RESELLING IoT FOR FLEET MANAGEMENT

Why Adding SaaS Enhances Your Technology Portfolio
According to the 2019 Mobile Resource Management (MRM) Systems Market Study, there are approximately 18.5 million fleet vehicles, over five million commercial trailers, and some 1.3 million pieces of heavy construction equipment in the U.S. alone.

The U.S. MRM market has been growing rapidly, and today approximately 13 million GPS/wireless devices are used to monitor fleet vehicles, drivers, mobile workers, and assets in the field. While the technology is commonly associated with long-haul and provides many benefits to the trucking space, that's just one piece of the puzzle.

Reselling IoT fleet management solutions are growing in popularity for technology distributors due to the industry versatility and recurring revenue achievable.

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Resell IoT Fleet Management to Generate Recurring Revenue

The U.S. MRM market revenues are estimated to grow from $4.8 billion in 2018 to $6.8 billion in 2022, equating to a 41% growth. By reselling fleet technology, you will be adding the ultimate recurring revenue source by tapping into key markets currently using the applications today, as well as being able to offer emerging technologies to your clients that will help solve their challenges.
Offer Emerging Technologies
Offer your clients fleet technologies in IoT, business analytics, and automation.

**GPS Tracking for Vehicles, Equipment, Trailers**
GPS tracking technology provides organization real-time fleet visibility, the capability to investigate fleet trends and measure KPIs, reduce fleet operating costs, and more.

**Electronic Logging Devices (ELDs)**
ELDs help organizations gain compliance with the ELD Mandate by tracking their Hours of Service (HOS) electronically.

**Dash Cam**
Forward and driver-facing cameras provide the ability to analyze unsafe driving incidents with video evidence to help coach safer driving behavior.

**Integrations & Partners**
The Ecosystem encompasses several fleet and other business technologies you can offer your clients, such as mobile workforce management, fleet maintenance, and fuel cards.
Help Solve Challenges for Your Clients

Fleet technology will help your clients make informed business decisions to improve accountability, driver and office efficiency, and safety.

**Improve Accountability**
Fleet technology provides real-time locations of vehicles and equipment to business owners, helps spot potential side jobs in company trucks, ensure employees don’t forge hours worked, and provide proof of service to customers.

**Increase Efficiency**
For a fleet operation, increasing efficiency relates to ensuring vehicles and equipment receive preventative maintenance on schedule, working as efficiently as possible to deliver the best customer experience, ensuring fuel efficiency, and examining the utilization of vehicles and equipment.

**Reduce Risk**
Issues with safety range from unsafe driver behavior, vehicle accidents and your clients’ liability for those accidents, and ensuring the safety of their employees and the public.
What Markets Use Fleet Technology?
Here are some of the most common verticals using fleet technology.

- HVAC & Plumbing
- Construction
- Landscape
- Cable & Utility
- Freight Transportation
- Oil & Gas
- Government
- Passenger Transportation

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