

# Increase fleet productivity through connectivity

**How to make your smart fleet smarter to improve safety, save money, reduce downtime, and optimize performance**

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# Introduction

The modern fleet uses all types of smart technology to track and monitor fleet vehicles of all kinds and keep them connected to central communications hubs. Connectivity increases productivity and safety for vehicle fleets. With GPS tracking, real-time telematics, dash cams and other tools, businesses can optimize operations and improve driver safety. However, cellular connectivity can impact the effectiveness of fleet management solutions. This white paper outlines the benefits of using technology and how reliable cell signal is essential to keeping your smart fleet connected for improved productivity.

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# Optimize your fleet

Today’s fleet companies recognize the importance of using smart technology to manage and optimize their daily operations. Businesses leverage sophisticated tools to reduce costs, save time, and improve driver safety. With high-tech GPS systems, routing solutions, telematics, and other fleet technology, companies can benefit from:

- Improved safety and productivity
- Prompt communication
- On-time data transmission
- Remote diagnostics
- Government compliance
- Improved fleet metrics
- Lower operational costs
- Up-to-the-minute driver visibility

To realize these benefits, field workers need access to strong, reliable cell signal. However, drivers aren’t always in locations where signal is adequate. Cellular connectivity can be problematic in remote, rural areas, as well as dense, urban areas where cell towers are congested with high traffic. If businesses don’t factor in downtime and additional field stops, it can cost them millions. In this white paper, we will describe how using smart technology and equipping your fleet vehicles with cell signal boosters can improve profitability.





# Smart technology in the modern fleet

Businesses in every industry have access to powerful tools that can help them manage their mobile workforces. Fleet management software can help establish more efficient routing, monitor vehicle speeds, locate assets, and more. From tracking fuel consumption to gaining insight into driver behavior, there is cutting-edge technology that can help fleet companies achieve their objectives.



## Telematics

Millions of commercial trucks and vehicles in the U.S. use fleet telematics to communicate with central hubs or headquarters. In fact, 86% of fleets use telematics for tracking, routing, and monitoring. Fleet managers make strategic decisions with this valuable information, which influences the following:

- Safety
- Efficiency
- Productivity
- Fleet optimization
- Compliance

Telematics technology enables fleet managers to monitor each vehicle's performance and location. Using GPS tracking, vehicle sensors, and other tools, data can be gathered and transmitted to provide a complete operational picture and actionable insights to more effectively manage a business.

Mobile workers use phone and MiFi hot spots, which requires a strong connection and monthly fee. Carrier networks frequently limit or throttle data when users hit a cap, even on unlimited plans. With boosted cell signal, field workers get in-vehicle internet connectivity while on the road without paying additional data fees. Fleet drivers can use their smartphones, tablets, and laptops to increase productivity and stay connected to customers, team members, and managers.



## Routing and dispatch tools

Another type of smart technology that improves communication between drivers and central hubs are routing and dispatch tools. Fleet managers can create customized, voice-guided routes and send them to drivers' smartphones and other cellular-enabled devices. This software can help businesses optimize in several ways:

- Eliminate unnecessary field stops.
- Improve route efficiency.
- Increase on-time deliveries and services.

With routing apps, dispatchers can enter a list of customer addresses and create an optimized GPS-tracking route in just seconds. With fleet routing software, managers can gain visibility into field workers' locations and where they have been. Drivers can save time, while businesses can save money by reducing mileage, fuel, and planning costs.



## Camera systems

Camera systems are used to collect video and audio from both inside and outside of fleet vehicles. This technology provides critical information about collisions, monitors driver behavior, and improves safety overall. With driver-facing and road-facing cameras, events can be recorded in real time. This information enables fleet managers to:

- Pinpoint accidents and road events.
- Detect dangerous driving habits, such as speeding and harsh braking.
- Coach drivers in real time.

With an accurate depiction of a driving event, businesses can protect their bottom line and their driver's safety and reputation.



## Safety tools

Telematic devices are one type of solution used to monitor driver behavior and improve fleet safety. Since using fleet tracking software, 42% of fleet companies have experienced fewer incidents. Safety tools can also prevent driver fatigue, which increases the risk of injuries and leads to accidents. These tools can potentially increase safety, improve driver behavior, and reduce costs.

In addition, fleet vehicle speeds are tracked with telematics platforms. Drivers with unsafe driving habits are identified and assigned safety scores based on key metrics, such as excessive speeding, harsh braking, and seat belt use. Fleet managers can create driver safety alerts and receive notifications when the rules are violated. Although tracking driver behavior is helpful, many fleets rely on safety tools to track where drivers are, if the vehicle is working correctly, and to alert them to any accidents that may occur.



