



# THE CANAM CHRONICLE

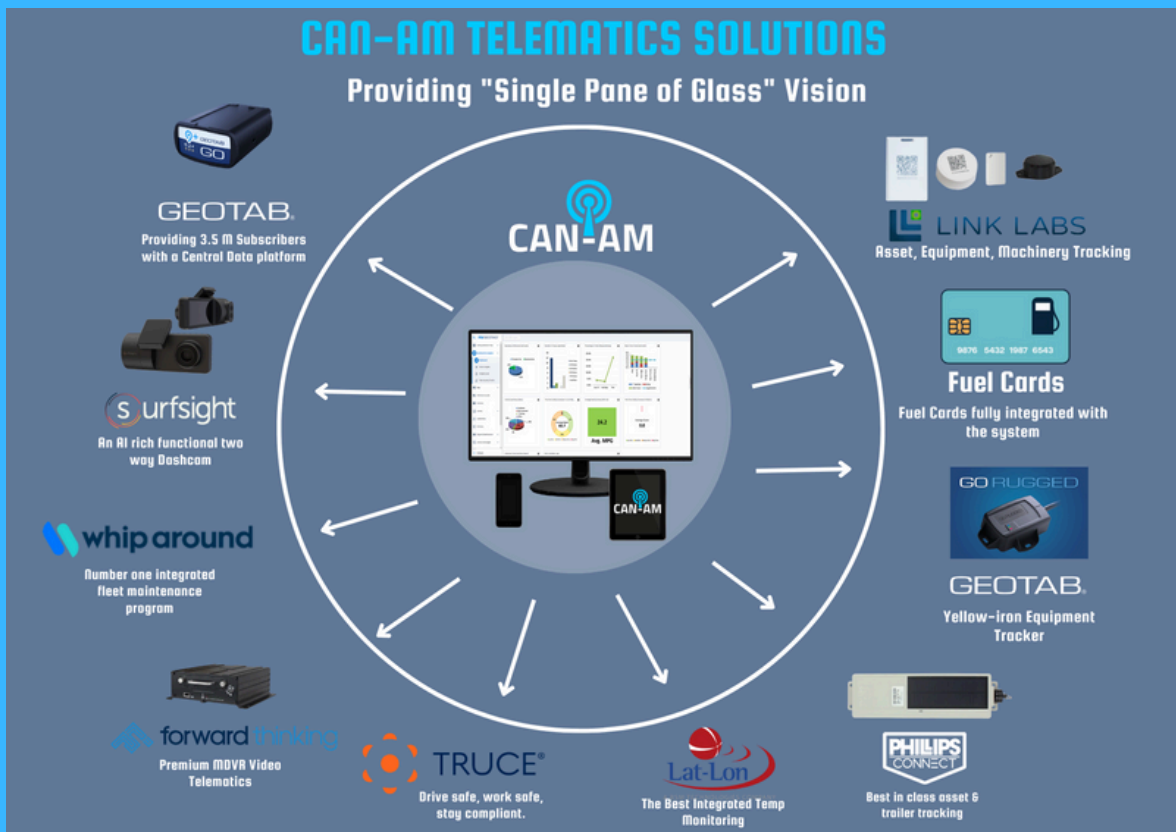
**January '24 Edition**



"We are the Missing Piece to your Fleet Management Jigsaw"



## The Wheel



"The wheel is a visual representation of the integrated approach that CanAm Telematics can perform for you in terms of monitoring all your data for Fleet Management"

# How Our Referral Program Works

Can-Am Telematics referral program rewards our customers for recommending our Geotab telematics solutions to their friends.



**For each activated units, you will receive a month's credit towards your account.** Can-Am looks forward to sharing the good news on saving money, productivity, and safety through TELEMATICS referrals.

## Welcome Chick-fil-A

We are proud to announce that we have partnered with Chick-fil-A, the home of the original chicken sandwich, to help them optimize their operations and enhance their customer service.



By using our Geotab platform and Surfsight AI-12 dashcam, Chick-fil-A can monitor and analyze their vehicle performance, driver behavior, fuel efficiency, safety, and more.

Geotab — Top productivity features:

- Real-Time Location Tracking
- Detailed, Accurate Trip Recording
- Geofencing and Route Optimization
- Dispatch Nearest Vehicle
- Collision Detection and Notifications

With Geotab GO in place, Chick-fil-A can now see where all the fleet vehicles are at any time.





