2026 Fleet Technology Trends Report

verizon connect

Fleet technology: Your reliable compass to navigate a shifting landscape

The Fleet Technology Trends Report is now in its sixth year of publication. In this year's report, we continue to chronicle findings that help fleet professionals benchmark against their peers: which technologies they rely on, how they're using them and the benefits and outcomes of using those tools.

This year, we've added new questions to the survey that reflect the latest fleet challenges and priorities. To better understand what their priority areas are in 2026, we also asked fleet professionals what activities they plan to focus on over the next 12-18 months.*

Entering the age of artificial intelligence

Last year, the tech landscape experienced a major shift as artificial intelligence took center stage. Where before it was a topic of conversation among the tech-savvy, in 2025, it entered the consciousness of the general public.

While some fleets have already been using AI-powered tools, the technology is quickly becoming a staple for enhancing safety, reducing costs and finding operational efficiencies. And there are more advances ahead.

Adapting to economic challenges

The economic landscape has also shifted, impacting fleet costs and operations strategies.

Inflation has caused fleet professionals to prioritize reducing total cost of ownership (TCO), implementing aggressive cost-saving measures, maximizing vehicle uptime and lifecycles and finding operational efficiencies. As you'll see in the survey results, fleet managers are using technology to gain enhanced operational visibility, reduce costs and counteract the effects of inflation.

Fleet technology lights the way

As fleet professionals navigate times of change, technology is a reliable compass pointing them in the right direction.

The data presented in this report is based on the most recent Fleet Technology Trends Survey, which was conducted between June 10, 2025, and July 11, 2025, for Verizon Connect by Bobit Business Media, publishers of leading trade publications such as *Automotive Fleet*, *Work Truck*, *Government Fleet* and *Heavy Duty Trucking*.

Fleet technology tools for the road ahead

- **AI-powered tools** help lessen data overload, reduce costs, aid fleet efficiency and enhance safety.
- **The power of GPS tracking technology coupled with AI video** helps empower fleet companies to identify unsafe trends, coach individual drivers and reduce accident costs.
- **Digital inspections, record keeping and reporting** help fleets meet compliance requirements.

We asked fleet professionals what their priorities are in the next 12-18 months.*

66%	62%	52%	34%	26%	21%
Increase efficiency and productivity	Reduce costs	Enhance driver safety	Simplify & streamline fleet data	Improve sustainability	Improve regulatory compliance

* The data presented in this report is based on the most recent Fleet Technology Trends Survey, which was conducted between June 10, 2025, and July 11, 2025.

Overview of survey respondents

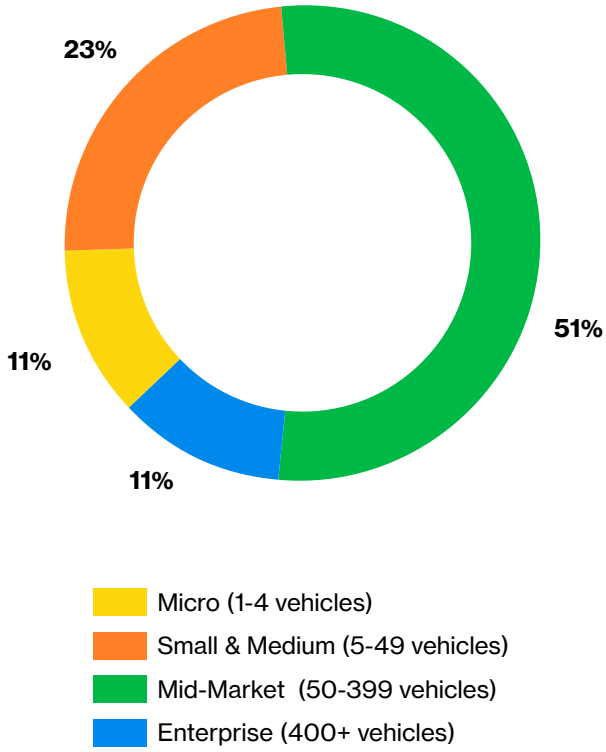
Respondents by industry

Government	25%
Construction	14%
Services	14%
General freight	13%
Transportation	8%
Retail / wholesale	7%
Manufacturing	5%
Utilities	4%
Food production / distribution	3%
Petroleum products	2%
Refuse or recycling	2%

