



Department of Administrative Services  
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# Fleet Management Updates & Initiatives

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# Fleet Contracts



- ✓ **Lease Vehicle Contract**
  - RFP getting ready to be released
- ✓ **Admin Vehicle Contract**
  - Bid closed; evaluation forthcoming
- ✓ **Rental Vehicle Contract**
  - Up Next for rebid
- ✓ **AMIGI Contract (Automobile Manufactured in Georgia)**
  - New contract expected to go live July 1, 2025
- ✓ **Fleet Management System RFP**
- ✓ **Telematics RFP**

# Fleet Management Rebid

## ✓ Fleet Management System

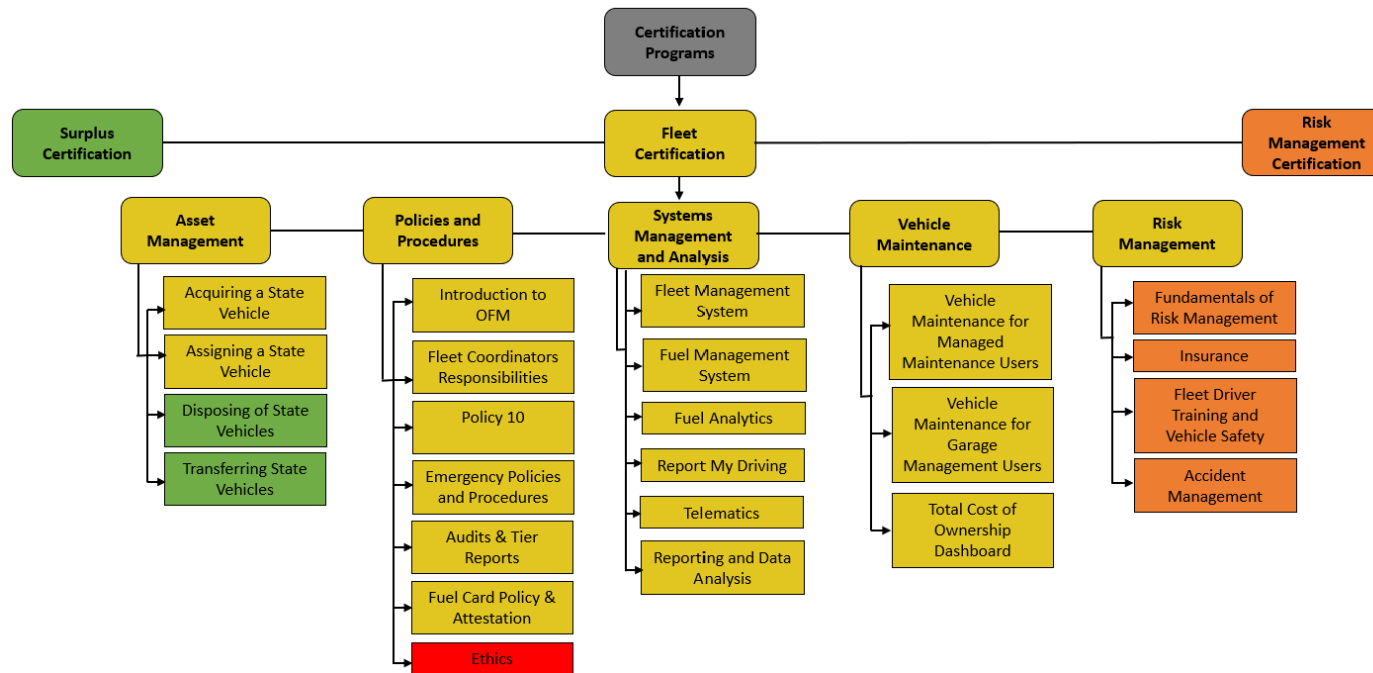
- ✓ Awaiting fleet management system award & contract
  - ✓ anticipated award by the end FY2025 Q2
- ✓ What can fleet managers do to prepare?
  - Clean up vehicle records
    - Example: Annual Senate Budget Office Request
  - Training current fleet personnel on fleet processes, procedures and policies



# Fleet Strategic Plan Initiatives

## ✓ Fleet Manager Certification Program FY2025

- ✓ Developing comprehensive series of training videos/courses for all areas of fleet management