## Maintenance and diagnostic tools

Traffic accidents and vehicle breakdowns are costly for fleet businesses. In fact, average downtime costs are between \$448 to \$760 per day. Although some downtime is unavoidable, for example due to regular maintenance and weather-related events, companies can maximize productivity with maintenance and diagnostic tools.

Industrial AI companies use advanced analytics to detect potential issues, so fleet managers can proactively schedule repairs based on vehicle condition. With preventative and predictive maintenance capabilities, businesses keep their fleets up and running and avoid vehicle failures and reduce unplanned downtime. By monitoring a number of metrics, fleets can reduce costs and increase efficiency.



## Asset-tracking tools

GPS asset tracking provides real-time visibility into the location of vehicles, trailers, containers, machinery, and other equipment. Businesses can optimize their operations and improve customer service by monitoring assets 24/7 at any location. Asset-tracking systems have features that enable fleet managers to:

- Monitor the location and status of all assets from one centralized dashboard.
- Keep assets secure and prevent theft with geofencing technology.
- Locate and recover stolen equipment quickly and reduce downtime.

Using telematics technology, asset tracking and monitoring is an important component of fleet management. Fleets improve efficiencies, reduce operating costs, and avoid wasting time searching for vehicles and equipment.



## Data transmission devices

Using hot spot connections to transmit data via phone or tablet, today's fleets are digitizing their processes by implementing smart mobile forms for field workers. Using customized, pre-filled forms saves time and money. With this paperless technology, mobile employees collect information for service calls, invoices, work orders, and more.

Many companies offer fleet management apps with a 100% digital workflow for field teams. One time-saving feature is geostamping, or geotagging, which adds location information when a mobile form is opened. With a GPS-enabled device, latitude and longitude metadata is automatically inserted on the form.



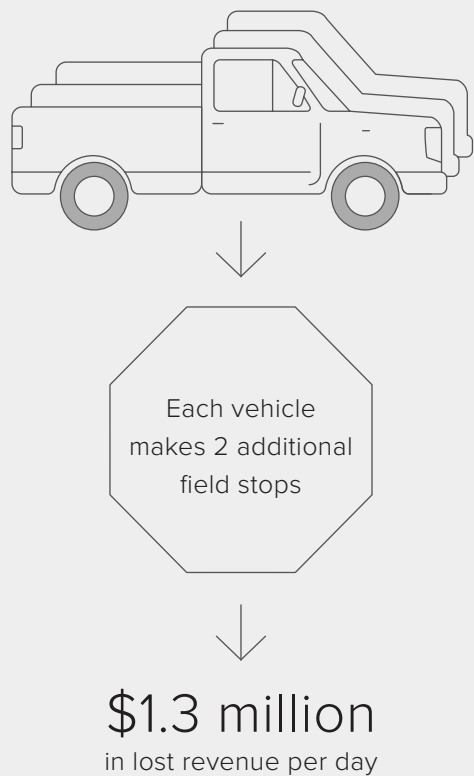


# The cost of lost connectivity

When fleet drivers lose cellular service and none of their devices work, they often need to drive around in search of signal. This can lead to additional field stops and driving additional miles for a signal to send or receive vital information. For many fleets, this is a huge loss in productivity. Unfortunately, loss of coverage leads to loss of data and profits. Without reliable cellular connectivity, field technicians can't perform important tasks and do their jobs efficiently. Drivers may need to make a field stop if they are unable to:

- Connect with the home office
- Communicate with customers
- Scan package labels
- Upload photos
- Obtain GPS signal
- Transmit key data

Depending on the size of the fleet, additional field stops can really add up. For example, if each vehicle in a 1,000-truck fleet makes two additional field stops, an estimated \$1.3 million in revenue could be lost in only one day. Fortunately, there is a solution for inadequate cellular connectivity — fleet cell signal boosters.



# Keep your fleet connected with cell signal boosters

By installing fleet cell signal boosters, your mobile workers will stay connected with strong cell signal inside their vehicles. Reliable signal means your team can use GPS systems and telematics tools to keep operations running at peak performance. Connected fleets can communicate in real time and share important data needed to maintain customer service expectations.