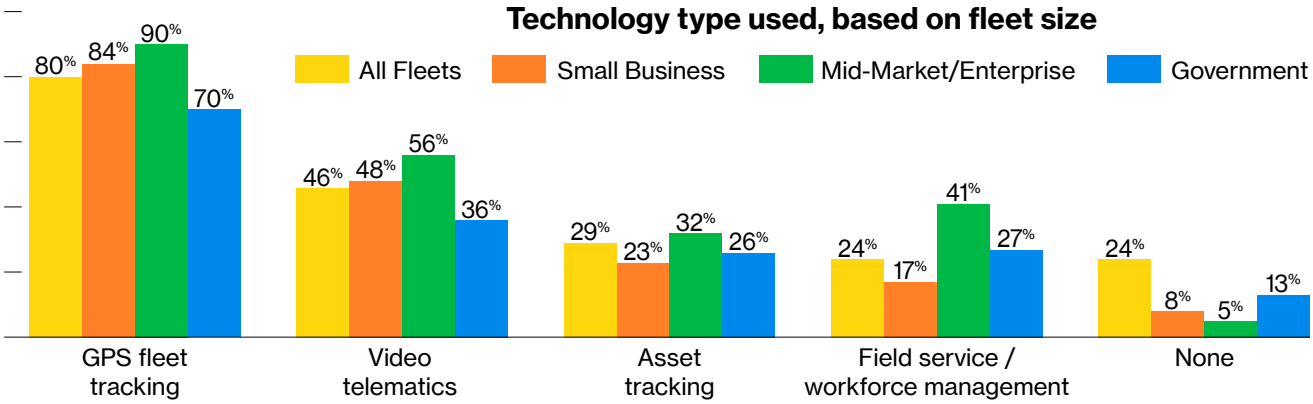
Respondents by title

Fleet Management	29%
Executive	24%
Upper Management	22%
Risk/Safety	7%
Finance/Procurement	5%

Respondents by fleet size



Technology type used, based on fleet size



Fleet technology usage trends and outcomes

Goal	Fleet technology trend	Outcomes	Survey results
Promote safety over time	The latest AI advancements in video telematics are helping fleet managers track coaching sessions and performance, allowing for a more collaborative relationship between drivers and coaches, and enabling fleet managers to reward drivers who show continuous improvement. AI can also detect unsafe driving behavior and issue in-cab alerts for real-time coaching.	• Individualized safety plans • Collaborative coaching • Driver buy-in • Safe driver behaviors • Progress awards for continuous improvement	**74%** said video telematics helped them improve driver safety. **41%** said video telematics is extremely or very beneficial for improving driver coaching sessions.
Promote operational efficiency and cost savings using predictive analytics	Modern fleet management software incorporates powerful predictive analytics capabilities and real-time monitoring to identify patterns and predict future maintenance needs, breakdowns, high operating costs, safety failures and logistical complexities like routing and fleet utilization. This provides fleet managers with actionable insights they can use to be proactive and quickly respond to potential problems.	• Decreased downtime • Cost savings related to fuel, crashes, labor, maintenance, insurance and more • Finely tuned, high-functioning fleet operations	**31%** said GPS fleet tracking is extremely or very beneficial for increased efficiency in managing daily operations. **21%** said asset tracking is extremely or very beneficial for reducing costs related to downtime/replacement.
Make strategic, data-based decisions	Connected fleet technology gives fleet managers a factual window into things like driver safety, fuel consumption and maintenance requirements, empowering them to make strategic, evidence-based decisions.	• Enhanced vehicle performance • Reduced operational costs • Enhanced operational efficiency • Safety-oriented drivers	**66%** reported a priority focus on increasing efficiency and productivity. **62%** reported a priority focus on reducing costs. **34%** reported a priority focus on simplifying and streamlining data.
Navigate compliance & sustainability regulations	As businesses and organizations seek to reduce emissions, technology is helping them develop effective hybrid and electrification strategies, and reduce internal combustion engine (ICE) emissions. Digital vehicle inspections, GPS fleet tracking and digital reporting help fleets meet DOT compliance obligations, including driver vehicle inspection reports (DVIR) and hours of service (HOS) regulations.	• Effective electrification and sustainability strategies • Reduced carbon footprint • Progress toward environmental, social and governance (ESG) goals • Compliance with emissions inspections • Fine avoidance	**35%** said fleet technology helped them achieve their goal of improved visibility with electric vehicles (EVs). **28%** said fleet technology helped them identify applications and routes for potential EV utilization.

Artificial intelligence: moving the needle on fleet safety

It's undeniable: Artificial intelligence (AI) is here, and it's powering a new wave of tools, businesses and ideas that are changing how people live and work – including those in the fleet industry.

AI adoption has been increasing at a rapid rate and shows no signs of stopping.

The global AI market is primed for massive growth: In 2023, it was valued at $184 billion. By 2030, it is projected to grow to more than $1 trillion[1] – a 443.5% increase in just seven years.

How AI impacts fleet safety

While artificial intelligence may seem like a new phenomenon, many of today's video telematics offerings already leverage AI technology.

The latest AI advancements in video telematics are helping fleet managers track coaching sessions and performance, allowing for a more collaborative relationship between drivers and coaches and enabling fleet managers to reward drivers who show continuous improvement. AI can also detect unsafe behaviors, like fatigue or distracted driving and issue in-cab alerts for real-time coaching.

In the most current survey, almost half (46%) of fleet professionals reported using video telematics technology - up 10 percentage points since 2023.

According to survey respondents, video telematics has a significant impact on driver coaching and distracted driving.

