SATELLITE OFFICE

Each service vehicle is a technician's roaming office. It can be a source of added expense and risk, or it can be managed with resources like GPS- and data-based solutions for the safest and most profitable use. Here's a bird's-eye view of what one fleet management software company sees in its customers.

TELEMATICS

The science and technology of sending, receiving, and processing information via telecommunications.
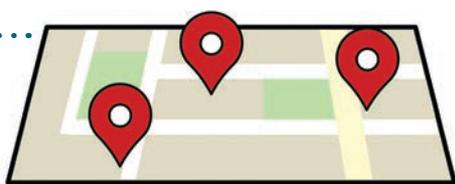
10

The fleet size at which HVAC contractors and other customers in the mobile service industry typically start considering adding GPS capabilities to their vehicles, with attention to driver status and accountability.

SHIFTING PRIORITIES

Once a company grows even more, its use of GPS tracking changes as its priorities may shift. Often, larger companies put additional value on improving driver safety and the access to custom reports with data-driven analysis of company performance.

63.3

The average number of miles traveled per day for a vehicle in an HVAC fleet.
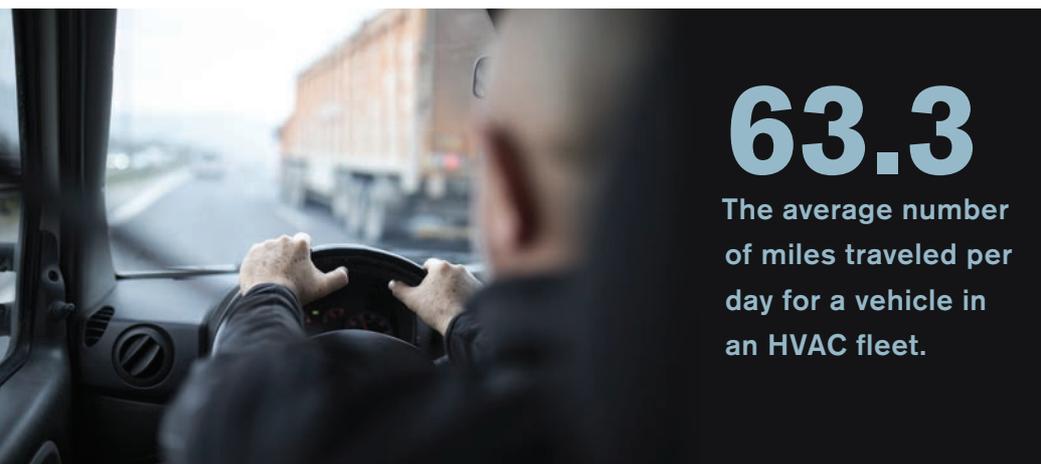
$20

The typical cost per vehicle per month for a common product investment used in a 10-vehicle fleet.

This includes necessary hardware, since it is bundled with the software.

ZERO TO TOO FAST

GPS solutions can reduce fuel costs at both ends of the spectrum: by tempering driving speeds, but also by reducing unnecessary idling. Software may also ask drivers to make better driving choices directly, without having to involve supervisors.

6 TO 8

The median number of stops each day for vehicles in the majority (over **83%**) of fleets. This is a useful metric, with more stops generally translating to more jobs and corresponding revenue.

NEAT FLEET

Of fleets with **10** or more vehicles, the most efficient was **Hurley & David** in Springfield, Massachusetts. The fleet's median number of trips per vehicle per day is **8**, with each vehicle averaging **44.7 miles** per day.

MERGE LANE

Data suggests that HVAC contractors are looking for solutions that incorporate dashcam technology, route management, and integration with popular dispatching software.