

eBook

Winning with ELD

See how customers
improve their businesses
far beyond compliance with
Verizon Connect Logbook

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connect



Win #1: Improve safety and compliance

When faced with a looming delivery deadline for a high-priority customer, drivers can be tempted to cut corners that could compromise their safety. With ever-changing and increasing regulatory restrictions and out-of-date logging practices, compliance can seem like an uphill battle, riddled with confusion.

If these sound familiar to you, you may have also wondered if technology exists that can help you with safety and compliance. Is there a tool that can help drivers manage routes and driving hours, while also helping your business prevent violations and monitor driving behavior?

Now mandated by the FMCSA, electronic logging devices (ELDs) can help companies become compliant with the law and improve

their fleet's overall safety. With the help of technology, ELD compliance need not be complicated or anxiety-inducing, even if your drivers or staff aren't tech pros.

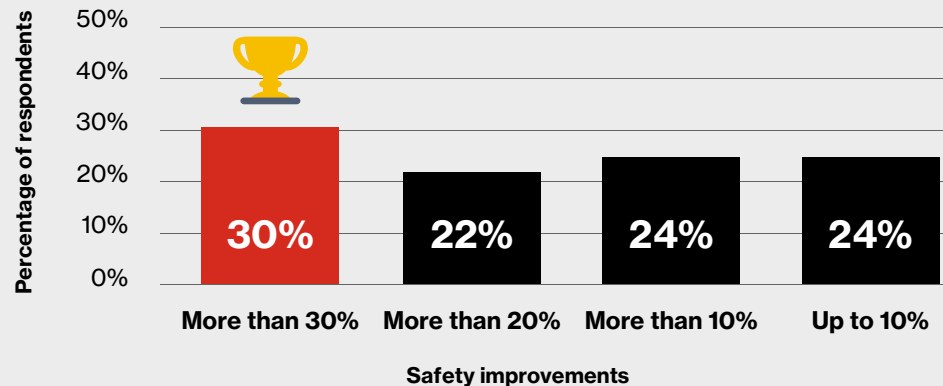
What does it really mean to operate a safe and compliant fleet? And what's in it for you and your business? When you implement an ELD solution like Reveal Logbook, you can potentially benefit in a few key ways that will improve your business in more areas, and safety and compliance are just the beginning.

Drivers using eLogs reduced their total crash rate by 11.7% and lowered their preventable crash rate by 5.1%.¹



Safety

30% of survey respondents reported Logbook helped them improve against key goals by more than 30%.²



¹https://ntl.bts.gov/lib/51000/51800/51846/13-059-Evaluating_the_Potential_Safety_Benefits_of_Electronic_HOS--Full_Report.pdf

²<https://www.techvalidate.com/tvid/4AF-F2A-40F>

Win #2: Increase productivity

Old paper-based processes can leave drivers waiting for the day's schedules, dispatchers guessing at potential delivery times, and paperwork piling up high before one load is delivered.

Any company that relies on drivers and vehicles to haul freight and make deliveries aims to get drivers out of the yard with the right loads, on time, to the right destination. Add in all the planning needed for each day – routes, driving hour calculations and customer expectations – guessing shouldn't be your primary tool.

A more reliable tool is an ELD solution like Logbook. To increase productivity, the critical step of planning shouldn't be left to paper. Manual paperwork, even if it's been "working," impacts productivity and its effects can trickle down to drivers and customers. Negativity about the mandate has been about potential loss of productivity, but our customers report that that's not necessarily the case. They're seeing benefits in addition to improved safety, such as:

- **Accurately monitor driver status and hours**
See how much time a driver

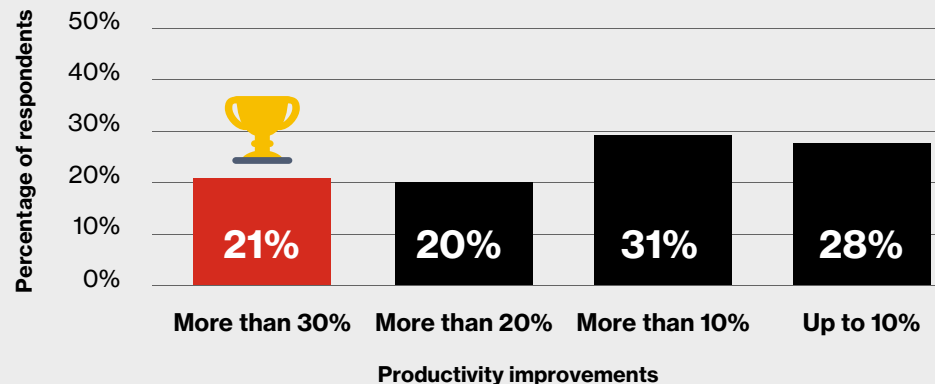
has left in their day and their driving status, to assign jobs to the right drivers