## Fleet Management Certification At Each Level

### Level 1 (14)

- Introduction to OFM
- Acquiring a State Vehicle
- Assigning a State Vehicle
- Fleet Manager Responsibilities
- Policy 10
- Emergency Policies and Procedures
- Fuel Card Policy and Attestation
- **EXAM**
- Fleet Management System
- Fuel Management System
- Fuel Analytics
- Report My Driving
- Fundamentals of Risk Management
- Vehicle Maintenance for Managed Maintenance Users
- Vehicle Maintenance for Garage Management Users
- **EXAM**

### Level 2 (10)

- Transferring of State Vehicles
- Disposing of State Vehicles
- Ethics
- Audit and Tier Reports
- Telematics
- Reporting and Data Analysis
- **EXAM**
- Total Cost of Ownership Dashboard
- Insurance
- Fleet Driver Training and Vehicle Safety
- Accident Management
- **Change Management**
- **Conflict Resolution**
- **Communication**
- **Effective Coaching**
- **EXAM**

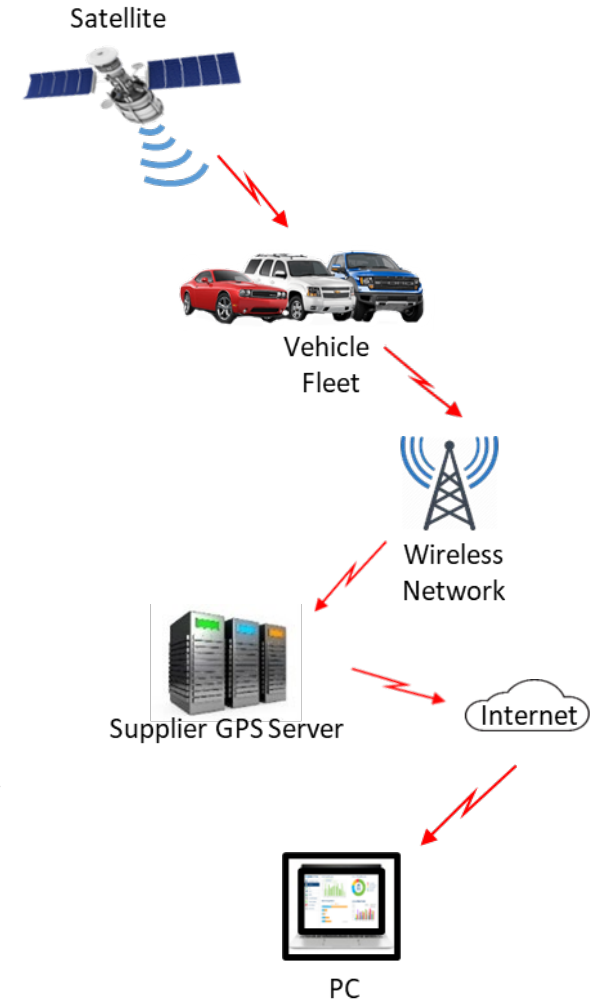
# Fleet Strategic Plan Initiatives

## ✓ Statewide Telematics Program FY2027

- ✓ Improve vehicle utilization and tracking with a mandatory GPS Telematics Program
  - Developed of business case for telematics- **COMPLETED**
  - Presented to OPB for Policy approval- **COMPLETED**
  - Developed a 5k vehicle pilot implementation plan for OPB approval- **COMPLETED**

### What's Next

- Develop and conduct solicitation for Telematics provider selection (FY 2025 Q2)
- Implement GPS Telematics Pilot with 10 agencies on 5k vehicles (FY 2025 Q3-Q4)
- Measure and ensure 100% compliance on vehicles in the telematics pilot for eight agencies (FY 2026 Q1-Q4)
- If approved, begin developing full implementation plan, training materials & policy amendments (FY 2027)



# Technology Overview

**GPS Telematics** is a method of monitoring cars, trucks, equipment and other assets by using GPS technology and on-board diagnostics (OBD) to plot the asset's movements on a computerized map.