- Nearly three-quarters (74%) of video telematics users said they improved driver safety using the technology.
- 44% of respondents said video telematics is extremely or very impactful on increasing awareness of distracted driving.
- 41% of respondents said video telematics is extremely or very impactful on improving driver coaching sessions.

AI-powered video telematics help fleets:

- Protect drivers from crashes
- Develop individualized safety plans
- Coach drivers more collaboratively
- Gain driver buy-in
- Encourage safe driving behaviors
- Give drivers progress awards for continuous improvement
- Reduce accident and insurance costs

When video telematics is coupled with the power of GPS fleet tracking technology, fleets can also identify unsafe trends and reduce accident costs.

32%

of GPS fleet tracking users said they achieved their goal of decreasing accidents.

48%

of video telematics users said they were able to reduce accident costs by using the technology.

1. https://itvmo.gsa.gov/assets/files/GovwideITCM_ITVMO_Small Business Addressable Market Assessments_Artificial Intelligence.pdf

What's next for AI and fleet safety?

Over the next 12-18 months, improving driver safety is the top challenge video telematics users plan to focus on, with 71% of respondents reporting it's a priority.

AI-powered fleet technology is likely to become even more sophisticated. As it does, it will be faster and easier for fleet managers to gain critical insights based on fleet data and enhance real-time decision-making.

Data assistants, auto-generated insights and agentic AI are some of the AI-powered tools fleet will likely use in the not-so-distant future.

Data assistants

Using natural language processing, forthcoming advancements could include conversational interfaces and AI-powered digital assistants that answer questions in an instant and deliver fleet insights faster than ever. Think ChatGPT for fleets.

Users may be able to ask questions like:

- "What should I know about speeding trends?"
- "Can I save fuel?"
- "How does idling and engine-on time compare across the fleet?"

Auto-generated insights

Taking the technology one step further, generative AI can analyze telematics data to highlight trends and provide actionable insights using natural language and an intuitive user interface.

- **Quick insights:** Users may be able to get key takeaways about fleet safety, productivity and efficiency.
- **Fleet trends:** Fleet data may be used to show trends over time, which support better, data-informed decision-making.
- **Intuitive user interface:** Easier-to-use interfaces can save users time by making it easier to get the right information quickly.

The difference between data assistants and automated insights is that the latter automatically serves up insights based on a background review of telematics data, prompting users to take deep dives into areas they may never have thought to investigate or ask a data assistant about. Automated analyses will be especially valuable for small companies that don't have dedicated staff to crunch the numbers.

Agentic AI

Agentic AI is a form of AI that generates insights but also takes action on its own. This kind of AI program would run reports based on specified data sources, conduct analysis and automate workflows with independence. It may surface the same kinds of insights as generative AI, but it will also take the next step and proactively adjust routes, reassign vehicles or schedule maintenance automatically, all with minimal human input.

These forthcoming advances are set to positively impact safety, operational efficiency, and, eventually, nearly every aspect of fleet management.

Challenges video telematics users are focused on in the next 12-18 months*

71%	58%	57%	42%
Improving driver safety	Reducing accident costs	Improving protection from false claims	Reducing insurance costs

* The data presented in this report is based on the most recent Fleet Technology Trends Survey, which was conducted between June 10, 2025, and July 11, 2025.

Fleet technology can help to offset inflationary impacts

Over the last five years, inflation has caused consumer pricing increases that impact fleet budgets.

According to the Bureau of Labor Statistics inflation calculator, consumer prices rose 23.35% in just five years. $1,000 in pre-pandemic February 2020 had the same buying power as $1,233.51 in February 2025[2].

In its *2025 Analysis of the Operational Costs of Trucking* report, the American Transportation Research Institute reports operational costs (excluding fuel) saw a 3.6% year-over-year increase.

How inflation impacts fleet budgets

Inflation has a far-reaching effect on fleet operations.

- **Higher costs:** Inflation drives up expenses for virtually every aspect of fleet operations, including vehicles, essential parts, fuel and skilled labor.
- **Maintenance challenges:** Higher prices for parts and materials, coupled with ongoing supply chain issues, make maintenance more expensive and can extend repair times, leading to increased vehicle downtime.
- **Labor costs:** Demand for skilled drivers and technicians remains high, and inflationary pressures lead to increased wages to attract and retain talent, adding strain to operating budgets.
- **Vehicle acquisition:** The rising cost of new vehicles, influenced by inflation and material prices, makes acquisition and replacement decisions more challenging.

Fleet technology investments pay off

Fleet technology has proven to be effective for offsetting economic strain. On average, GPS fleet tracking users reported decreases between 11-19% for fuel, accident, labor, maintenance and insurance premium costs after implementing the technology.

What's next for offsetting the effects of inflation?

To offset the impacts of inflation, reducing the total cost of ownership (TCO) and implementing aggressive cost-saving measures need to be top priorities for fleets.

