



# THE CAN-AM CHRONICLE

AUGUST 2024

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**REFER A  
FRIEND**

# How Our Referral Program Works

**Participate in the CAN-AM referral program. You get one month free by introducing your friends to Geotab telematics. Each new activation because of your referral earns you one month free per vehicle. Start referring now and enjoy the benefits.**

**Send your friends information to  
[sales@canamwireless.com](mailto:sales@canamwireless.com)  
1-866-976-4177**



August OFFER

# C-TRAQ ASSET TRACKER

PROACTIVE, NOT REACTIVE!

Discover innovation with C-TRAQ! We invite you to participate in our pilot test and experience the most advanced geolocation technology. For a limited time, try C-TRAQ for one month completely free, with the possibility to connect up to two devices per customer to our Geotab database. Don't miss this unique opportunity to take your fleet management to the next level.



## KEY FEATURES



Battery Life Alerts



Cloud-Based Location



Ultra-Rugged



Theft recovery mode



GPS & GNSS, Wi-Fi fallback for location



# OUR NEW CUSTOMERS



# WELCOME to the family!





# Watchdog on Steroids

Guys & Girls

I'm constantly asking the Sales Engineers and CX Team, "How can we enhance the platform with something that the guys will use, that's needed and easy?" In fact, I'm a bit of a pain in the butt, imagine that!

Well, they did it and shut me up for once. Allow me to introduce **Watchdog on Steroids.**

I'm sure everybody has the watchdog feature on their customized dashboard, so now in addition to this, in the event of a unit being disconnected for any reason, you will receive an automated email daily with the essential info: which unit, when, what's the location? Then you will receive an automated call from the Team until together we get this situation resolved.

I'm very proud of this free-of-charge enhancement and hope you enjoy it.

Next on my list is C-Traq, our brand-new (regular) battery-operated asset tracker, is getting more alerts and more crystal-clear auto reports!

**Thank you for being the best thing about CAN-AM.**

**See y'all soon.**

Regards, Andrew.



# Developing a Safety Culture in Fleets

## Leadership Commitment

Safety must be a core value at the leadership level, with executives actively promoting and participating in safety initiatives.

## Utilization of Safety Data

Collecting and analyzing safety data helps in proactively managing incidents and conducting risk assessments.

## Driver Training

Regular training programs for drivers can instill safe driving practices and prepare them for various on-road scenarios.

## Technology Integration

Implementing advanced safety technologies, such as collision avoidance systems, can significantly reduce the risk of accidents.

## Continuous Improvement

A safety culture is dynamic; it requires ongoing evaluation and improvement to adapt to new challenges and technologies.

## Recognition and Accountability

Acknowledging safe driving behaviors and holding drivers accountable for their actions encourages a responsible and safety-focused workforce.

# FLEET MANAGEMENT: SAFETY AND PRODUCTIVITY

Efficient fleet management is a fundamental pillar for companies that depend on transportation for their operations. It is not only about keeping vehicles moving; it is also crucial to ensure safety, reduce costs and increase productivity.

## Accident Analysis and Post-Incident Management

A comprehensive fleet strategy includes detailed accident analysis to understand and mitigate future risks. Effective post-incident management is vital to minimize downtime and associated costs.

## Technology and Telemetry:

The technology implementation, such as telemetry, allows us to monitor risky driver behaviors and provide targeted training, contributing to a proactive safety culture.

## Continuous Driver Training

Ongoing driver training is essential to maintain high standards of safety and efficiency. A proactive approach to education can significantly reduce accident rates and related costs.



## Ongoing Driver Training

Can you keep your drivers safe while saving money? Absolutely. Managing risk is complex and demands your attention. CAN-AM Fleet Driver Services offers training technology and resources to build a safety culture that reduces accident rates and associated costs, such as downtime and legal fees.

Our Driver Scorecard isn't just a post-incident tool; it's a proactive solution that offers a comprehensive view of your drivers' behavior. We identify high-risk drivers before incidents by integrating data from accidents, motor vehicle records (MVRs), fuel usage, telematics data, and risk assessments.





