



Frank Spiller reviews precision tracking of fleets in real-time with Telvisant by Trimble

REAL-TIME VEHICLE TRACKING has become a standard feature for fleet management systems. Vehicle system data can be transmitted using wireless communications while Global Positioning System (GPS) technology provides location and time-stamped event information offering a more desirable way to protect cargo or vehicles.

driver, security of the asset or cargo and productivity or improved workflow for the organization as a whole.” Weigel believes that an important aspect of the Fleet management problem is the quality of the user experience for both manager and driver.

Have location based services come

with a direct communication link between dispatcher, vehicle and driver. The system works with a vehicle-mounted black box which integrates a GPS receiver and wireless modem. Telvisant also coordinates sensor devices on the vehicle with a driver alert display continually reporting back to headquarters.

However while fleet management, via GPS, is becoming standard practice, what is yet to emerge in the industry is the smooth integration of vehicle location, cockpit communication and back-end data analysis by fleet managers.

“We are starting to see more demand for telematics solutions optimised to the fleet management problem with emphasis on safety, security, compliance, and productivity” says Don Weigel, Director of Products and Services for Trimble in Sunnyvale, California. “For fleet management telematics applications to succeed they should deliver on three key areas: safety for the



of age?

Location based services offer strategic business enhancing opportunities as GPS systems begin to integrate more closely with the driver and vehicle task environment.

With a focus on delivering and servicing fleet management, Trimble's Telvisant® product offers a fleet telematics platform that provides users with tools for mapping and two-way text messaging along with vehicle activity reporting.

How does it work?

Trimble's newly patented Telvisant system is designed for a broad range of users, including: utilities and telecommunications fleets, government, rental fleet owners, heavy machinery operators, transportation and logistics providers, and specialty fleets such as field service and repair companies. The system offers customers a complete solution that connects vehicles and mobile workers to the enterprise for

Real-time vehicle data is tracked and monitored in the Telvisant Event Report. Telvisant uses GPS technology to locate a vehicle or mobile worker. Wireless technology then transmits the information to Trimble's data centre and the Internet to provide complete mobile resource management from the user's PC. Vehicle mounted sensors are also provided by Trimble to help record mission critical events and activities essential to business process improvement.

Without the significant investment in software, hardware and integration inherent in most fleet management efforts, Telvisant only requires that users have Web access. Trimble provides the rest: in-vehicle hardware, a wireless gateway, service, and a secure data centre infrastructure.

Will Telvisant bridge location based data with real-time decision making? A location based services platform alone

Event	Time	Location	Vehicle	Driver
2003/08/24 08:00:00	08:00:00	1000 Main St	1000	John Doe
2003/08/24 08:05:00	08:05:00	1000 Main St	1000	John Doe
2003/08/24 08:10:00	08:10:00	1000 Main St	1000	John Doe
2003/08/24 08:15:00	08:15:00	1000 Main St	1000	John Doe
2003/08/24 08:20:00	08:20:00	1000 Main St	1000	John Doe
2003/08/24 08:25:00	08:25:00	1000 Main St	1000	John Doe
2003/08/24 08:30:00	08:30:00	1000 Main St	1000	John Doe
2003/08/24 08:35:00	08:35:00	1000 Main St	1000	John Doe
2003/08/24 08:40:00	08:40:00	1000 Main St	1000	John Doe
2003/08/24 08:45:00	08:45:00	1000 Main St	1000	John Doe

Telvisant event report

fleet and workforce management, telematics and vehicle security.

