Telematics Deployment Preparation

M	M	M
Internal	Staffing – Ownership, Time Allocation, Authority	Who owns it? Do they have enough time to allocate for effective receipt, review, and action? Do they have the authority to engage all needed to use data proactively and efficiently?
Internal	Additional Staff	Determining staffing needs can be difficult Consider management of data, equipment, communication of repair
Internal	Education/Training	Educate your team/organization on the tech and features Make sure it is utilized appropriately to its fullest potential
Internal	Consumption of Data	How do you plan to consume the data? How do you plan to disseminate the data? How do you plan to react to the data?
Internal	Liability	How does liability protection happen when telematics devices are on the unit? Lessor should not be responsible simply due to proactive use of telematics
Internal	ROI	Post testing review of pros and cons to ensure an accurate ROI statement is completed
Internal	ROI Measurability	A lot of info is generated Lack of measured ROI makes it difficult to justify the investment

Telematics Deployment Preparation

M	M	M
Systems	Expansion	Is the system expandable/adaptable/ customizable to add functionality down the road?
Systems	Quality	Is the technology forward-looking or will it be outdated and incompatible in the near future?
Systems	Integration	Can the system integrate easily with your equipment management systems to provide visibility and capturing of issues in your normal business processes?
Systems	Maintenance/Damaged Telematics Equipment	Systems should be modular with easy to replace components when they fail M & R staff should be able to easily replace non-working sensors with working sensors
Systems	Loss of Utilization	Often does not put unit out of service