- **Reduce paperwork and manual processes**
Access electronic logs stored in the cloud, eliminating paper logs, which can be incomplete, lost or never submitted
- **Save time on reporting**
Run quick, summarized, actionable reports on driver logs, HOS violations, vehicle inspections and unassigned miles to avoid spreadsheets and make quick, accurate decisions

56% of surveyed customers were able to see improvement against key productivity goals by more than 10%.¹

Productivity

21% of survey respondents reported Logbook helped them improve against key goals by more than 30%.²



¹<https://www.techvalidate.com/tvid/9C6-CE3-6E3>

²<https://www.techvalidate.com/tvid/74A-086-064>



Win #3: Drive revenue

Better productivity and tracking expenses can add up to gains in revenue.

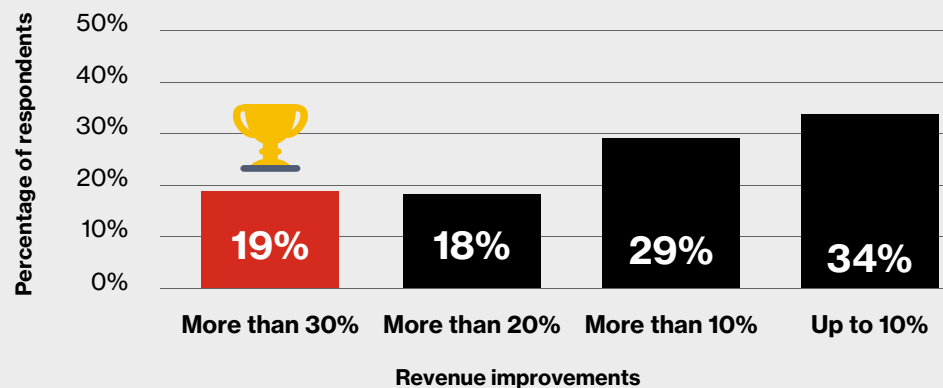
For businesses who rely on their fleet to stay liquid, the slow-and-steady approach often wins, but does that approach work when you have several vehicles and drivers to manage along with trying to learn the ins and the outs of a mandate that often causes confusion? The short answer is “yes,” and the pros far outweigh the cons.

Whether your goal is to get compliant or to stay compliant, implementing the right solution in the right amount of time can impact not only business operations but also revenue in several key ways:

- **Know how much driving time is left.** Seeing how much driving time your drivers have left in their day allows you to assign drivers with a few hours left to closer jobs and assign drivers with a full driving day to jobs with farther driving distances.
- **Use your drivers more productively.** Having an ELD solution allows you to plan a driver’s day more efficiently by knowing how many customers could be serviced in each of your driver’s allotted driving time and plan deliveries accordingly.
- **See where money is going.** Monitoring avoidable expenses like Hours of Service (HOS) violations, unnecessary vehicle maintenance and safety-related fines can help you enforce best practices by encouraging drivers to operate safely and efficiently, keeping money in your bank account where it belongs.

Revenue

19% of survey respondents reported Logbook helped them improve against key goals by more than 30%.²



Fleet management solution users can see reduced vehicle downtimes of 15% and improved vehicle utilization of 13% according to studies by the Aberdeen Group.¹

¹<http://www.marketwired.com/press-release/fleet-management-solutions-reduce-operating-costs-by-11-nyse-hhs-730721.htm>

²<https://www.techvalidate.com/tvid/74A-086-064>



Win #4: Cut costs

Closely tracking business expenses can add up to significant savings, and monitoring your drivers, resources, and processes can help. Cost savings becomes even more important for companies in the transportation industry who rely on drivers and vehicles that haul freight pick up loads and deliver goods on time to their customers.

