



Fleet Tracking

A necessity in tough economic times

fleetpin.co.nz



fleetpin™

0800 110 820

CONTENTS

1

INTRODUCTION

2

FULL VISIBILITY OF YOUR BUSINESS

3

ACCURATE TIME TRACKING

4

ACCURATE MILEAGE & ENGINE HOUR TRACKING

5

PRODUCTIVITY & ASSET UTILISATION

6

DRIVER BEHAVIOUR MONITORING

7

VEHICLE COMPLIANCE MANAGEMENT

8

SERVICE MANAGEMENT

9

ROAD USER CHARGES OFF-ROAD REBATE (RUCOR)

10

THEFT PREVENTION & ASSET RECOVERY

11

CUSTOMER SERVICE & SATISFACTION

12

ABOUT FLEETPIN



In challenging economic climates, businesses must operate with minimal costs and maximum productivity. Fleet tracking isn't just about saving money—it's about driving your business forward, increasing efficiency, and boosting your bottom line.

If you answered YES to any of the following questions, fleet tracking could transform your operations. Read on to discover how this essential tool can benefit your business:

Are you guessing the location of your staff, vehicles, or machines?

Do you and your team estimate time spent on jobs instead of knowing the exact duration?

Are distances traveled or engine hours worked only estimated rather than accurately tracked?

Do you rely on your staff to be consistently productive, punctual, and efficient without oversight?

Are you relying on trust alone that your employees are operating vehicles and machinery productively, efficiently, and safely?

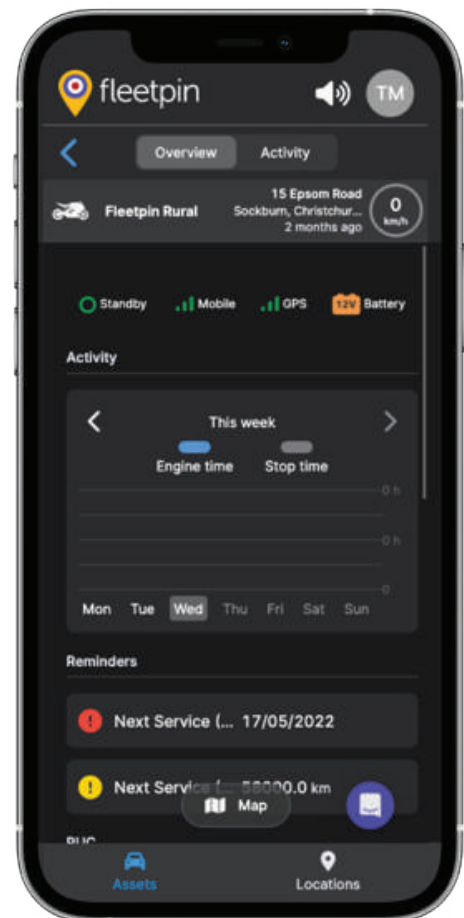
Do you depend on your in-the-field team to remind you when vehicle licenses, RUCs, and WoF/CoF are about to expire?

Are you waiting for in-the-field staff to notify you about upcoming vehicle service requirements?

Are you missing out on claiming off-road mileage rebates for your diesel vehicles from NZTA?

Have you experienced theft of vehicles, machinery, or other valuable assets?

If any of these scenarios resonate, it's time to explore how fleet tracking can elevate your business operations and help you thrive—even in tough economic times.



Full Visibility of Your Business

Fleet tracking provides real-time visibility of staff, vehicles, and machinery, removing guesswork and ensuring operational transparency. This level of oversight addresses a common issue known as employee "hiding", where staff may:

- Arrive late to jobs while recording a full workday.
- Take extended lunch breaks without recording the extra time.
- Leave early but still claim standard working hours on timesheets.

These behaviours can go unnoticed in traditional management systems, leading to lost productivity and increased labour costs. Fleet tracking addresses this by providing managers with accurate, time-stamped data on employee activity.

When employees are aware that their movements are being tracked, the opportunity for "hiding" is reduced. This encourages punctuality and efficiency, as employees understand that discrepancies between activity and timesheets can be easily identified.

