



The Impact of ELD Mandate on A Total Mobility Solution



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Introduction

With this year's Electronic Logging Devices (ELD) mandate looming ahead, it's important for fleets to understand the impact it has on their business and strategically plan how to implement the new standards. Beyond choosing eligible devices and software to track, manage and share data, consider how those devices will be secured inside a vehicle. The right in-vehicle docking and mounting solution for devices not only protects the fleet's investment in equipment, but also ensures a safe and comfortable mobile office for drivers – reducing the risk of distraction and increasing productivity.

While initially the ELD mandate can be perceived as overwhelming and confusing, this regulation should be

looked at as an opportunity to not only meet, but exceed its expectations. Fleets should be thinking broader in order to set up their in-vehicle strategy for success, and consider their Total Mobility Solution. The right strategy is critical to not only save time and money now, but maximize the company's return on investment long term.

The following guide is designed to offer considerations and educate you on implementing an in-vehicle strategy that fits your fleets' needs. The more educated you are, the better equipped you are to clearly communicate your project requirements, goals and specifications with your team.

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Planning Your Total Mobility Solution

A Total Mobility Solution ensures a safe, comfortable and efficient mobile office for any fleet, and has several key components including software, hardware, connectivity and integration, docking and mounting and professional installation. There are numerous options available to fleet managers within each component, and each should be evaluated for their function and reliability in the field, and overall value.

SOFTWARE

Software solves business problems. The “problem” currently at hand is the ELD Mandate, as an example. Software will allow fleet managers to oversee GPS Tracking, Route Planning/ Mapping, Dispatch Software, Driver Management, and more.

HARDWARE

Appropriate hardware is essential to a mobility solution as it is the key to operating software. Fleet managers should consider the environment within which the hardware will operate — whether ultra-rugged, non-rugged or somewhere in between — in order to develop a solution to fit your fleet’s needs. As for the actual electronic logging device (ELD), it is important to note it is not the same as an automatic onboard recording device (AOBRD). The technical specifications are different. Manufacturers will be able to notify owners of existing AOBRDs if their devices are capable of being updated to meet ELD requirements through software updates. These updated devices must be certified and registered by the manufacturers on the Federal Motor Carrier Safety Administration (FMCSA) ELD registration page. An ELD can include portable ELDs and mobile devices — so long as it fully meets the technical specifications and is certified and registered. FMCSA’s registration page provides specific instructions and an interactive form to register ELDs.

CONNECTIVITY & INTEGRATION

Successful mobility solutions are supported by reliable connections to mobile networks, including back-end systems. Identify connectivity needs in terms of Internet access, SIMs services or cloud storage. Fleet managers should carefully consider the options they have before making a final decision.



DOCKING & MOUNTING



When considering a successful mobile solution, the safety of those in the vehicle is paramount to all other considerations. If not properly secured, hardware and equipment can become hazardous projectiles in the event of a sudden stop or collision. Quality docking solutions keep hardware in place, ensuring both safety and functionality by minimizing the risk of a device disconnecting in rugged conditions.

Fleet managers should consider a driver’s or passenger’s ability to see, operate and maneuver a device and its connected peripherals, including printers, keyboards, scanners and antennas. Successful mounting solutions organize in-vehicle equipment and conserve space for maximum usability, comfort and productivity.

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PROFESSIONAL INSTALLATION

To guarantee the effectiveness of a mobile solution, fleet managers should seek proper installation by professionals familiar with the docking, mounting and connectivity of the system. Manufacturer sales representatives can also be used as a resource to help ensure maximum product compatibility, develop a customized solution, identify bundling opportunities and connect fleet managers with warranties to add additional value to a purchase.

Docking and Mounting Considerations

As an in-vehicle docking and mounting expert, Havis has compiled a list of considerations for choosing the right docking and mounting solution for computing devices inside any work truck or fleet vehicle.