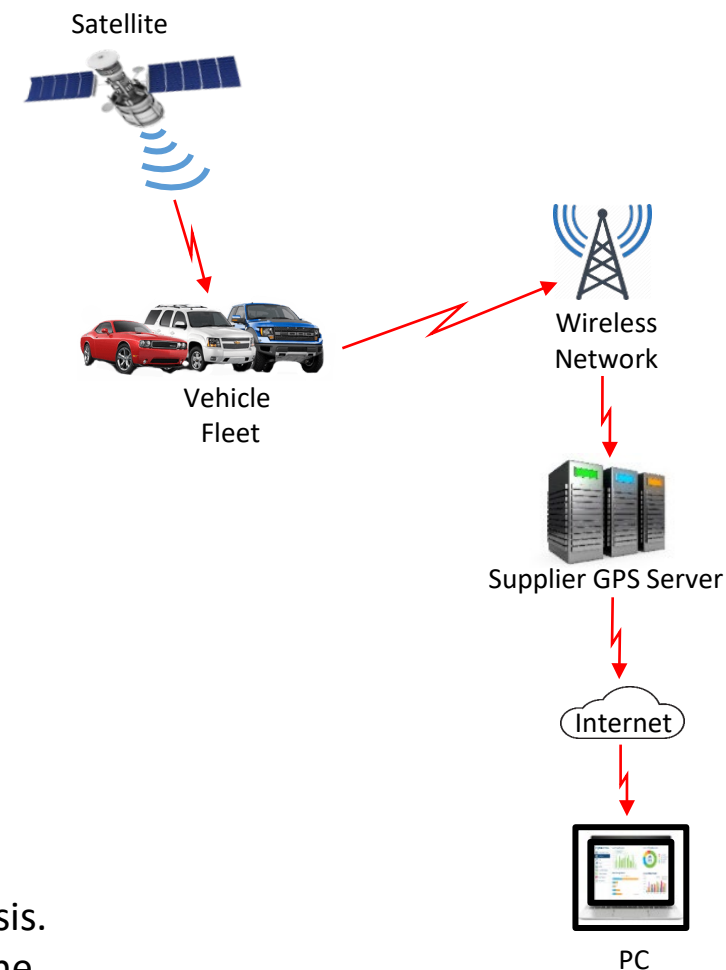
## **How telematics works...**

The telematics device retrieves data generated by a vehicle, like GPS position, speed, engine light information and engine faults and then the telematics device sends the data up to the cloud.

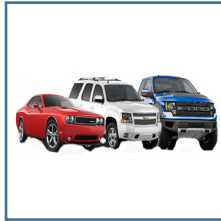
A vast amount of data can be processed and analyzed with a telematics device and other connected hardware or sensors, such as:

- Position
- Vehicle speed
- Trip distance/time
- Idle time
- Harsh braking and driving
- Seat belt use
- Fuel consumption
- Vehicle faults
- Battery voltage and other engine data.

Finally, the data is decoded and brought into the software application for reporting and analysis. With the software, users can view and export reports and gain business intelligence such as the top 10 drivers with the highest number of speeding incidents or vehicles that are due for scheduled maintenance.



# Background and Current GPS Deployment



Georgia has approximately 20,000+ Vehicle Assets comprised of: cars, trucks, vans, RV's, motorcycles, aircraft, buses & equipment.



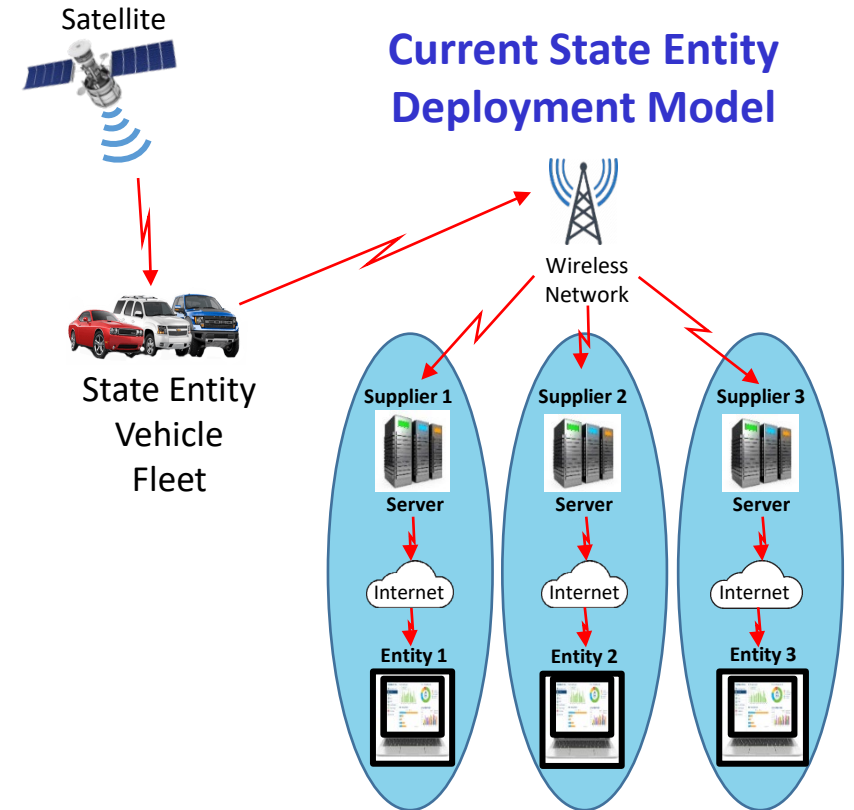
Georgia state Entities have deployed approximately 3200+ vehicles with GPS



