

# 6 Steps to Upgrade your 3G GPS Solutions



## 1. Do a fleet audit. Use our Fleet GPS Solution Audit List to help you with your audit.

- What does your existing fleet include?
- What vehicle / equipment type?
- What GPS solution do you have (product / brand)?
- What network carrier(s) are the devices using?
- Are they on 3G / 4G?
- How many of each do you have?
- What features are you currently using from your GPS solution?
- Are there any features you wish you had that you don't currently have?

## 2. Review your existing service agreements

- When do your device contracts expire? Prioritize devices that are expiring sooner for installs.
- Are there any penalties for canceling early? Factor these costs into your upgrade budget.

## 3. Determine your budget

Have you allocated money for an upgrade this year? How many can you afford to upgrade? If you have not allocated a budget for upgrading, do a financial analysis on how much money your business could risk losing by not doing an upgrade. There are a variety of financial risks to consider that could ultimately impact the bottom line. A few significant ones to note:

- Noncompliance costs
- An increase in theft of equipment and/or cargo
- Accident rate increase
- Detention rate increase

## 4. Pick a vendor

Choosing the right telematics provider is a vital business decision that can impact your company for years to come. Make sure your solutions provider can support a variety of vehicle types and equipment. Choose a solutions provider that can support fleets of all sizes, so that it can grow with you. And most importantly, ensure your vendor can help you with a smooth transition to minimize any business disruption. A strong vendor will be able to help you plan, and partner with you every step of the way to mitigate any challenges.

## 5. Archive existing data

Before you swap out any existing devices, make sure you archive all your existing data. You want to be prepared, should you need to go back to your files for insurance purposes, or any other reason.

## 6. Plan ahead for installation

The larger your fleet / trailer size, the more challenging it can be to migrate your GPS tracking devices. Be sure to plan ahead. Keep your team in the loop of your migration plans. Factor in down time and plan around delivery expectations to minimize detention rates and loss in revenue.



Darden Communications Consultants Inc.

For assistance in upgrading your device,  
or to learn more, contact us at 334-780-1112



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