Cost control strategies include:

- **Leveraging fleet technology:** Telematics solutions help fleets track maintenance, monitor vehicle usage, reduce fuel consumption and identify inefficiencies to prevent costly repairs and breakdowns.
- **Optimizing maintenance:** Focusing on proactive and preventive maintenance helps fleets avoid unexpected downtime and expensive repair costs that are exacerbated by high inflation.
- **Strategic vehicle lifecycle:** To manage costs, fleets may consider extending the useful life of their vehicles or reintroducing older models into their procurement when they offer strong resale values and are a good fit for fleet applications.
- **Rightsizing fleets:** Identifying and replacing underutilized vehicles with lower-cost assets, or even reducing fleet size, can help improve efficiency and reduce operational expenses.
- **Focusing on scalable solutions:** The current economic climate favors immediate and scalable solutions that can deliver quick cost savings, rather than large, transformative long-term investments.

How much GPS fleet tracking helps to reduce costs

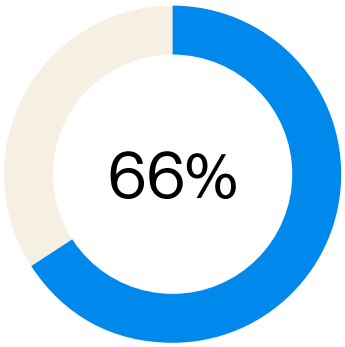
19%	15%	12%	12%	11%
Average decrease in accident costs	Average decrease in maintenance costs	Average decrease in labor costs	Average decrease in fuel costs	Average decrease in insurance premium costs

2. https://www.bls.gov/data/inflation_calculator.htm

Operational efficiency: An additional form of cost control

While fleets can't control the cost of goods, they can control how efficiently they operate — and technology makes finding opportunities for greater efficiency faster and easier.

Operational efficiency will be a focus for fleets in 2026 and beyond: 66% of survey respondents indicated it will be a priority over the next 12-18 months.



of fleets are focused on increasing efficiency and productivity in 2026 and beyond.

How fleet technology impacts operational efficiency

Operational inefficiencies are the enemy of cost control — and lack of visibility into daily operations keeps them hidden from cost-conscious fleet managers. Fleet technology provides visibility that lifts the veil.

- 31% of GPS fleet tracking users say the technology was extremely or very important for increasing the efficiency of daily operations.
- Among fleets with electric vehicles, 30% said fleet technology helped them achieve their goal of improved efficiency/management of daily operations.

Productivity: Generate more revenue with the same staff.

- 44% of GPS fleet tracking users said it helped them achieve their productivity goals, which was the top goal achieved for this technology.
- 43% of asset tracking users said the technology improved efficiency and productivity for drivers and workers.
- 39% of asset tracking respondents improved efficiency and productivity for office staff and management.

Utilization: Use existing fleet assets to their fullest and generate dollars by selling underutilized assets.

- One-third (33%) of asset tracking users said it was extremely or very beneficial for improving utilization.
- More than half (53%) of asset tracking users said the technology helped them reach their goal of improving asset, equipment and trailer utilization.

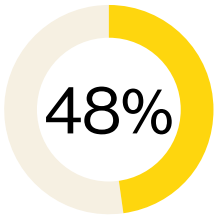
Maintenance: Tracking and following planned maintenance schedules helps prevent unplanned downtime and keeps vehicles on the road.

- 43% of GPS fleet tracking users said the technology helped them improve vehicle maintenance and achieve their maintenance goals.
- On average, GPS fleet tracking users also reported saving 15% on maintenance costs using the technology.
- 35% of asset tracking users said the technology improved the visibility of maintenance and service needs.

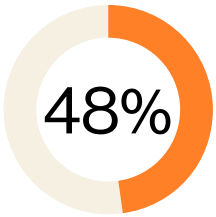
Compliance: Fleet technology helps fleets save time and avoid fines by automating reporting for hours of service (HOS), driver vehicle inspection reports (DVIR) and International Fuel Tax Agreement (IFTA) reports.

- 26% of GPS fleet tracking users said the technology helped them achieve their regulatory compliance goals.

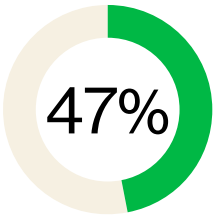
ROI in less than 1 year (by technology)



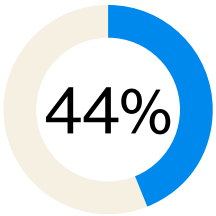
Asset tracking



Field service management



Video telematics



GPS fleet tracking

What's next for improving operational efficiency?

Operational efficiency is another area where AI-powered fleet technology will have a significant impact.

Data assistants

Fleets can ask efficiency-related questions like:

- "Are my vehicles doing more or less work?"
- "Which vehicle is most productive?"
- "Are we spending too much time at customer stops?"

Auto-generated insights

Auto-generated insights will reveal inefficiencies users may not think to query on their own. From there, users will be able to dive into trends and anomalies with graphs, data tables and customizable views to learn more.

