



# Vehicle Tracking

## Stay in Control with FleetMentor™

*J. J. Keller launches large scale beta test for its most innovative fleet management solution*

Staying in control of a transport operation is proving to be extremely challenging for many fleet managers. With complicating variables such as increasing fuel prices and high turnover, many small operations are struggling to get or remain profitable – many aren't able to survive at all.

J. J. Keller's FleetMentor™ ([www.FleetMentor.com](http://www.FleetMentor.com)) is designed around the understanding that excellence in fleet operations depends on effective management of operations, personnel and safety. This new, innovative service provides transportation professionals with 60 interactive tools to more effectively manage all three areas. FleetMentor provides fleet managers with the tools they need to stay in charge, get more done, and be successful.

"FleetMentor provides fleet managers with guidance and resources for being more successful managers, gaining better control over their operations, and accomplishing more on a daily basis," said Rustin Keller, J. J. Keller's Corporate Internet Products Manager. "The impact this solution will have on our customers' operations will be invaluable."

As part of its initial launch, J. J. Keller is running a beta test for FleetMentor from January through June of 2008. "The beta test allows transportation professionals to sign up and use the full version of the service at no charge for the duration of the six month beta test. By using the service, users are able to get in there and really see how it will help them," stated Keller.

## Operations

FleetMentor's Operations area provides tools to help fleet managers make better business and planning decisions. The Policy and Procedure Handbook feature provides handbook templates for creating comprehensive transport operations policies. The Cost of Operations Calculator helps to identify all fixed and variable costs in an operation and the Rates Calculator determines the rates an operation needs to charge to meet their costs and grow and increase their profitability over time.

Since a large expenditure for trucking operations is the cost, use, and maintenance of vehicles and equipment, FleetMentor provides fleet managers with tools to manage their equipment inventory and track repair and maintenance costs.

FleetMentor also addresses one of the most expensive and difficult to manage aspects of any transport operation: claims and insurance. The Accident Claim Tracking feature provides the fleet manager with a method to accurately manage claims and insurance. The Loss and Damage Claims tool provides a tool to track and comply with regulations governing cargo claims and filing settlements. The Insurance Policy Manager helps track the various policies carried by an operation, generate alerts, and create a variety of reports based on policy responsibility, policy expiration, and insurance company.

## Personnel

The Personnel area provides features to aid in the management of drivers and other operations personnel.

FleetMentor's Salary & Pay Packages feature helps the manager create competitive packages by allowing them

to compare them against state, regional and national levels. If an organization uses owner-operators, the Lease Agreements tool helps to create and track contractor agreements. To increase retention rates, the Turnover Tracking tool helps Analyze why drivers leave and identify relationships or operations that may need improvement.

FleetMentor also provides the transportation professional with the tools to review, develop and reward their employees. The Performance Reviews feature alerts managers to annual review dates and tracks a variety of measures for evaluating drivers and other personnel. Using data captured in the Performance Review and other features, the Recognition Programs feature provides the ability to set up and administer rewards and appreciation programs.

Finally, this area provides tools to help fleet managers administer DOT required drug and alcohol testing. The Random Test Selector provides a reliable way to ensure each draw is random and fair and that an operation's random program fulfills DOT requirements. If a driver violates Part 382, FleetMentor provides a place to create and maintain a Substance Abuse Professionals (SAP) list so a list of acceptable providers is prepared in advance of needing them.

## Safety

To assist with an operation's compliance efforts, the Motor Carrier Safety Audit allows the manager to evaluate their operations and create corrective action plans before a regulatory auditor steps through the door. With the Cargo Securement feature, the fleet manager can create cargo securement wallet cards specific to their

operation and the Permit Advisor wizard provides a summary of the federal and jurisdictional permits needed to operate as a transport business.

FleetMentor's "safety" tools also assist in meeting the OSHA Form 300 and DOT Accident Registry recordkeeping requirements. The Accident Register goes beyond required recordkeeping to provide robust capabilities for accident analysis and reporting. The BOC-3 feature is used to maintain process agent information for setting periodic review dates for frequently changing information.

The interactive Hazardous Materials Table provides quick access to hazmat information and allows the manager to create a custom quick view of their own hazardous materials. The Emergency Response Guidebook (ERG) provides emergency response information in English, French, and Spanish, while the Interactive Segregation Chart allows the manager to quickly determine which of their hazmat can be loaded and stored together.

In addition to all of the tools and features, FleetMentor provides regulatory and non-regulatory based best

practices, quick studies, sample policies, and training programs designed to help for-hire and private carriers improve the safety of their operation.

Transportation professionals can now to register to participate in the FleetMentor™ beta test by visiting [www.FleetMentor.com](http://www.FleetMentor.com).

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### Logistics Specialists

In 1992, Dispatching Solutions, Inc. (DSI) humbly released version 1.0 of its flagship TDPS specialized carrier truckload dispatching software. The powerful solution provided clients with an environment fostering business growth without complexity. For the smaller carrier, TDPS "Gave company owners their nights and weekends back." For the larger carrier, the solution became a mission critical enterprise operations platform.

### Not Just Dots On A Map

As GPS technologies standardized and became affordable throughout the late 90's DSI took a pivotal step, creating its

own GPS software solution rather than integrating off the shelf solutions. That move, coupled with DSI's now very deep understanding of the transportation and field service marketplaces, provided the building blocks for what is now a premier remote resource management system. With drivers now fully engaged in the business process, DSI clients leaped over the "Dots on a map" GPS era and began accumulating granular data on operations with little driver input. The next step was leveraging that data into real-time decision making tools that lift the burden of detail overload so common in the industry. Now, armed with a robust toolkit, dispatchers, managers, and executives can have reports and analysis delivered with their choice of schedule, format, and medium.

### Business Intelligence And "Data Decisions."

Today, DSI has refined its offerings, following the mantra: reduce complexity and provide actionable data. With these guiding principles driving innovation, DSI built a core business logic algorithm called Preemptive Expectation Management®



## MAKE EVERY CUSTOMER YOUR BEST CUSTOMER

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The Platform Decision ©

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Businesses succeed or fail based on relationships, integrity and efficiency. Let DSI's Pre-emptive Expectation Management Engine© improve your relationships, while dramatically increasing your efficiency and bottom-line results. Our proven solution is the **PLATFORM** to take your **LOGISTICS** operations **TO THE NEXT LEVEL OF SERVICE AND PROFITABILITY.**

 <b>SPECIALIZED DISPATCH SOFTWARE</b>	 <b>GPS/ASSET/DRIVER SYSTEMS</b>	 <b>OTHER FEATURES</b>
<ul style="list-style-type: none"> <li>• Dispatch and Quoting</li> <li>• Drag-and-Drop Scheduling</li> <li>• Billing and Payroll</li> <li>• Asset maintenance tracking</li> <li>• Email alerting and reporting</li> </ul>	<ul style="list-style-type: none"> <li>• GPS for vehicles and equipment</li> <li>• Driver communication platform</li> <li>• Laptop connectivity</li> <li>• Order Management</li> <li>• IFTA/ELog/DOT compliance tools</li> </ul>	<ul style="list-style-type: none"> <li>• Web-enabled status</li> <li>• Document Imaging</li> <li>• Accounting integration</li> <li>• Customizable Interface</li> </ul>



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