**Drive Reach Fleet** and **Drive Reach Fleet OTR** are weBoost's most powerful in-vehicle cell signal boosters designed for fleets. It improves cellular connectivity and tracking, keeping drivers and crews connected to dispatch and fleet managers 24/7. These commercial-grade boosters deliver strong, reliable cell signal on highways, city streets, and rural routes. The boosters feature:

- Enhanced connectivity in city, interstate, and rural areas
- Uninterrupted telematics and vehicle tracking metrics
- Improved cellular GPS access
- Low, one-time cost with no monthly fees
- Hard wired installation

Mobile workers will have peace of mind, knowing they can connect to their GPS system to map a route or contact a customer with an important update with the improved connectivity a cell signal booster provides. Each booster:

- Supports multiple devices and users
- Works with all vehicle types/categories
- Works with 4G and 5G technologies
- Is compatible with all carriers

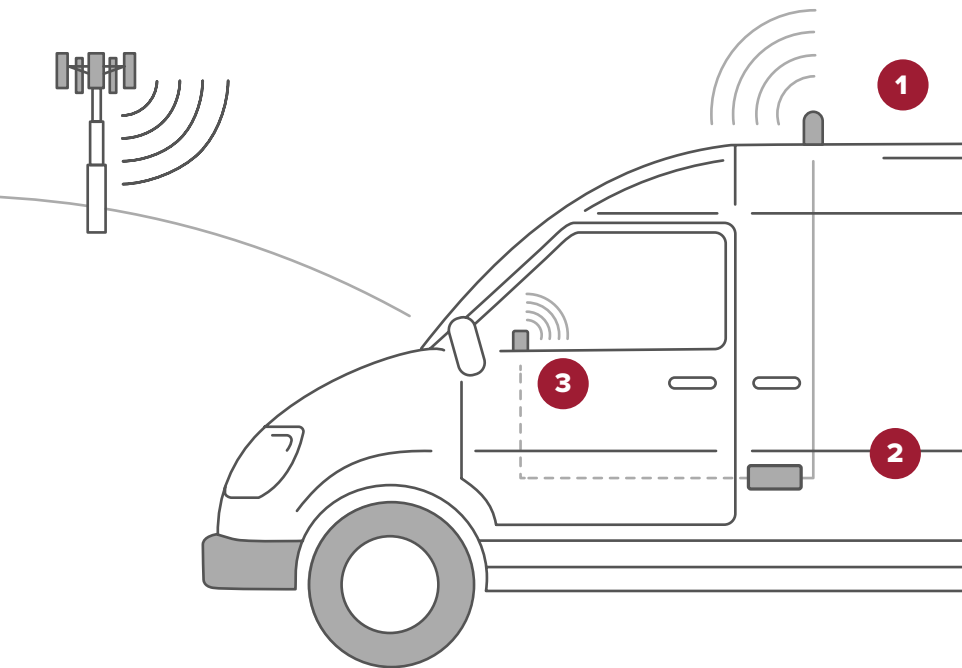
Experience better connectivity in every vehicle on every route at every moment.





# How fleet cell signal boosters work

Regardless of whether fleet drivers are near a cell tower or what type of vehicle they drive, cell signal boosters improve in-vehicle connectivity in busy urban areas and rural locations. A signal booster uses a powerful antenna to amplify voice and data signals sent to smartphones and other cellular-enabled devices.



### 1 Receives signal:

The powerful antenna reaches out to access existing outside signal from the strongest cell tower and transmits this to the fleet booster inside the vehicle.

### 2 Boosts signal:

The fleet booster receives the signal, transfers it to the inside antenna and amplifies it over 75% inside your vehicle. It serves as a relay between cellular devices and the nearest cell tower.

### 3 Broadcasts signal:

Your devices get a stronger signal, and calls and data are fed through the booster back to the network.

This professional-grade cell signal technology keeps drivers of delivery vans, utility trucks, commercial vehicles, and public safety vehicles connected, even in areas where signal is otherwise weak or obstructed. They can communicate with fleet managers and dispatchers, access smart technology tools, and get the fastest data speeds available to perform their jobs more effectively.

# How smart fleets benefit from cell signal boosters

Businesses that equip fleet vehicles with cell signal boosters benefit from increased ROI and improved driver safety. Enhanced cellular connectivity enables fleet drivers to optimize their productivity and reduce inefficiencies, including wasting time and fuel in search of adequate cell signal. Consider the following benefits of investing in fleet cell signal boosters.

### Increase fleet coverage area

GPS tracking systems, smartphones, and other cellular-enabled devices require a strong internet connection. Mobile workers need a reliable signal to stay connected to fleet managers and central hubs. Unfortunately, drivers encounter cellular connectivity issues on occasion, which makes it difficult to perform their jobs. In rural, remote locations, signal is often weak or nonexistent; and in high-traffic, urban areas, congested networks result in slower internet speeds.