Agentic AI

Independent AI agents will be able to learn, make real-time decisions and take actions to optimize operations without human oversight or intervention. These agents will enhance operational efficiency by analyzing vehicle health to improve predictive maintenance and reduce downtime and assessing driving patterns to optimize dynamic routing and dispatching.

2026 and beyond: Fleet technology users focus on productivity and efficiency

Users of GPS fleet tracking, asset tracking and field service management indicated that they plan to continue focusing on improving productivity and utilization.

- GPS fleet tracking users plan to use technology to increase vehicle utilization and increase the number of jobs performed.
- Asset tracking users plan to increase asset, equipment and trailer utilization, while also helping office staff and management do their jobs more efficiently to increase productivity.
- Field service management users are also seeking to boost operational efficiency and help technicians and drivers complete more jobs in a day.

Areas of operational efficiency focus (by technology)

GPS fleet tracking	
Improve productivity (for example, number of jobs, vehicle utilization)	**45%**
Asset tracking	
Improve asset/equipment/ trailer utilization	**49%**
Improve efficiency/productivity for office staff/management	**43%**
Field Service Management	
Improve operational efficiency	**56%**
More jobs per technician/driver	**32%**

GPS fleet tracking is the top technology choice for fleets

As in years past, survey respondents indicated GPS fleet tracking is their fleet technology of choice. This year, four out of five fleet professionals indicated they use the technology. Adoption of GPS fleet tracking appears to be growing, as the percentage of users rose 11 points year-over-year, from 69% to 80%.

Based on adoption rates alone, it's clear GPS fleet tracking offers value. Taking a closer look at the goals fleets achieve with GPS fleet tracking, the benefits the technology delivers and the ways in which fleet professionals plan to use it moving forward paints a fuller picture of why it's so valuable.

Goals achieved with GPS fleet tracking

The top goals achieved with GPS fleet tracking include improved productivity, improved maintenance and improved customer experience/service.

GPS fleet tracking can be an essential tool for both lowering operating costs and generating additional revenue.

- **Lowering operating costs:** Keeping up on maintenance helps reduce breakdowns, boosts fuel economy and reduces downtime, all of which lower total cost of ownership (TCO).
- **Generating revenue:** GPS helps route drivers to jobs faster, which helps them fit more jobs into the workday. Increased visibility into fleet activity improves communication with customers and on-time service, which often results in happier customers, more referrals and repeat business. In a world where online reviews can either help or hurt future business, keeping customers happy is central to keeping and growing business.

Top goals achieved with GPS fleet tracking

44%	43%	33%
Improved productivity	Improved maintenance	Improved customer service

The benefits of GPS fleet tracking on daily business

When asked about how GPS fleet tracking benefits their day-to-day business, survey respondents ranked factors related to safety and efficiency at the top. These benefits tie directly to cost savings.

- **Safety:** GPS fleet tracking provides visibility into driver behavior that helps improve their focus on driver safety, and in turn reduces harsh driving and speeding events. These improvements result in cost savings related to fewer fines, lower insurance premiums and reduced accident costs.
- **Increased efficiency:** When fleets use GPS fleet tracking to manage daily operations better, they can see productivity, maintenance and compliance gains. The result is reduced overtime, lower maintenance costs, better TCO and fewer regulatory fines.

Looking ahead

When asked about the most important challenges they hope to solve in the months ahead, GPS fleet tracking users plan to focus on improving productivity and vehicle maintenance, while decreasing accidents and fuel consumption. For businesses combating inflation, GPS fleet tracking is set to be an important tool for reducing costs and driving a stronger bottom line.

Focus areas for GPS users in 2026 and beyond[3]

Improve productivity (for example, number of jobs, vehicle utilization)	**45%**
Improve vehicle maintenance	**43%**
Decrease in accidents	**42%**
Decrease in fuel consumption	**38%**

3. Based on responses gathered in June and July 2025

Video telematics helps fleets protect drivers, fight fraud and reduce costs

About half of fleet respondents (46%) are currently using video telematics — a 10-percentage-point increase in just the last three years. The increasing adoption of video telematics makes sense, considering safety will always be a key focus for fleets, and video telematics offers tools to build a better safety program.

Fleets use video telematics to stay focused on safety and cost reductions

When asked about the top goals they achieved with video telematics, users ranked improved driver safety and better protection from false claims at the top, followed by reduced accident and insurance costs. Looking ahead, video telematics users said these will continue to be the key challenges on which they plan to focus.

- **Improved driver safety:** Today's AI-powered solutions are making it easier for fleets to develop effective video-based driver coaching programs.
- **Reduced accident costs:** When drivers improve their habits on the road, they are less likely to be involved in crashes, which reduces costs related to vehicle repairs or replacements, legal proceedings, downtime, lost productivity and workers' compensation claims.
- **Improved protection from false claims:** Video telematics solutions record the events of a crash, offering irrefutable evidence against fraudsters seeking insurance payouts.
- **Reduced insurance costs:** When insurance companies see that a fleet is taking measures to improve safety, fight fraud and reduce crashes, they may be more likely to consider premium reductions.