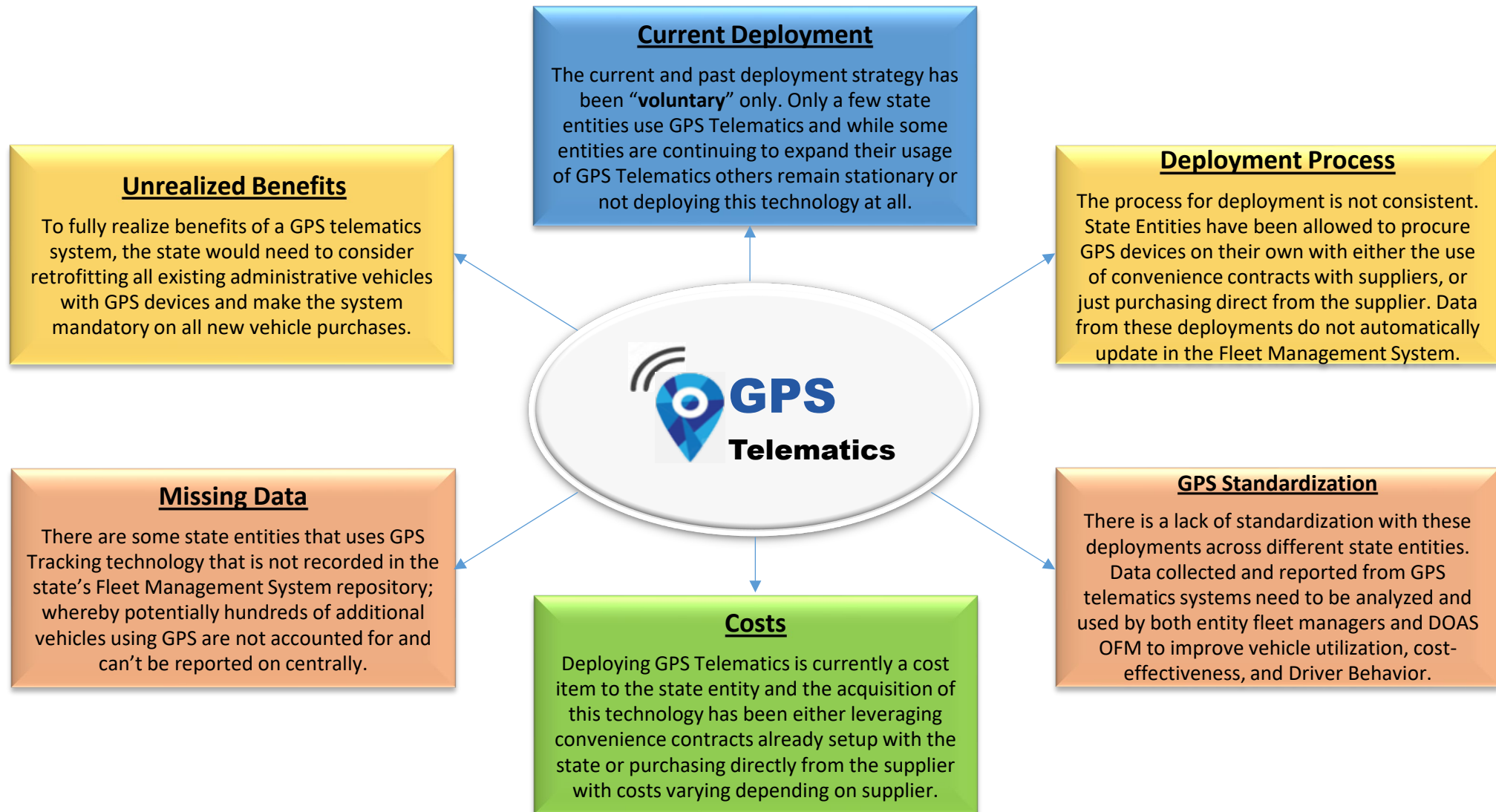
Georgia has 24 different state entities using GPS technology