## Join us at **Connect the Biggest Telematics Think Tank in the World**



**Network at The Sphere in The Venetian Las Vegas!**

### **Intelligent Driving**

The 7th annual **Geotab Connect** will be held on February 14-16 at Resorts World in Las Vegas, Nevada.

This event promises to deliver unparalleled insights into the rapidly evolving world of connected vehicles, data intelligence, AI and sustainability. With over 2,000 global delegates including some of the largest fleet operators in the Fortune 1000 planning to attend.

### **Expert Panels**

This year's conference will feature sessions including expert panels, customer success stories and deep dives into relevant topics such as the transformative power of data intelligence and AI, the pursuit of sustainability for enhanced profitability and responsibility, and the exciting future of connected vehicles.

Leading the charge in these discussions will be Neil Cawse, Founder and CEO of Geotab, Mike Branch, VP of Data and Analytics, Sabina Martin, AVP of Product Management, and many global industry leaders.

### **Unlock the Power of Data**

Backed by one of the industry's largest teams of data and AI experts, Geotab is unlocking the power of data for today's challenges and tomorrow's world.

The intelligence gathered from more than 4 million connected vehicles and 75 billion data points a day provides exceptional data insights that support informed decision making and transparent reporting to drive productivity improvement, fleet optimization, efficient fuel consumption, driver safety, sustainability outcomes, and to help meet compliance and regulatory requirements.

# Gustavo Casal

## Senior Sales Engineer



### Meet Gustavo:

Please welcome our IT support specialist, Gustavo. Originally from Venezuela, he has been working in the IT industry for a number of years. He has extensive experience in providing technical support to clients and resolving their issues in a timely and efficient manner. His expertise includes troubleshooting hardware and software problems, installing and configuring software, and maintaining computer systems. He is also skilled in managing and maintaining servers, networks, and databases. With his strong communication skills and customer service orientation, he is committed to providing the best possible support to our clients.

Besides his technical skills, Gustavo is known for his ability to build strong relationships with clients and colleagues. He is a great listener and is always willing to go the extra mile to ensure that clients are satisfied with the service they receive. His colleagues appreciate his positive attitude and his willingness to help out wherever needed is appreciated by our clients.

When he's not working, Gustavo enjoys watching films and practicing calisthenics. He is also an avid traveler and enjoys exploring new cultures and cuisines."



# Industry update

## How to rightsize your fleet in five simple steps

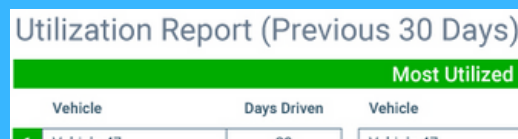
Rightsizing your fleet is an important strategic exercise that ensures your assets are sufficiently utilized and that you have the right type of vehicle, at the right locations, available at the right time. Here is simple guide on how to do it with Geotab.

### Set an internal utilization threshold

We have to first determine the minimum number of miles driven or hours operated to warrant having a vehicle. This is known as the utilization threshold. The utilization threshold can vary depending on the type of business and the nature of the work.

### Determine the utilization of each vehicle

Calculating a vehicle's utilization is much simpler than it used to be. For instance, using customizable **asset utilization reports**, such as the one Geotab provides, it is instantly apparent which vehicles are the most and least utilized.



Utilization Report (Previous 30 Days)		
Most Utilized		
Vehicle	Days Driven	Vehicle
Vehicle 47	20	Vehicle 47

### Determine the number of vehicles over and under the threshold

Although this may seem tricky at first, determining this number is simply a matter of comparing a vehicle's utilization to the company's set threshold. This breaks down the information in a way that allows you to look at the bigger picture.

### Determine the utilization of each vehicle

The text suggests that taking a step back every now and then to re-evaluate can be helpful to stay on top of changes. It recommends asking a few basic questions regularly such as: What is the vehicle's assignment (vocation)? Can a smaller, more fuel efficient vehicle be utilized instead? Is the vehicle the right size for the job?

### Implement changes

After gathering all this information, you will be able to start making informed decisions to rightsize your fleet as you will know how many vehicles are needed and where, and what the best types of vehicles are for your fleet.