Telvisant provides a Web-based, minute-to-minute tracking of company assets

will not satisfy a measurable return on investment for telematics. The key to using GPS and wireless telematics systems is to affect more profound changes, specifically where they make a

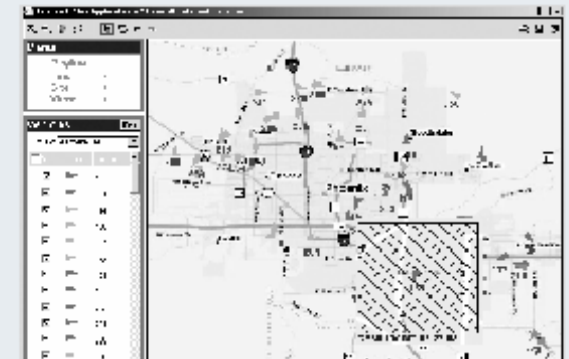
Product Review

significant difference to business and service improvements. For example, event reporting that maps number of stops, driver speed, events and live vehicle positioning can be used to respond to security issues, increase driver performance and to improve the efficiency of cargo distribution and

Web-based tracking software application, provides a crucial connection between the technology and need for precise real-time decision making.

Drawbacks

While the software offers good prioritisation and management of complex



delivery to customers.

Telvisant tracks mobile assets capturing data such as location, speed, time-of-arrival, time of departure, duration of stay, event reporting, and many other types of information. The system allows for regional tracking of specific vehicles by the manager responsible for those vehicles.

The Telvisant Web-based application can display a “geo-fence” that alerts the dispatcher of vehicles leaving a specified zone. Icons (left) can be customised to help prioritise asset tracking. In the above example the colour pink indicates vehicles that are under that dispatcher’s responsibility.

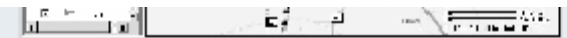
Key Benefits

Trimble’s Telvisant offers a highly cost effective solution to fleet management. The location-based platform offers a Web-based user interface with powerful

data, it does not provide a full overview of all events or critical incidents. The application shows real-time status of vehicles and a GIS map, which some users split across two screens, as well as separate reports for speeding, events and stops. However, to aid the need for real-time situation awareness, a real-time message window scrolls across the bottom of the screen and a special Inbox, similar to Outlook, collects driver and system messages.

As with all Web-based systems the biggest drawback from a security standpoint is the fact that monitoring requires a Web connection which creates a dependency on electricity or 99% Internet uptime. Disaster recovery and risk management dictate that it may be necessary to offer alternate channels to monitor mission critical data, for instance through a wireless ISP.

What Telvisant means for Fleet



Telvisant location based platform

mobile resource management market”, says Michael Lesyna, Vice President and General Manager of Trimble’s Mobile Solutions Division.

Telvisant brings hardware, wireless connectivity, GPS, software, and services together under one platform. Whether location based fleet tracking will be adopted by the industry depends on cost, applications and usability, according to Don Weigel, Director of Products and Services for Trimble.

About Trimble

Trimble is a leading innovator of Global Positioning System (GPS) technology. In addition to providing advanced GPS components, Trimble augments GPS with other positioning technologies as well as wireless communications and software to create complete customer

vehicle activity and reporting features that communicate with vehicle sensors and the driver in the cockpit. Backend monitoring and reporting is synched with a “mobile data terminal” mounted in the vehicle itself. The device offers a communication bridge between dispatcher and driver that can be used to issue alerts to the driver or confirm activities back to the dispatcher.

Telvisant’s overall benefits are characterised by the minute-to-minute asset tracking abilities, leveraged by the company’s leadership position with GPS technology. The ease of use inherent in the mobile data terminal, as well as the

Telematics services

Telvisant offers a truly integrated and scalable fleet management solution that adds value to business improvement in three areas: delivery speed, efficiency and improved customer service.

Telematics fleet management solutions that address the user experience for driver and dispatcher and use superior wireless as well as GPS technology as a means to business improvement, will lead in the emerging telematics fleet management environment. “With Trimble’s established reputation for innovation, quality, reliability and service, Telvisant positions the Company as a leader in the emerging

solutions. Trimble’s worldwide presence and unique capabilities position the Company for growth in emerging applications including surveying, automobile navigation, machine guidance, asset tracking, wireless platforms, and telecommunications infrastructure. Founded in 1978 with headquarters in Sunnyvale, California, Trimble has more than 2,000 employees in over 20 countries worldwide. ■

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