State Entity rationale for implementing GPS includes: Route Optimization, Safety, Driver Behavior, and Cost Savings



# Challenges with Current State





# GPS Telematics ROI - Benefits

Below are some benefits that Georgia could take advantage of if the state leverages this technology to provide a cost-effective solution providing benefits to state entities.

- **Risk and Safety** – State Entities can track their driver's level of risk and safety with score carding for factors such as speeding, seat belt use, harsh braking, acceleration, and real-time driver location.
- **Driver coaching** - through notifications and reporting, entities can provide tailored training and coaching directly to drivers to help improve overall driver performance. This will also help proactive driver training and cost avoidance.
- **Data Collection** - to help collect maintenance data, vehicle diagnostic faults, current odometer readings, fuel usage, etc.
- **Knowledge Transfer** - GPS information will help when there is turnover through attrition to aid in helping with institutional knowledge has left the state entity.
- **Reactive vs. Proactive** – GPS Telematics will help us with becoming more proactive with driver alerts, notifications and help us develop more driver training to avoid unnecessary costs. Realtime alerting to the driver has the ability to send real-time alerts to your drivers when you detect unsafe driving behaviors. In addition to alerting the driver that they have committed an unsafe action, alerts can also help the Fleet Manager identify potentially unsafe driving patterns that need to be addressed. Fleet Managers can use these alerts and insights to provide better training for individual drivers and to clearly set expectations for fleet-wide driving behavior.