This shift not only reduces wasted time, but also drives higher levels of productivity and operational efficiency.



Accurate Time Tracking

One of the most common issues in job costing is **under-estimation of time spent on jobs**. This often happens when employees round down their work hours when filling out timesheets at the end of the day or week. While this may seem harmless, it can result in a significant loss of chargeable time over weeks, months, or even years.

This pattern is often unintentional, but the impact on profitability is real. For service-based businesses, every under-reported hour represents missed revenue.

Fleet tracking solves this issue by providing precise, automated tracking of employee arrival and departure times at job sites. This allows for:

- **Accurate time capture:** Know the exact time employees start and finish jobs.
- **Elimination of manual timesheet errors:** No need for employees to estimate or "round" their hours.
- **Data-backed charge-out times:** Clear, provable records of time spent on each job for billing purposes.

With this level of detail, businesses can ensure that every billable hour is accounted for, leading to more accurate invoicing, fairer pay for employees, and improved profitability.





Accurate Mileage & Engine Hour Tracking

Similar to how time is under-reported, mileage and engine hours are often **rounded down** when manually recorded. This practice, while often unintentional, can lead to lost revenue for businesses that charge for travel distance or machine operating time.

Fleet tracking addresses this issue by providing **precise, automated tracking** of both distance traveled and engine hours used. This system ensures that businesses can:

- **Accurately record travel distances:** Measure the exact distance to and from job sites, eliminating guesswork.
- **Track engine run-time for machinery:** Know exactly how long equipment was actively operating on a job.
- **Provide proof for customer queries:** If customers question mileage or machine usage charges, the system provides irrefutable, data-backed evidence.

By using fleet tracking, businesses can recover lost revenue, ensure fair billing, and maintain trust with customers through accurate, transparent records. This precision also supports more accurate job costing and operational planning.

Productivity & Asset Utilisation

Effective utilisation of vehicles and machinery is critical for maximising productivity and controlling operational costs. Fleet tracking systems offer businesses clear visibility into how assets are being used throughout the day.

For **vehicles**, fleet tracking provides insights into:

- **Drive time:** Tracks the exact time vehicles are actively in transit.
- **Idle time:** Identifies when vehicles are running but not moving, helping to reduce fuel waste and unnecessary engine wear.
- **Duty time:** Monitors how long an operator is engaged in a task, ensuring that paid hours align with productive work.

By addressing **excessive idling**, businesses can lower fuel costs, reduce maintenance requirements, and support environmental sustainability goals.

For **machines**, fleet tracking can be enhanced with **productivity sensors** that measure when equipment is actively performing chargeable work versus when the engine is running but not contributing to production. This level of tracking allows businesses to:

- **Differentiate productive work from non-productive engine time.**
- **Maximise utilisation** of high-value machinery.
- **Ensure operators are using equipment effectively and efficiently.**

With this data, businesses can identify inefficiencies, improve scheduling, and ensure that chargeable time is accurately billed. By maximising the productivity of both vehicles and machines, businesses can improve overall asset utilisation, reduce waste, and increase profitability.





Driver Behaviour Monitoring

Driving behaviour has a direct impact on **operating costs, safety, and asset longevity**. Harsh driving—such as rapid acceleration, hard braking, and sharp cornering—not only increases wear and tear on vehicles but also raises fuel consumption and the likelihood of accidents.

With fleet tracking, businesses can monitor and manage driver behaviour in real time. Key benefits include:

- **Reduced maintenance costs:** Harsh driving causes unnecessary strain on vehicle components like brakes, tires, and suspension. Tracking driver behaviour allows for proactive coaching to prevent this.
- **Lower fuel consumption:** Smooth, steady driving reduces fuel usage. By monitoring and addressing excessive speeding or aggressive driving, businesses can lower fuel expenses.
- **Enhanced safety:** Tracking harsh driving behaviours helps reduce the likelihood of crashes, protecting drivers, vehicles, and other road users.
- **Insurance cost control:** Fewer accidents lead to fewer claims, which can result in lower insurance premiums.
- **Minimised vehicle downtime:** Vehicles involved in crashes require time for repair or replacement. Proactive behaviour monitoring reduces the risk of accidents, ensuring fleet availability.