The impact of video telematics benefits on daily business

Looking at the benefits of video telematics on day-to-day business activities, users reported an increased awareness of distracted driving events, improved driver coaching sessions and fewer speeding events as the biggest benefits. Beyond driving safety, reducing these risky behaviors helps reduce the likelihood of collisions and reduces costs.

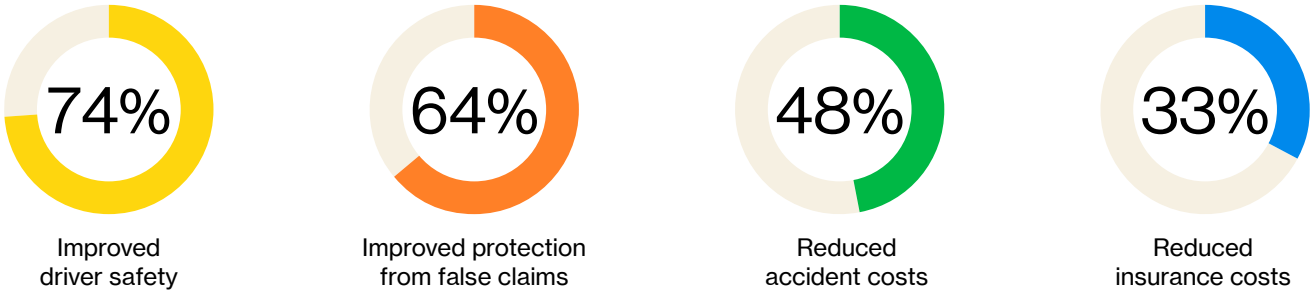
Top benefits of video telematics on daily business

Increased awareness of distracted driving incidents	44%
Improvement of driver coaching sessions	41%
Reduction in speeding events	36%

Focus areas for video telematics users in 2026 and beyond[4]

Improved driver safety	71%
Reduced accident costs	58%
Improved protection from false claims	57%
Reduced insurance costs	42%

Top goals achieved with video telematics



4. Based on responses gathered in June and July 2025

Asset tracking keeps high-cost equipment safe and productive

Asset tracking helps businesses better manage their assets, equipment and trailers. In doing so, businesses can improve utilization, security and employee productivity. These improvements help businesses lower costs while also providing opportunities for increased revenue. These are a few of the reasons nearly half (48%) of asset tracking users report seeing a return on their investment in less than a year.

Goals achieved with asset tracking

Improved utilization, security and productivity topped the list of goals achieved by asset tracking users, followed by lower insurance costs. Achieving these goals can help fleets reduce costs and curb the impacts of inflation on fleet budgets.

- **Improved equipment and trailer utilization** saves fleets from investing in additional assets
- **Improved security** helps reduce replacement costs and keep insurance premiums down
- **Improved productivity** for workers, drivers, office staff and management helps businesses accomplish more in a day without the need to add headcount.

Considering the benefits to the bottom line, it's no surprise that these are the same challenges asset tracking users plan to focus on in the months ahead.

Top goals achieved with asset tracking

53%
Improve asset/ equipment/ trailer utilization

51%
Improved asset/ equipment/ trailer security

43%
Improved efficiency/ productivity for drivers/workers

39%
Improved efficiency/ productivity for office staff/management

The impact of asset tracking benefits on daily business

Looking at the top benefits of asset tracking on daily business, fleets find that the technology provides benefits that improve uptime, increase utilization and lower costs.

- **Improved uptime:** Better visibility into maintenance and service needs reduces breakdowns and keeps equipment on the job.
- **Increased utilization:** The ability to track metrics like engine hours, time spent on a job site and more lets fleet managers reposition or reallocate assets to increase the number of productive hours each day.
- **Lower costs:** When assets are healthy and used to their full capacity, businesses can lower replacement costs. Using GPS tracking to locate and recover stolen assets is yet another way asset tracking helps reduce acquisition costs.

Looking ahead: Focus areas for asset tracking users in 2026 & beyond[5]

Although fleet professionals said asset tracking has helped them achieve their utilization and security goals, these continue to be challenges respondents plan to work on in the months ahead. Given the high cost of many of these assets, it's no wonder businesses want to keep them safe and maximize utilization to avoid hefty capital expenditures.

Focus areas for asset tracking users in 2026 and beyond[5]

Improve asset/equipment/ trailer utilization	49%
Improve efficiency/productivity for office staff/management	43%
Improve asset/equipment/ trailer security	41%
Improve efficiency/productivity for drivers/workers	41%
Reduce insurance costs	29%

5. Based on responses gathered in June and July 2025

Field service management helps businesses lower costs and drive revenue

A field service management solution offers fleets an automated way to manage and dispatch jobs and communicate with field workers — all with the goal of improving efficiency and productivity. With the ability to serve more customers in a day, field service management can help drive revenue. As a result, nearly half (48%) of field service management users reported a return on investment in less than a year.

