





GPS fleet management

**Impartial Advice from Scotland's Only truly Independent Vehicle Tracking and Fleet Management Solutions Experts**

**Y**ou should ensure that you're selecting a provider that takes responsibility for every aspect of the system's operation and who will offer that system for one fixed cost.

Request testimonials and if in doubt, ask to be put in touch with customers who have been using the technology for a while. Speak with them directly about their experiences.

In addition, there is no reason why you shouldn't be given an opportunity to have first hand access to a working telematics system and see how the software operates before investing in it.

If a company has any faith in its product, it will have no objections to offering this level of access to potential customers.

The critical message for those investing in vehicle tracking and fleet management is 'buyer beware'. Buy from a reputable company and you will be purchasing technology that could revolutionise your business, choose the wrong supplier and you could be counting the cost of your mistake for years to come.

## **Top Ten Tips for finding the right vehicle tracking**

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- 1.** Consider whether a preferred provider is reputable – ensure it is financially secure, has a healthy set of accounts, and a trading history of three years or more
- 2.** Thoroughly research the available technologies and their possible applications
- 3.** Ask to see working systems when investigating potential suppliers and test out the software. If a company has any faith in its product, it should have no objections to leaving customers with live access to its System
- 4.** Ask for customer references – and speak to the references
- 5.** Ensure a preferred provider is up front about any installation charges – installation is usually free!
- 6.** Find out if, in addition to the fixed costs, there are additional monthly charges.
- 7.** Ensure the provider has a dedicated R&D resource, rather than this being outsourced to a third party, and find out if the system you opt for can be upgraded during the contract period
- 8.** Ensure a preferred provider offers free software and mapping updates
- 9.** Select a provider that takes technical responsibility for every aspect of the system's operation
- 10** Select a provider that offers a system warranty that lasts the length of the contract