# CAN-AM CASE STUDY 2024

# ENGIE Houston, TX

## THE BUSINESS

ENGIE is a global energy player, a pioneer of the Energy Transition. Engie are striving to make it affordable and reliable. Our commitment is to be Net Zero Carbon by 2045. Underpinning this commitment is an ambition: to become champion of zero carbon energies. To do so, we have a vision, one that is unique on the market: the alliance of the molecule and the electron.

*Can-Am's commitment to sustainability is totally aligned with Engie's Brand and Values. The CX Team's onboarding and rolling out the solution throughout our company both US and internationally was second to none*

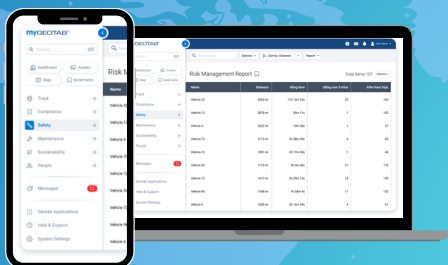
*Denny Richard - Engie USA*

## CHALLENGES

The challenge for Engie was to find an affordable solution that embodied and mirrored Engie's vision for sustainability, that will support and enhance a Company of their stature both in the USA and Europe. Being able to improve driver safety had been a concern as well.

## SOLUTIONS

Engie chose Can-Am Telematics because we provided a simple, affordable solution. Can-Am set up everything from guiding the installation, to automated reporting and alerts, to customized dashboards for every user, totally secure. The driver safety scorecard has been instrumental in improving safe driving behavior, and the idling report has tremendously reduce unnecessary idling / carbon emission. The Geotab's EVSA tool has guided Engie to perform a detailed analysis of their vehicle usage and recommended which vehicles are suitable for EV replacement.



# GEOTAB



24/7 Support



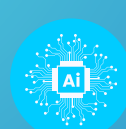
Maintenance



Emissions



Routing



AI



Auto reports / Alerts

## RESULTS

- Full visibility to fleet's locations
- Improved driver safety and risk management
- Ability to decrease and monitor the carbon footprint
- Geofence reporting and alerts
- Visible decreases in speeding
- Visible decreases in idling
- Automated email alerts on vehicle maintenance and engine health



CAN-AM

1-866-976-4177



[www.canamwireless.com](http://www.canamwireless.com)



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## MEET OUR TEAM



# MEET JASON ARSENAULT

## Resident Geotab Genius

Meet Jason:

We are over the moon to have Jason as our resident house Geotab genius and Can-Am, being the essential liaison between the two great companies!

As a dynamic professional at Geotab, Jason is an expert in empowering end customers and partners through comprehensive training sessions on the MyGeotab platform.

His dedicated instruction has been pivotal in helping clients fully utilize the platform, ensuring they maximize their return on investment. Additionally, he has played a critical role in training Geotab partners on the suite of tools and solutions offered by the company, enhancing the customer experience.

Fluent in both French and English, his skills have transcended communication barriers, allowing him to manage and bolster the performance of Geotab partners in different linguistic markets effectively, driving sales and fostering sustainable business growth.

## CAN-AM TELEMATICS SOLUTIONS

Providing "Single Pane of Glass" Vision

## GEOTAB ECOSYSTEM





## A LETTER FROM THE OWNER



I am writing to share with you the growing importance of **electric vehicles** in our present and their crucial role in the future of sustainable mobility. In these times of climate change and the search for **clean energy**, electric cars represent an innovative and efficient solution. Not only do they significantly reduce pollutant gas emissions, but they also offer a quieter and more economical alternative in terms of maintenance compared to internal combustion vehicles.

Looking ahead, the transition to electric vehicles is inevitable. It is expected that by 2035, the majority of new vehicles will be electric, reflecting a global commitment to reducing the carbon footprint and promoting a cleaner environment. In this context, **Geotab** is playing a key role, facilitating the management of electric vehicle fleets and supporting companies in their transition to greener mobility. With tools such as **MyGeotab, real-time tracking** of electric vehicle performance is provided, thus ensuring efficient and sustainable operation.!

I am honored to be part of this green revolution and to collaborate with Geotab, a company that not only promotes the adoption of electric vehicles, but also provides the data intelligence needed to optimize their use and performance. Together, we are making a difference, reducing dependence on fossil fuels and contributing to a more sustainable future for all. ”

**Johan Rahardjo**

**President & CEO**