Top goals achieved with field service management

Field service management users ranked improved operational efficiency, improved scheduling and improved communication as the top goals they've achieved using the technology. These improvements benefit businesses in the following ways.

- **Lower costs:** Improved operational efficiency and scheduling help businesses do more with their existing staff and resources, thereby avoiding the costs of adding headcount or vehicles.
- **Repeat business:** Communicating when a driver is in transit or providing an estimated time of arrival can improve the customer experience and encourage repeat business. Similarly, letting a customer know when a driver is running late can help avoid customer frustrations that may lead them to choose the competition the next time they need service.
- **A better bottom line:** Lowering costs and delivering top-notch service to customers can help reduce the impacts of inflation and drive additional revenue.

Top goals achieved with field service management

55%
Improved operational efficiency

51%
Improved scheduling

49%
Improved communication with technicians/drivers

41%
Improved communication with customers

Looking ahead: Focus areas for field service management users in 2026 and beyond[6]

Operational efficiency, spot-on scheduling and better communication are the building blocks for reducing operational costs and generating new and repeat business. Field service management users continue to make these focus areas a priority.

Focus areas for field service management users in 2026 and beyond[6]

Improved operational efficiency	56%
Improved scheduling	52%
Improved communication with technicians/drivers	44%
More jobs per technician/driver	32%
Improved communication with customers	32%
Improved visibility into near real-time location of technicians/drivers	26%

6. Based on responses gathered in June and July 2025

Top challenges in 2025 shape 2026 priorities

Increasing costs, driver safety, operational efficiency and a shortage of quality drivers have long been core challenges for fleets. In today's landscape, fleets are also facing elusive regulatory requirements, sustainability demands, vast amounts of data, increased pressure to meet consumer demand and more.

While the challenges may seem daunting, fleet professionals are relentless in their pursuit of solutions. Looking at their areas of focus in 2026 and beyond, fleet technology users plan to continue chipping away at the fundamental challenges they faced in 2025 by placing their focus on increasing efficiency and productivity, reducing costs and enhancing driver safety.

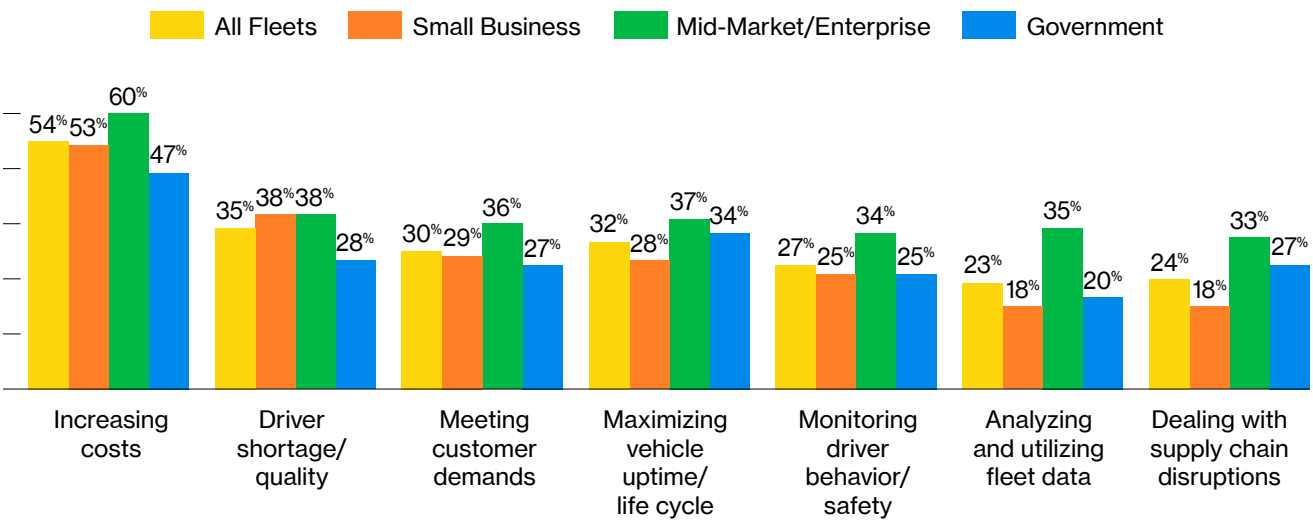
Additional focus areas include undertaking newer challenges, like simplifying and streamlining fleet data, operating more sustainably and improving regulatory compliance.