Safety

Rugged conditions and events like collisions can cause devices that are not properly secured to become dangerous projectiles, or interfere with the safety mechanisms that are already in place in a vehicle, such as air bags. Consider rugged docking and mounting solutions that have undergone safety and vibration testing to ensure that devices are secured in a variety of conditions. Docking and mounting equipment designed with these scenarios in mind will help keep drivers safe.

Another top concern when considering in-vehicle displays and safety is minimizing driver distraction. Distracted driving costs thousands of lives every year and has an average economic impact of \$123 billion each year in property damage, medical bills and workplace injuries, according to the National Highway Traffic Safety Administration. Consider solutions designed to work with devices and software to minimize physical and visual distractions. One example is screen-blanking technology, which is an easy-to-install solution that limits the functionality of a device while a vehicle is in motion. When it comes to distracted driving, investing in prevention can save lives as well as millions in potential fines levied against companies with employees involved in distraction-related accidents.

Comfort

Space in a vehicle cabin is already limited before adding a device, docking and mounting equipment. Consider slim or compact solutions that maximize available space, and are ergonomically designed with the driver comfort and usability in mind.

Where devices are positioned within the vehicle will also impact productivity. Docking solutions with swivel or tilt functionality allow users to comfortably position the device, helping to reduce neck and eye-strain. Accessories like detachable keyboards may add another level of comfort and convenience to the mobile office to improve productivity.

Integration

Many leading original equipment manufacturers (OEMs) work directly with docking and mounting solution providers to design equipment that is compatible with specific brands and models of vehicles or computing devices. This allows OEMs to control for quality and ensure that devices are properly integrated with mounting and docking solutions, peripherals and accessories. For fleets purchasing equipment, it means that docking and mounting solutions may be available for specific vehicle or computing device.

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To avoid the hassle and potential hazards of configuring multiple docking and mounting products into one solution, consider solutions that bundle compatible products. Bundled solutions ensure that all parts are fully integrated to operate properly as designed.

Guidance & Support

Beyond product quality and features, consider the support a fleet may need in choosing, installing and operating devices, software, and docking and mounting equipment. Recommendations from other professionals in the field are also useful when making a decision regarding a product or installation vendor. The right vendor will have the expertise to guide fleets towards a mobile office solution that accommodates their needs, meets standards and fits within a set budget.

Whether a fleet would be better served by a low-maintenance, self-contained solution that requires no drilling or hardwiring, or a larger investment for integrating ELDs into a vehicle's system, docking and mounting solutions are an integral part of effectively incorporating necessary devices into any fleet while ensuring safety and productivity. Your vendor partners and industry peers can be a valuable resource for referrals, and trusted information.

Productivity

One possible reason why e-logs have not had a measurable impact on capacity may be that fleets also use other technologies alongside their ELD applications. Fleets are leveraging their investments in e-logs with companion applications that help maximize fuel efficiency and safety. There are many ELD providers that offer platforms with performance applications — including video event recorders and route planning tools — that help fleets generate additional returns on investment. Fleets that use a simple ELD solution for compliance alone are “missing out on the opportunity that the mandate is bringing,” Pete Allen, executive vice president of sales for MiX Telematics commented in Commercial Carrier Journal. “ELDs are not designed to improve productivity, but fleet management technology is.”

ELDs alone can offer some returns by eliminating time that drivers spend filling out logs and the subsequent back-office administration. They also can increase drive time by 15 minutes a day or more, since ELDs record duty status activities to the minute rather than in 15-minute increments on paper log grids, Allen says.



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About Havis

Havis Inc. is a privately held, ISO 9001:2008-certified company that manufactures in-vehicle mobile office solutions for public safety, public works, government agencies and mobile professionals. For more than 80 years, the Havis mission has been to increase mobile worker productivity with industry-leading products that are built to the highest safety and quality standards and are designed with comfort in mind. With headquarters in Warminster, Pa. and an additional location in Plymouth, Mich., Havis currently employs 250 people. For more information, please call 1-800-524-9900 or visit www.havis.com.

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