



Telematics for Trailer Fleets:

# **A Data-Driven Path to Real ROI for Fleet Maintenance**

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## Overview

**Asset uptime is a critical focus for fleet maintenance VPs and directors.**

The pressure to minimize downtime, control costs, and ensure reliable operations is growing. Roadside breakdowns, high out-of-service (OOS) rates, and inspection inefficiencies are daily challenges that contribute to inflated operational expenses and lower fleet productivity.

**Trailer telematics offers a powerful, data-driven solution to address these issues.**

By integrating telematics into fleet management, valuable insights empower directors to enhance maintenance tracking, optimize parts inventory management, and better balance team resources and equipment. This [comprehensive platform](#) not only improves trailer reliability and reduces downtime but also drives a strong ROI through better cost control and operational efficiency.

## Downtime and Revenue Loss

### Maintenance

About 20% of maintenance budgets are spent on addressing issues arising from unexpected breakdowns.

### Productivity

Every OOS hour can lead to potential losses of thousands of dollars, particularly in high-demand logistics.

### Out-of-Service

Fleets can lose up to 25% of productivity due to unplanned downtime.

# Efficient Fleet Management: The Challenges

## Cost Control

Managing fleet costs is an ongoing challenge. Unplanned repairs, inefficient parts inventory, or a downtime event leads to lost revenue. Fleet directors must manage these variables while balancing the total cost of ownership (TCO) for each trailer in the fleet.

## Roadside Breakdowns

Emergency repairs due to roadside breakdowns are expensive and result in disrupted schedules, pose negative impact on customer satisfaction, and increase safety risks to drivers and assets. Proactive maintenance is a key component in mitigating these challenges.

## Out-of-Service Numbers

Trailers that are frequently OOS lead to missed revenue opportunities. High OOS rates often stem from ineffective maintenance practices, lack of real-time visibility into trailer health, and delayed inspection processes.

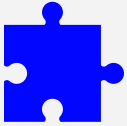
## Inspection Reliability

Manual inspections are time-consuming and prone to human error, and can lead to compliance failures, fines, and unscheduled downtime. Inaccurate inspections also elevate safety risks for equipment, cargo, and drivers. Enhancing inspection accuracy is crucial for maximizing uptime and reducing these risks.

Without proactive maintenance strategies, fleet managers may struggle with productivity and operational costs, missing potential gains of up to 20% in productivity and 15% in cost reductions amid challenges like parts availability.

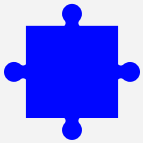


# Key Components to Solving Fleet Efficiency Challenges



## Reliable Equipment

Maintenance directors must oversee a fleet they can count on, with a streamlined process for monitoring trailer health and minimizing unexpected breakdowns. This reliability ensures that trailers stay on the road longer, enhancing productivity and profitability.



## Maintenance Tracking

An effective maintenance program is essential to keeping trailers in service and minimizing OOS rates. Maintenance tracking through trailer telematics provides real-time insights into each trailer's condition, alerting teams to emerging issues before they escalate into major, unexpected repairs and downtime.




## Parts Inventory Optimization

Fleet directors must maintain the right balance of parts on-hand to prevent both overstocking and delays due to out-of-stock trailer parts. Telematics data can help forecast part usage based on trailer health history, usage, and trends, enabling proactive adjustments to optimize inventory.



## Equipment-to-Team Balance

Fleet directors must ensure the operations team is neither overworked nor underutilized. Telematics data enables the efficient distribution of maintenance tasks, preventing operational bottlenecks while improving employee productivity and morale.



**Trailer telematics brings the pieces together to effectively overcome downtime challenges and revenue loss.**

# The ROI of Trailer Telematics

By leveraging trailer telematics, fleet maintenance directors can address pain points while driving a strong return on investment (ROI).

## Reduced Breakdowns

Telematics provides real-time data and alerts that allow maintenance teams to detect issues early and schedule repairs during planned maintenance windows. This reduces the frequency of roadside breakdowns and keeps trailers operational.

## Lower Maintenance Costs

Predictive maintenance based on actual asset health optimizes service schedules, reducing unnecessary repairs and extending the lifespan of critical trailer components. This results in [lower maintenance costs](#) and better long-term fleet performance.

## Improved Inspection and Compliance


Trailer telematics automates many aspects of the inspection process by continuously monitoring key metrics. This increases inspection accuracy, reduces the risk of fines, and ensures [compliance with safety regulations](#), enhancing overall fleet, cargo, and driver safety.

## Optimized Parts Inventory Management

By tracking parts usage patterns and predicting future needs, telematics helps fleet directors avoid costly stockouts or over-ordering. This leads to lower inventory costs and ensures trailers are repaired more quickly.

## Efficient Workforce Utilization

Trailer Telematics enables [better scheduling of maintenance tasks](#), ensuring the workforce is fully utilized without being overburdened. This improves repair turnaround times and reduces labor costs.



**Up to 30%  
Reduction in  
Downtime**

## Conclusion

### Extending Asset Value from the "Black Box"

As fleets expand and operational complexity increases, leveraging trailer telematics positions fleets for sustainable, long-term success. By [turning trailers into strategic assets](#), fleet directors can unlock real ROI and allocate resources to further their growth initiatives.

### Proactively Optimizing Operations

Trailer telematics provides a transformative solution for fleet maintenance challenges, offering real-time insights into trailer health, optimizing maintenance schedules, and balancing team resources and parts inventory. With the ability to reduce breakdowns, control costs, and improve fleet reliability, trailer telematics drives a significant ROI.

**Learn how FleetPulse's advanced trailer telematics is delivering higher return on fleet maintenance investments.**



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