# GPS Telematics ROI – Benefits (continued)

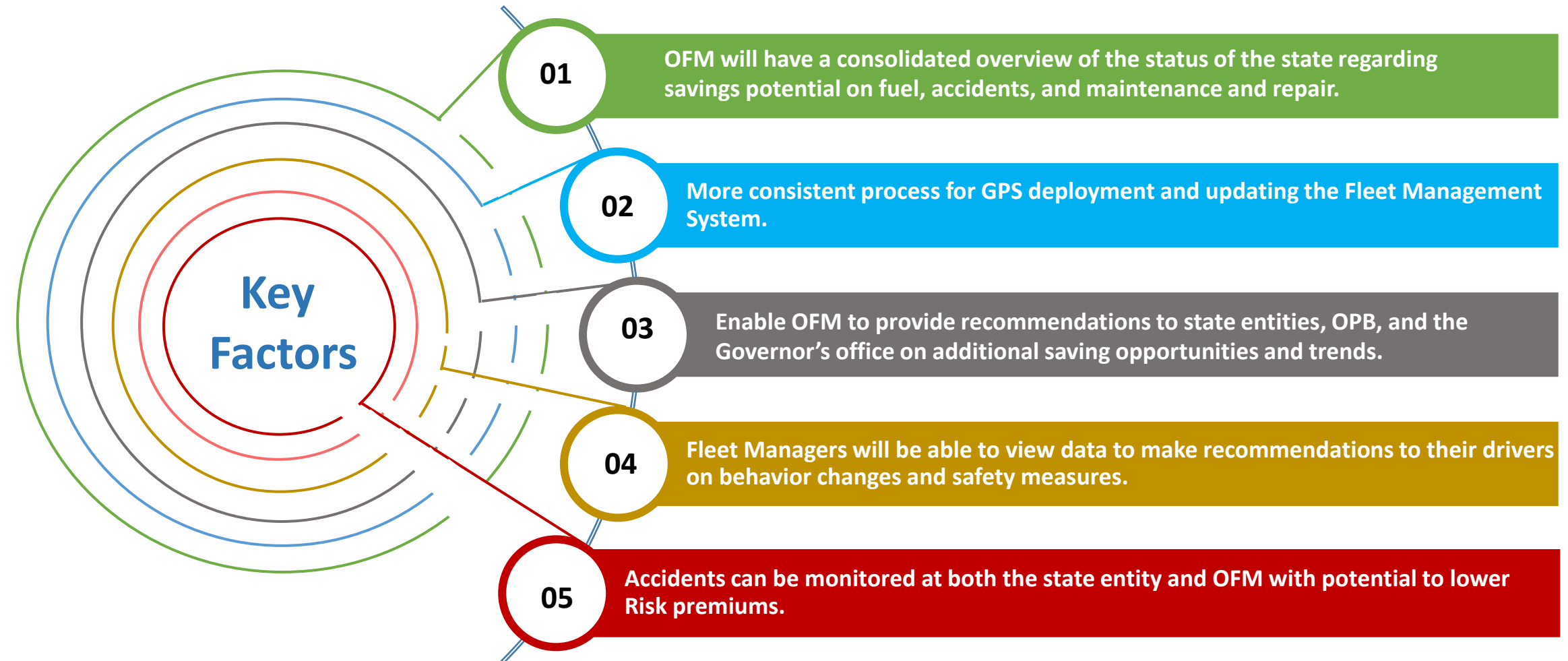
## Operational Efficiencies

- **Excessive Idling** – GPS tracking systems work with the car's sensor and calibration table to monitor fuel consumption. By reducing excessive idling, the state could save on fuel costs. According to research by Argonne National Laboratory (Argonne), a compact sedan uses 0.16 gallons of non-diesel fuel per hour of idling.
- **Route Optimization** – provide entities with route optimization and geofencing to better manage their drivers and the routes that they use for efficiencies and potential cost savings.
- **Real-time mileage and utilization**
- **Vehicle in-reverse activities** – GPS Telematics technology can detect when the vehicle is reversing and notifies the driver to be extra cautious.
- **Scheduled Maintenance Efficiencies** – Helps planning for scheduled maintenance through alerts. These types of alerts can notify the fleet manager of certain preventative maintenance items like engine logs, diagnostic data, and more.
- **GPS Tracking Alerts** – In some GPS Telematics systems, fleet managers can create and manage alerts to increase real-time visibility into their operations. Fleet Managers can choose to be alerted via email or SMS text messages and can choose who in the organization should be notified. Depending on year, make, and model, alerts can be setup to notify fleet personnel if the vehicle is experiencing mechanical failure.
- **Vehicle Electrification** - Being able to monitor charging status along with the state of charge percentage assures vehicles will be charged and ready when needed. Range anxiety is the fear that a lot of drivers have by not having enough range to complete their routes on a single charge. Using the alerts and reports from an EV friendly telematics system to manage both use and charging not only solves range anxiety but gives you the data needed to identify where EV adoption is most beneficial.