By promoting **safe and efficient driving habits**, businesses can reduce costs, improve driver accountability, and increase overall fleet performance. Fleet tracking provides the visibility needed to address risky behaviours before they result in costly incidents.

Vehicle Compliance Management

Maintaining vehicle compliance is essential for avoiding fines, ensuring safety, and keeping vehicles operational. However, many businesses place the responsibility for compliance on drivers, who are often focused on other tasks such as building, selling, or servicing. This approach increases the risk of missed deadlines for **WoF/CoF, registration, or RUC renewals**, potentially leading to unnecessary fines and vehicle downtime.

Fleet tracking shifts the responsibility for compliance management from drivers to the **office or administration team**. This allows businesses to:

- **Receive automated reminders:** Alerts are sent when vehicle compliance tasks (like WoF/CoF, RUC, or registration renewals) are approaching, ensuring deadlines are never missed.
- **Eliminate reliance on driver reporting:** Drivers can focus on their primary roles rather than tracking administrative tasks.
- **Avoid fines and penalties:** Staying on top of compliance deadlines prevents costly fines for expired certifications or licenses.
- **Reduce downtime:** Proactive compliance tracking ensures that vehicles remain roadworthy and available for use, reducing operational disruptions.

By centralising vehicle compliance management in the office, businesses ensure that tasks are handled promptly and efficiently. This approach frees up drivers to focus on their core responsibilities, reduces the risk of non-compliance, and keeps the fleet fully operational.





Service Management

Timely servicing of vehicles and machinery is essential to maintain **asset longevity, operational efficiency, and warranty compliance**. However, when the responsibility for servicing is placed on operators or hirers, it often results in delays, increased wear and tear, or even the voiding of warranties.

Fleet tracking centralises **service management** in the office, making it more efficient and proactive. Key features and benefits include:

- **Automated service reminders:** Alerts notify the office team when vehicles or machinery are due for service, ensuring timely scheduling.
- **Centralised tracking:** Service schedules are managed centrally, eliminating reliance on operators or drivers to remember service intervals.
- **Asset location visibility:** Fleet tracking pinpoints the real-time location of vehicles and machinery, so service teams don't waste time searching for equipment on large worksites.
- **Direct service provider notifications:** Automated alerts can be sent directly to service providers, enabling them to schedule and manage servicing on behalf of the business.

By automating and centralising service reminders, businesses can reduce the risk of **warranty voids**, minimise **unnecessary wear and tear**, and ensure that all vehicles and machinery remain in peak operating condition. This proactive approach also helps avoid unexpected downtime and keeps the fleet available for ongoing operations.

Road User Charges Off-Road Rebate (RUCOR)

Many New Zealand businesses are unaware that they can claim a **rebate on Road User Charges (RUC)** for diesel vehicles when they operate off-road. This includes distances traveled on private roads, construction sites, farms, and any non-public roads not maintained by the central government.

Fleet tracking simplifies and automates the process of tracking **off-road distances** so businesses can easily claim rebates. Key features and benefits include:

- **Automatic off-road tracking:** Fleet tracking systems can distinguish between on-road and off-road travel, automatically recording the distance driven on non-public roads.
- **Accurate rebate claims:** Instead of relying on manual logs, fleet tracking provides precise data for rebate claims, ensuring accuracy and maximising the amount that can be claimed.
- **2-year claim window:** Businesses have up to **two years** to claim back off-road RUC, and with automated tracking, it's easy to recover previously missed rebates.
- **Significant savings:** Even for trade vehicles, the cumulative amount of off-road travel can add up to a substantial rebate, providing an often overlooked financial benefit.

By leveraging fleet tracking, businesses can **automate RUCOR tracking**, reduce administrative burden, and ensure they're reclaiming every dollar they're entitled to from the Government. This process supports better cost control and improves cash flow over time.





