



THE CANAM CHRONICLE

April'24 Edition

AN INVITATION TO OUR VALUED CUSTOMERS



GEO TAB
management by measurement

I read somewhere that overweight English Guys living in America use only 5% of their Brain on Average! But seriously we have realized that the majority of Geotab subscribers are actively using just 25% of the Platform!

It is my personal and Can-Am's mission to have this raised to 75% in the upcoming months!

This will increase profits, value, accountability and all sorts of fancy words relating to your business quite simply being BETTER.

We would like to create this by bi-weekly meetings and using our Customer Service team as your bonus member of staff.

**Regards,
Andrew**



APRIL OFFER

EVERY C-TRAQ FIRST MONTH FREE

PROACTIVE NOT REACTIVE!

CAN-AM Telematics offers personalized and proactive customer service that identifies and resolves issues before they get worse.

FULL VIEW OF YOUR FLEET

Maximize your assets and keep them safe from theft or loss by tracking them anywhere, anytime. Simply attach a C-TRAQ device and start tracking it whether it's stationary, deployed, or in motion.

You can monitor all your assets on the same online platform that you use to track your fleet vehicles.

BUILT TO LAST

C-TRAQ is built from durable materials so it can stay attached for a long time.

- IP67 rated to withstand dust, dirt, rain, sleet and snow
- Sealed in a rugged enclosure designed for the elements
- Operates from -22°F to 140°F

KEY FEATURES

- 24/7/365, U.S.-based technical support
- Intelligent motion-based tracking
- Compact design form
- Theft Recovery Mode
- GPS and GNSS
- Wi-Fi® fallback for location
- IP67 rated



Hardware: \$95

Monthly Service from: \$12

Find assets for years

Track your assets for long stretches even years wherever they are.

Hidden

C-TRAQ's design is simple and easy to hide.

Maintain Connection

C-TRAQ keeps your asset connected regardless of location or reception.

Welcome to the Family!

We are delighted to welcome these new partners to the Can-Am family in March:



The University for Creative Careers



And more

Superb Logistics
Pope Transport
Excel 45
Land Voyage Logistics
Green Chariot
WeeHaul

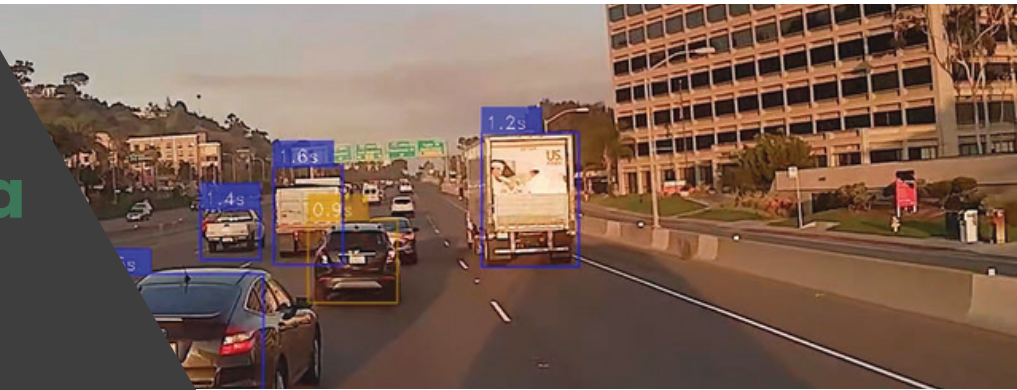
Hardway
Pauls Concrete Pumping
A&A Trans LLC
Triple V Transport
Caroga's

“Samsara  isn't quite as brilliant as **GEOTAB** because”



- “Samsara refuse to let subscribers suspend their devices, even if some of their fleet hasn't been running for weeks”. **Geotab** actively encourage suspending and can switch back on in a second.
- “Samsara doesn't have a 16 hour automatic exemption whereas **Geotab** has the 16-hour exemption as part of the standard rule set”, which makes it very easy and automatic (driver does not have to do anything, it is automatically calculated to give driver the extra 2 hours driving time).
- “If drivers forget to logout over the weekend, Samsara requires drivers to go in to the log each day to adjust the status one by one”. **Geotab** allows editing the entire weekend log in one step using auto-correct.
- “If drivers input the incorrect drive status and it occurred in the past, Samsara does not allow the admin to correct the log by themselves, they require that the driver has to certify the logs before the admin can do any editing”. With **Geotab**, admin edit the log themselves without having driver to certify before the edit, hassle free!
- “If driver forgot to certify the logs and have backlogs of uncertified drivers, Samsara requires driver to certify the log one by one”. **Geotab** allows driver to certify all log with a simple single button click saving what can seem like hours!
- “When doing pre-trip/post-trip DVIR inspection, Samsara requires clicking a button one by one”. **Geotab** allows driver to go through all inspection points without clicking by simply scrolling and use single click to finalize inspection.
- “Samsara pressures that everything is on a 3-year deal, sometimes 5-year”. But with **Can-Am** we have the option to have smaller contracts or no contract at all!
- Samsara is as of now insisting on a 12 month “upfront” Payment and no, there's no discount offered.
- Samsara does not do addendum which results in multiple confusing contracts that have varying end dates and prices, a complete mess and very difficult to exit. Not really a reward for a company growing and adding to the total. With **Can-Am** you will have one contract and guaranteed pricing total transparency!

