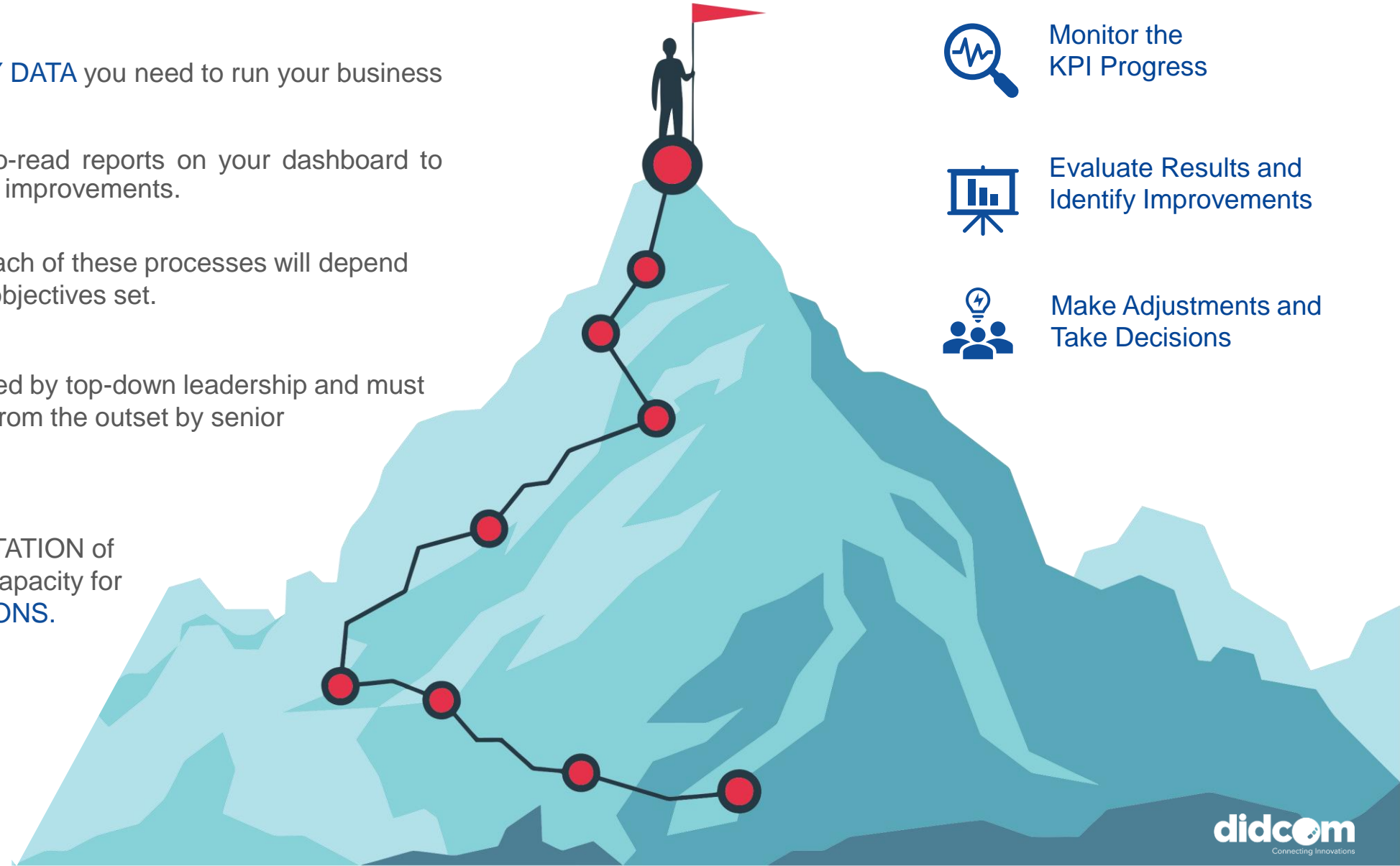
Monitor the KPI Progress



Evaluate Results and Identify Improvements



Make Adjustments and Take Decisions





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