Commercial cell signal boosters for fleet vehicles ensure that mobile workers get reliable cell signal wherever their jobs take them. Drivers make fewer field stops and save money on fuel. They stay connected even in dead zones where signal is weak or obstructed.

### Improve communication reliability

Field technicians, engineers, and other mobile workers need reliable cell signal to do their jobs safely and efficiently. The ability to communicate with customers, associates, and supervisors is essential. Unfortunately, weak cell signal can be problematic if they are unable to:

- Contact customers with delivery updates.
- Get proper routing with real-time GPS.
- Access in-vehicle technology.
- Upload key data and information.

An in-vehicle cell signal booster for fleets eliminates cellular connectivity issues. A booster ensures that mobile workers can access their networks and maintain communication with fleet managers. They always get reliable signal on all cellular devices, even in dead zones where cell towers are scarce.

### Provide better tracking and telematics

Telematics technology is essential to track assets, monitor drivers, and maintain real-time communication with fleet vehicles. With the right data and insight into business operations, fleet managers can make informed decisions and take actions, such as:

- Improve route efficiency.
- Communicate in real time
- Eliminate ghosting
- Comply with government regulations
- Maintain driver safety
- Monitor vehicle maintenance schedules

Reliable cell signal is vital to collecting data and implementing an effective telematics strategy. Loss of cellular coverage means loss of valuable data that your business needs to be competitive. Fleet cell signal boosters empower field workers to stay connected and get the fastest network speeds, so businesses can maximize productivity.



# How smart fleets benefit from cell signal boosters

## Deliver excellent customer service

Top-notch customer service is key to the success of businesses in the service sector. A company’s long-term revenue, growth, and reputation can be directly impacted by the quality of service it provides. In private, public, and government fleets, field technicians and workers need reliable cellular connectivity to communicate with customers and provide valuable services, including:

- Business and home services
- Food and package delivery
- Police, fire, ambulance, and other first responders
- Sanitation
- Manufacturing and processing
- Pharmaceuticals
- Utilities, like petroleum and solar

Fleet cell signal boosters enable mobile workers to use routing tools, mobile forms, and other smart technology to deliver excellent service and exceed customer expectations. Using smartphones and other cellular-enabled devices, they can provide arrival times, order updates, delay notifications, and other important information.

## Ensure road safety

Using telematics and other tools, fleet managers strive to keep field workers and drivers safe while on the job. This technology provides real-time status updates about driver and vehicle locations, accidents and breakdowns, road construction delays, and more.

However, weak cell signal can be problematic and impede a driver’s ability to report problems and concerns. If dispatchers lose contact with drivers, safety can be compromised. Fleet signal boosters improve tracking capabilities and driver safety, particularly in time-critical or life-threatening emergency situations. Drivers and fleet managers can have peace of mind, knowing they can connect even in remote locations where cell signal is weak or nonexistent.

## Boost your profitability

Increased profitability is another benefit of investing in cell signal boosters for your fleet. Boosters can help you manage your fleet more efficiently and optimize safety and productivity. Cell signal boosters will help your business:

- Increase productivity
- Decrease overtime
- Improve driver safety
- Improve customer service
- Connect in real-time to all in-vehicle devices
- Retain drivers
- Eliminate monthly MiFi payments
- Monitor vehicle maintenance

Cellular connectivity is essential to fleet management tracking, routing, and monitoring. Equipping your vehicles with cell signal boosters is a cost-effective way to keep your mobile workforce connected, safe, and productive.

# Invest in your fleet today

With our powerful, commercial-grade fleet solutions, your business can leverage all in-vehicle smart technology to maximize ROI, optimize operations, and enhance driver safety in any vehicle, from electric vehicles to hybrids to semi-trucks.

Field technicians and mobile workers will have peace of mind, knowing that they have access to strong, reliable cell signal and the fastest network speeds available. Whether their jobs take them to remote locations or high-traffic urban areas, they can communicate effectively with fleet managers, dispatchers, and central communications hubs.

In addition, our products are FCC-approved and 5G-compatible, so your fleet vehicles will stay connected for the next decade and beyond. Investing in cell signal boosters today will help keep your business profitable for years to come. Even better, weBoost Fleet solutions are proven to pay for themselves less than three months after installation.





# Contact us

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Schedule a free consultation for your fleet at  
[weboost.com/fleet-solutions](https://weboost.com/fleet-solutions)



Take the next step to ensure your fleet stays smart  
and connected: [weboost.com/fleet-solutions](https://weboost.com/fleet-solutions)