Though businesses know that they often need to spend money to make money, the expense is especially justified when it's spent on tools that will help fleets stay safe, compliant and

productive. Enter ELD solutions. According to the Federal Motor Carrier Safety Administration (FMCSA), the estimated upfront cost of the most popular ELD device used today is priced at \$495 per vehicle.¹ That may seem like a large upfront cost, but the benefits of using the right solution will stretch far and wide across your fleet and outweigh your initial spend.

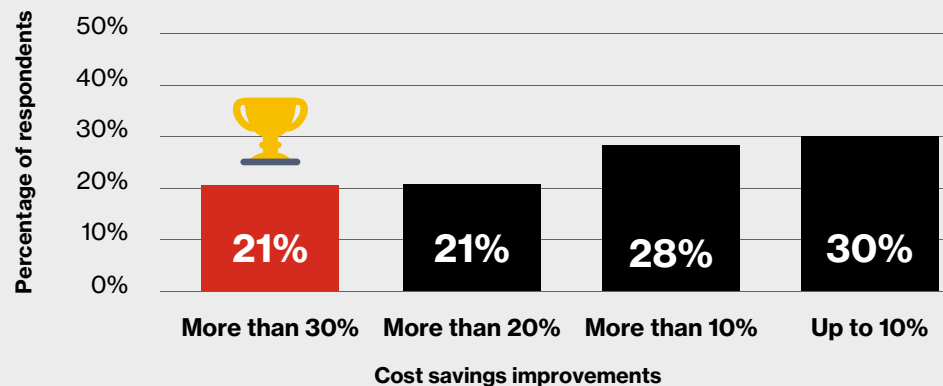
Where can you expect to start to see cost savings once you implement an ELD solution? Let's start with paperwork, which includes Record of Duty Status (RODS) and quickly

adds up. Having the right ELD solution can help save an estimated \$705 per driver per year in paperwork alone.²

49% of surveyed customers were able to see improvements against key cost savings goals using the Logbook solution.²

Cost savings

21% of survey respondents reported Logbook helped them improve against key goals by more than 30%.³



¹<https://www.federalregister.gov/documents/2014/03/28/2014-05827/electronic-logging-devices-and-hours-of-service-supporting-documents>

²<https://www.techvalidate.com/tvid/0AB-930-CA1> ³<https://www.techvalidate.com/tvid/74A-086-064>



Win #4: Cut costs

(Contd.)

Here's the savings breakdown, per driver per year, according to the FMCSA and its Regulatory Impact Analysis for ELDs:¹

- Driver filing RODS: \$487
- Driver submitting RODS: \$56
- Clerk filing RODS: \$120
- Elimination of paper driver log books: \$42

Each year, drivers fill out an average of 240 RODS. An ELD solution can help reduce the amount of time drivers spend logging their HOS by 4.5 minutes per RODS. That's about 19 hours each year.¹

Paperwork is just one example where costs can be saved using an ELD solution, but it shows how using the right technology can help you start to see improvements around fleet-related spend in other areas of your business, such as:

- Reduction in accidents and liability claims
- Decreased insurance costs
- Improved driver productivity
- Increased safe driving habits and behaviors
- Reduced HOS violations and fines

“ After having used Reveal and Logbook, I couldn't imagine not having it. It's like going from a flip phone to a smart phone.”

Mike Narvaez, Safety & Compliance Director,
R&M Trucking

Watch the video case study >



How can Verizon Connect help your fleet?

Logbook manages HOS for drivers by combining required vehicle data with driver status from the mobile application. Drivers simply log into the mobile app and start driving while their hours are managed automatically.

- Get near real-time HOS status information in the driver's hands and in the office
- Use mobile technology to add new features and transition to new regulations with simple software updates
- Send proactive alerts to the driver to prevent violations before they run out of hours
- Keep managers and dispatchers in touch with remaining hours to get loads delivered safely and on time

To learn more or get a free demo, visit verizonconnect.com or call 866.844.2235



Verizon Connect is guiding a connected world on the go by automating, optimizing and revolutionizing the way people, vehicles and things move through the world. Our full suite of industry-defining solutions and services put innovation, automation and connected data to work for customers and help them be safer, more efficient and more productive. With more than 3,500 dedicated employees in 15 countries, we deliver leading mobile technology platforms and solutions.

