



How to sell Fleet Complete

Fleet Complete is a portfolio of solutions designed to help businesses with fleets, field equipment and mobile workforce get greater visibility into field activity and improve operational control.

Learn more about Fleet Complete offers at fleetcomplete.com.au



Service



Delivery



Trucking



Heavy Duty

Customer Engagement Questions

- ▶ Do you have a fleet of vehicles? Are they company owned?
- ▶ What is your current process for measuring and evaluating your fleet performance and productivity?
- ▶ How do you monitor driver behavior and what are some of the ways is it affecting your fleet costs?
- ▶ What are some of the ways you track and lower fuel expenditure?
- ▶ What would help you manage your fleet and overtime costs better?
- ▶ Will you commit to joining a 30-45 minute online demonstration of Fleet Complete in the next week? You could even come into the store and I could get the Fleet Complete expert on a web demonstration.
- ▶ Great, when can we set that up?

Did you know?

An average Fleet Complete deal signs on up to 10 units per contract. Fleet Complete can help you get to your quota retirement faster!

Top 10 reasons to get GPS tracking



SAVE FUEL

Eliminate unnecessary miles driven by optimising service routes.



REDUCE SPEEDING

Speeding increases fuel consumption and risk. Eliminate unsafe driving and prolong your fleet's vehicle health.



REDUCE IDLING

Idling wastes fuel. Monitor idling and reduce excessive idling by your drivers.



IMPROVE MAINTENANCE

Increase your gas mileage. Your vehicles deliver their best mileage when they operate in peak condition.



GET ALERTED

Know what's happening as it happens. Fleet Tracker supports a variety of pre-set activity alerts, and archives driver activity.



WATCH YOUR ENTIRE FLEET

Seeing is believing. Monitor driver behavior and control how they use your fleet.



PREVENT UNAUTHORISED USE

Tracking helps to eliminate this problem at the source. Save money and eliminate false accusations.



DECREASE YOUR LABOUR COSTS

Time is money. Get accurate records of driver hours and eliminate manual time-sheets.



IMPROVE YOUR PRODUCTIVITY

Optimise routing. Dispatchers can recommend the best routes to avoid traffic on the way to the next job.



ENHANCE CUSTOMER SERVICE

Fleet visibility makes servicing customers easier. Know who to send, where they are, and when they will arrive.