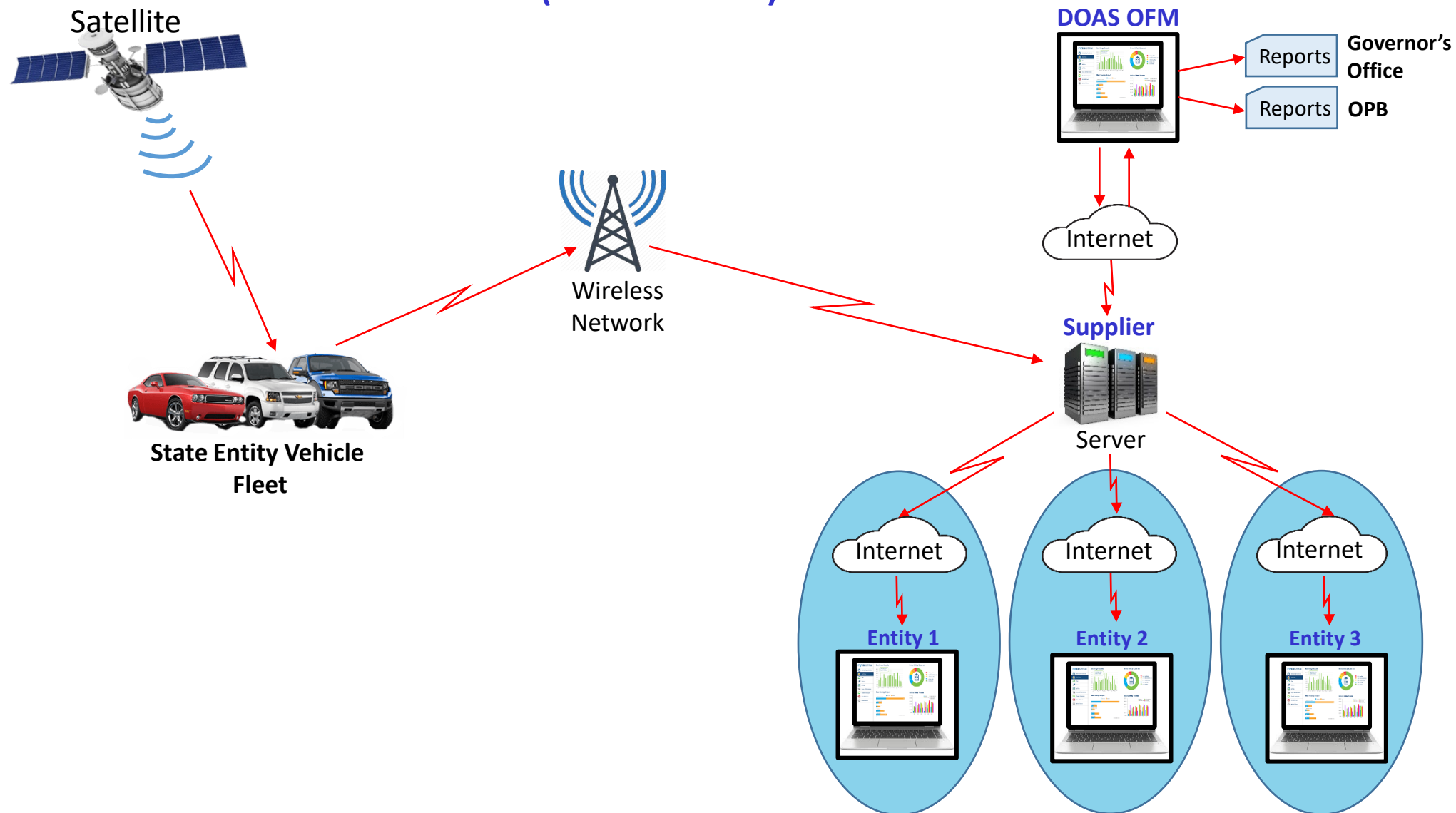
# Key Operational Factors

Below are key operational factors for our recommendation.



# GPS Telematics Recommended Architecture

## State Entity Deployment (Future Model)





# GPS Telematics - Conclusion

- The immediate benefits of telematics are significant. Fleet companies all over the world both in the public and private sectors use GPS Telematics systems to improve their fuel economy, operational efficiency and asset security. But in the long run, telematics data has a greater purpose – to understand both our vehicles and employee's driving behaviors to make driving safer.
- Telematics data can help us push the boundaries of our knowledge by processing and analyzing massive amounts of data thus paving the way for more efficient fleet operations and creating new policies to ensure compliance throughout our state.
- Telematics allows us to continue to be in alignment with Governor Kemp's strategic goal of Responsible and Efficient Government by increasing our internal operating efficiencies through the use of technology, continuing to look for ways to remove costs out of our operation for better efficiency, and make driving safer for our employees.