Driver*·i*® Safety Camera System



Positively, the most advanced fleet safety solution

Netradyne's vision-based Driver*·i*® safety camera system uses cutting-edge technologies in Artificial Intelligence, Machine Learning, and Edge Computing to create a new safe driving standard for commercial vehicles. Driver*·i* reduces driving incidents, protects against false claims, and empowers drivers by providing awareness of risky driving behavior and rewarding safe driver decision-making.

Get the complete picture

With the highest definition camera on the market, Driver*·i* offers clear visibility, including details such as license plates. The highly accurate AI recognizes speed limit signs, stop lights, stop signs, pedestrians and objects that other cameras can't. Capturing and analyzing 100% of drive time provides a more complete safety picture, removing the guesswork for fleet managers and revealing the true cause of driving events. Managers can quickly see exactly how each driver is performing.

“
Conservatively, we've saved over \$100,000 with just five incidents. So, cost-savings and ROI—it's big. As a secondary impact, our unsafe driving basic went down on our CSA scores.
”

ADAM LANG, CDS, CHIEF RISK OFFICER, HALVOR LINES



SEVERE

High risk driving
immediate attention
recommended



MODERATE

Coachable driving event
individual driver trends
and coaching focus



MILD RISK

Driving risk
measurement of
driving environment
and habits



GREEN MINUTES

Safety compliant driving
number of driving
minutes without risk



DRIVERSTAR

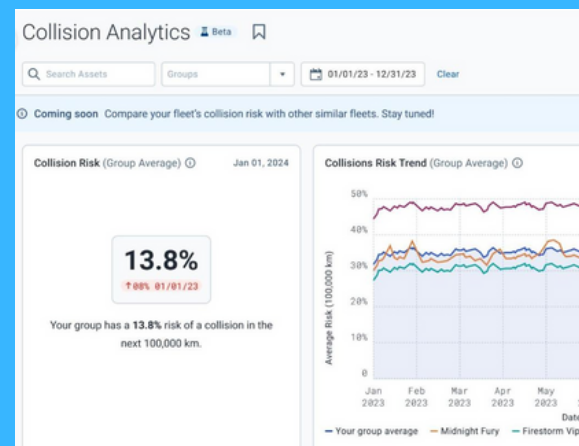
Positive driving
decisions that
immediately reduce
environmental risk

What's New in Geotab

Safety Center – New Collision Analytics report

As previewed at Connect 2024, fleets can now access new safety reporting with Collision Analytics, the first Safety Center page available in MyGeotab. Look for upcoming announcements in Q2 as Safety Center expands to include additional insights with pages such as Safety Overview, Actual Collision, Collisions (management) and more.

With this new Collision Analytics page, fleets can gain insights into their safety risk by fleet, group and by asset. These insights are powered by AI models that leverage the data of GEOTAB's 4 million connected vehicles.



Streamlined managing asset information

- We've fine-tuned the way you manage your Asset Details for better usability and a cleaner user experience by removing and improving any complex design when editing an asset. We've optimized the experience by including the following updates:
- Simplifying the language and reducing unnecessary words. For example, Asset type group is now Asset type.
- Organizing the fields and settings under their respective categories so that they're easier to find.
- Displaying the asset's connected trailers (if any).
- Using Information icons (i) and tooltips where additional information is needed.

Importing fuel transactions for EFS fuel cardholders

EFS cardholders can now import their fuel transactions into MyGeotab and track fuel fill-ups. Tracking fuel fill-ups is crucial for managing costs, maintaining vehicle health, and optimizing efficiency.

NOTE: Support for EFS is in Beta. The primary focus is to gather as much EFS fuel transaction data as possible.

Gabriela Duarte

National Sales Manager



Meet Gabriela:

Meet Gabriela, originally from El Salvador, our newest Sales Manager whose approach is as vibrant as her cultural roots. She is deeply passionate about leveraging her skills and knowledge to provide unparalleled support to customers. With a rich background in both sales strategy and customer care, she thrives on the opportunity to not only meet but exceed our customers expectations.

Gabriela's Salvadorean heritage shines through her love for cooking, where she artfully blends tradition with creativity. This passion for culinary exploration is paralleled in her voracious reading habits, as she delves into a diverse array of books, from gripping mysteries to profound biographies, so she's a bit of a nerd.