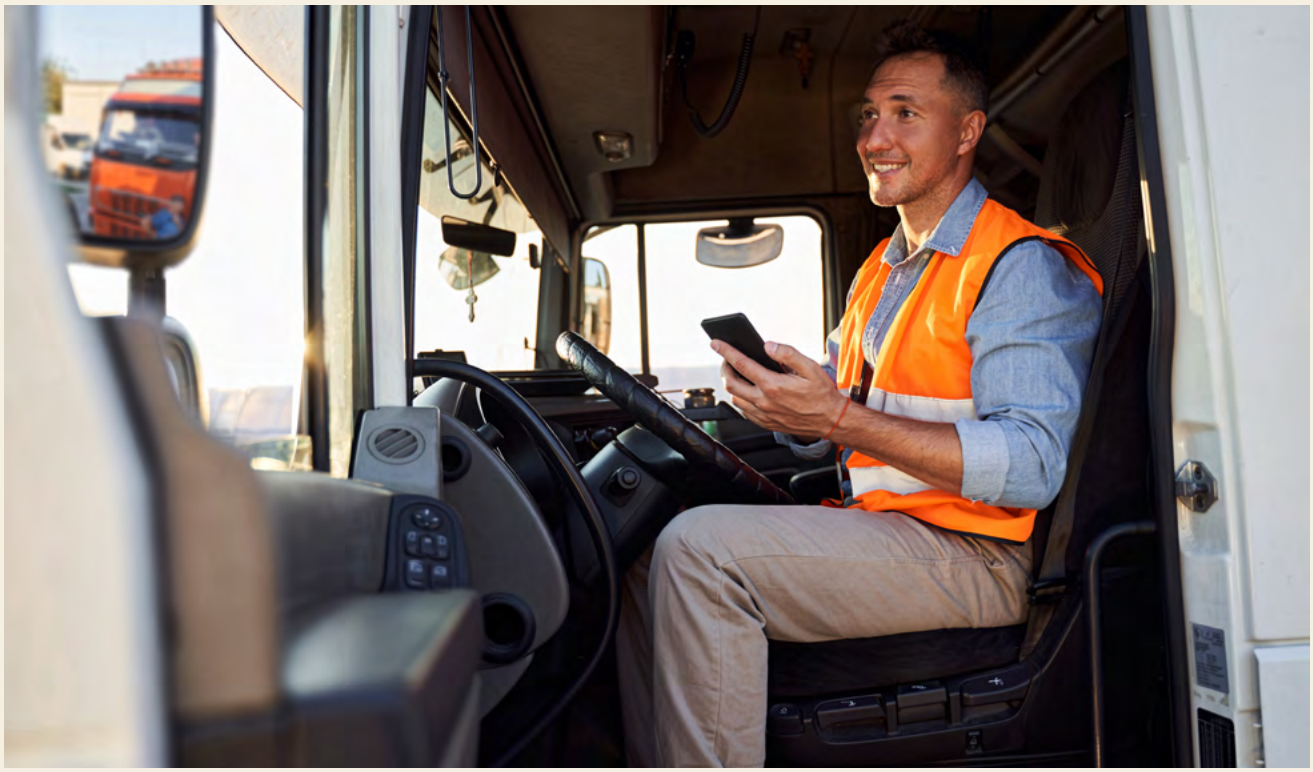
These challenges necessitate the adoption of the latest fleet technology, which reduces manual tasks, makes sense of the data and drives informed decision-making. As more fleet technology becomes AI-enabled, it is poised to help fleets make better progress on their priorities — and in less time.

Top focus areas in 2026 by segment

Focus Areas	All	SB	MM/ENT	GOV
Increase efficiency and productivity	66%	67%	76%	59%
Reduce costs	62%	62%	71%	54%
Enhance driver safety	52%	50%	66%	44%
Simplify and streamline fleet data	34%	29%	43%	38%
Improve sustainability	26%	25%	25%	30%
Improve regulatory compliance	21%	23%	24%	15%

Top challenges in 2025 by segment





The bottom line

As we enter the age of artificial intelligence, exciting technology advances are on the horizon. Fleet technology will likely play an increasing role in achieving core fleet management goals related to cost reduction, operational efficiency, safety and more. As it does, fleet professionals will have untold opportunities to make data-based decisions that positively impact drivers, communities, businesses and bottom lines.

Methodology

An email invitation to participate in an online survey was sent to those in the Automotive Fleet, Business Fleet, Work Truck, Government Fleet, Metro and HDT (Heavy Duty Trucking) databases. Additional invitations were sent to the Verizon Connect client list. As an incentive, a $25 Amazon gift card was offered to the first 350 respondents who qualified and completed the survey. An incentive was not offered to recipients on the Verizon Connect list. Before issuing incentives, respondents indicated that receipt of incentives would be compliant with any relevant ethical requirements at their organization. A total of 830 responses (545 completed and 285 partially completed surveys) were collected between June 10 and July 11, 2025.

About Verizon Connect

Verizon Connect is transforming the way the world moves. We provide businesses with cutting-edge solutions that connect people, vehicles and assets. Our innovative technology enhances safety, boosts efficiency and drives productivity for our customers, and our comprehensive suite of solutions and services leverages automation and real-time data to revolutionize fleet management. From small businesses to large enterprises, Verizon Connect offers industry-leading solutions that empower customers to work more safely, efficiently and productively.

Visit verizonconnect.com to learn more and request a custom demo for your fleet.

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