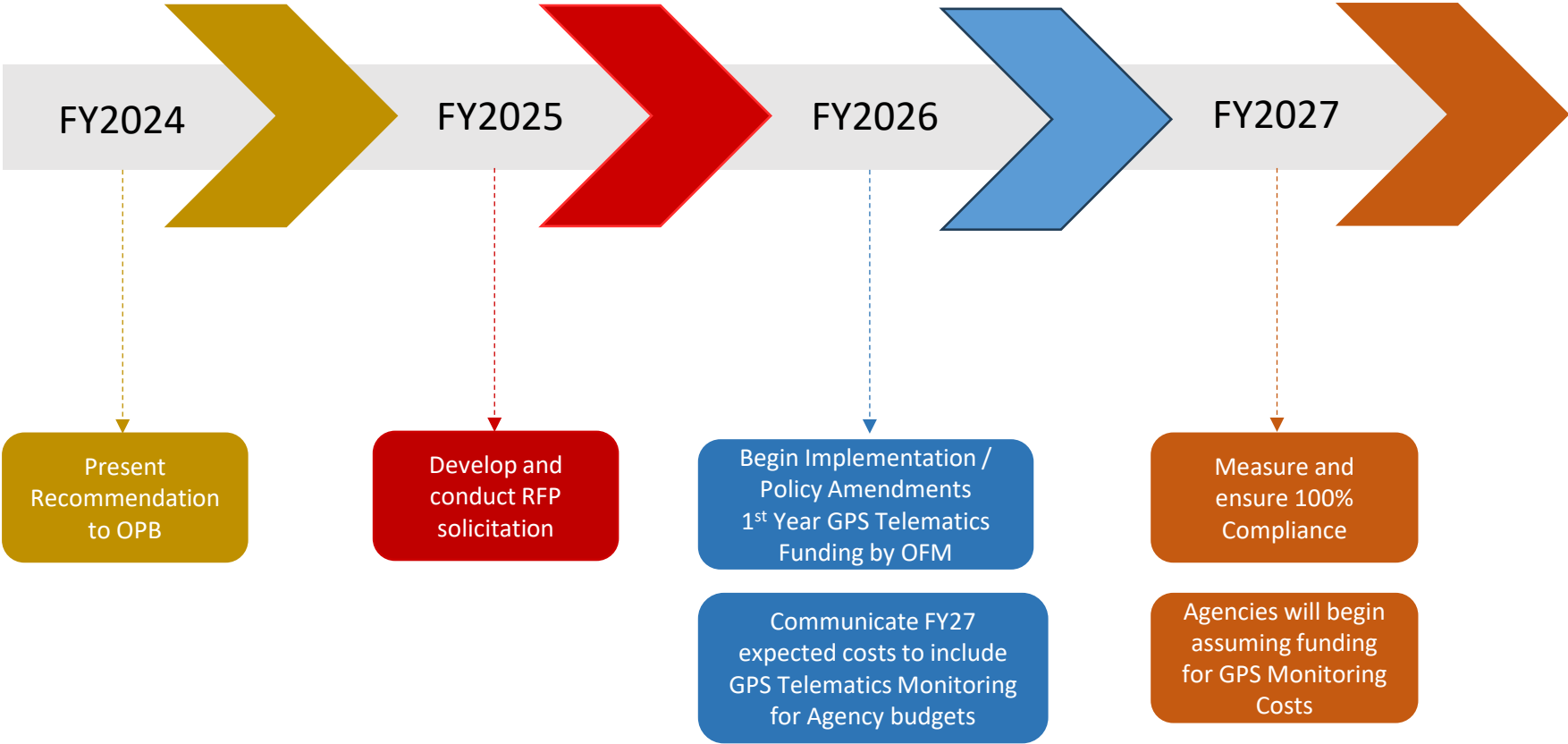
# GPS Telematics and Georgia's Path to Electric Vehicles (EVs)

While GPS Telematics technology aids efficient operations in any fleet, telematics data becomes the lifeblood for fleets operating electric vehicles.

- Electric vehicle fleets have a fundamentally different operational and maintenance model than conventional vehicle fleets. Sensors and equipment that measure and analyze vehicle fuel consumption need to be replaced with technologies that measure battery energy use and track long-term battery degradation.
- Modern telematics technologies have been well prepared to help fleet managers track all the electric fleet metrics so that they can make informed data-driven decisions based on the data collected.
- Georgia is currently in the planning and execution stage of building out its electric mobility infrastructure with the goal of establishing an interconnected EV charging network that meets customer demands, reduces range anxiety, facilitates data collection, and ensures secure, convenient, equitable access to publicly available charging infrastructure. Out of the total fleet, Georgia has approximately 444 vehicles where the fuel type is registered as Electric, Hybrid, or Hybrid Electric. However, we have **65 total electric high speed** (passenger rated) vehicles, to include 35 buses, 24 passenger vehicles, and 6 trucks.
- As Georgia looks toward this future, transitioning some of its fleet to electric vehicles will become a part of the fabric of fleet management for the state of Georgia. As such, Georgia will need to be positioned to better understand how often electric vehicles are on the road, when they are or are not moving, how often they are shut off and turned on, and how much energy is being used with driving functions. GPS Telematics will be a critical tool to help Fleet Managers address these questions.



# GPS Telematics Progression Timeline (High-Level)





Office of Fleet Management

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