Theft Prevention & Asset Recovery

Theft is a significant risk for high-value assets like **small machinery, quad bikes, side-by-sides, and commercial trailers**. These items are often targeted due to their portability and resale value. Fleet tracking provides businesses with powerful tools to **prevent theft and recover stolen assets quickly**.

Key features and benefits of fleet tracking for theft prevention include:

- **Real-time alerts:** Receive instant notifications if an asset's ignition is turned on, the battery is removed, or the vehicle/machine is moved unexpectedly.
- **Proactive theft deterrence:** Knowing that movement is being tracked discourages would-be thieves from attempting to steal valuable assets.
- **High recovery rate:** With real-time location tracking, up to **90% of stolen assets are recovered**, often with the culprits also being apprehended.
- **Reduced insurance claims:** Quick recovery of stolen items means fewer insurance claims, avoiding potential increases in insurance premiums.
- **Minimal operational disruption:** Unlike traditional theft cases where businesses face delays while waiting for replacement equipment, fleet tracking ensures faster recovery, so assets can be returned to service quickly.

Fleet tracking systems act as a **24/7 security system** for mobile assets, significantly reducing the financial impact of theft. With location data, alerts, and recovery support, businesses can protect their equipment, avoid insurance claims, and maintain uninterrupted operations.

Customer Service & Satisfaction

In New Zealand, **customer referrals** play a critical role in business growth. Providing excellent customer service is essential for maintaining strong client relationships. Fleet tracking enhances **customer satisfaction** by offering visibility, accountability, and transparency throughout the service process.

Here's how fleet tracking supports customer satisfaction:

- **Live updates and ETA tracking:** Businesses can provide customers with real-time updates on the location and estimated arrival time of service vehicles. This level of transparency builds trust and reduces customer frustration caused by uncertainty or delays.
- **Faster response times:** By knowing where vehicles are in real time, businesses can deploy the nearest available resource to customer sites, reducing wait times and improving response efficiency.
- **Accurate job tracking:** Fleet tracking provides a clear record of the time spent on a job, ensuring customers are billed fairly. This builds confidence in the integrity of the service provided.
- **Accountability and proof of service:** If customers have questions about job duration or travel time, businesses can provide detailed, data-backed reports, which helps avoid disputes and maintain trust.
- **Improved operational efficiency:** With real-time tracking, drivers are less likely to make unscheduled stops (like pie or coffee breaks) as their movements are monitored. This ensures that employees remain focused on the task at hand, improving overall service delivery.

Fleet tracking ensures customers are kept informed, confident, and satisfied with the service they receive. It strengthens trust, promotes referrals, and builds a reputation for **reliability, honesty, and efficiency**.



About Fleetpin

Fleetpin is a 100% kiwi owned and operated. We have been around for over a decade ensuring that our solution is a benefit not a cost. Fleetpin's solution has been built on the feedback by real kiwi businesses (our customers) so that we maximise the benefit to our customers. We work off the premise that we are a fleet tracking partner, and do not believe in transaction sales and service, instead real relationships that are long lasting - hence no time contracts, no hidden gotcha's, just excellent service (our customers can get us on the phone any time) and support.

Fleetpin has a solution for all types of businesses including farming, trades and construction, logistics, machinery hire, forestry, orchards, and more.



Track assets in
real-time



See where your
assets have been



Make use of
various maps



Automatically
monitor events with
alerts

Our Promise

- 1 A user friendly system that does basic business needs fast and reliably.
- 2 A solution that provides financial and operational benefits to businesses.
- 3 Exceptional local support and service to our customers, ensuring they get the best out of Fleetpin.

Getting Started with Fleetpin is Easy

Start using Fleetpin and see the benefits for yourself.

Order your GPS
devices

Install GPS
devices

Access your
Fleetpin

Start using
Fleetpin!

Contact Fleetpin today and let us help you find the right fleet management, monitoring, safety, and alert solution for your needs.

GPS Tracking with no hidden 'gotchas'.



fleetpinTM

Month to month subscription

Start, stop & pause at anytime

Customisable add-on's