

AssetWORKS



A CHAMPION'S GUIDE TO ASSETWORKS FLEETFOCUS



Fleet management continues to evolve, presenting new challenges and opportunities, as well as the need for fleets to adopt efficient data integration using AssetWorks FleetFocus. Our fleet management software, FleetFocus, is a comprehensive, web-based fleet and equipment management solution designed to revolutionize fleet operations. By leveraging FleetFocus, fleet managers can improve efficiency, reduce costs, and extend the life of their assets, setting them up to become fleet management champions.

UNDERSTANDING ASSETWORKS FLEETFOCUS

AssetWorks FleetFocus can track unlimited assets, users, and locations with an easy-to-use interface. FleetFocus handles all aspects of vehicle maintenance- including repairs, preventive maintenance, work orders, and operating expenses such as fuel and licensing. The software has already helped fleets save money by optimizing their maintenance scheduling and tracking labor to extend the useful life of vehicles.

FleetFocus provides a complete view of fleet operations by integrating historical maintenance data and real-time vehicle locations, and it breaks down data silos by integrating key systems like fuel, GPS, and telematics through APIs. Having fleet software with this approach ensures that all aspects of fleet management remain connected and accessible, enhancing operational efficiency and decision-making.

By leveraging these integrations, FleetFocus delivers robust features to optimize fleet management.

**“The simplicity
of FleetFocus has
greatly increased
the department’s
productivity by
eliminating two hours
of downtime per day.”**

**– Terry Howard, City
of Oklahoma City, OK**

ASSETWORKS FLEETFOCUS FEATURES

FleetFocus equips fleets with the tools for efficient management and optimization of their operations. Built on robust technology and over 40 years of industry expertise, FleetFocus integrates seamlessly with various systems to provide a centralized platform.

Below are the key features that make FleetFocus necessary for modern fleet management:



AssetWorks GPS

Fully integrated with FleetFocus, AssetWorks GPS combines advanced telematics technology with the fleet system of record, creating a robust platform for modern fleets. This solution automatically captures critical data from light and heavy-duty vehicles, trailers, yellow iron, and other high-value assets. The real-time integration with FleetFocus eliminates manual data collection, streamlining maintenance processes with accurate data.



Automated Fuel Management

AssetWorks FuelFocus is an advanced automated fuel management software system that integrates software and hardware so fleets can manage all consumable assets. Integrating FuelFocus and FleetFocus ensures data validation in real time. This includes verifying odometer readings and hour meters against values stored in a centralized database, providing accurate insights, and enhancing operational efficiency.



Integrations/APIs

AssetWorks APIs allow fleets to build and maintain their integrations- including the Work Order API and Financial API. The Work Order API manages assets and work order data, such as assignments and tasks, while the Financial API handles billing and cost information. More APIs will be added based on customer feedback and usage needs, with ongoing evaluations by the AssetWorks team.



Integrative Mobile Applications

Our fleet management applications are designed to be quick and highly mobile for roles across the fleet organization. Each app enables fleet customers to perform daily tasks with the convenience of mobile technology and the power of FleetFocus. Our mobile applications are connected and work wherever Wi-Fi or data is available, so all data can automatically integrate with FleetFocus.



Work Order Management

Work Order Management in AssetWorks FleetFocus includes comprehensive tracking capabilities for all work orders, including commercial work and billing. It keeps detailed records of historical costs and maintains an organized shop calendar. The system also handles recalls, tracks warranties, and monitors collision incidents.



Lifecycle Cost Analysis

Lifecycle cost analysis is straightforward with AssetWorks Capital Asset Management (CAM). This web-based solution excels at tracking replacement schedules for unlimited assets. CAM is divided into four primary modules, each addressing a key area of capital asset management: Analytics, Planning & Budgeting, Procurement, and Disposal.



Maintenance Scheduling and Alerts

FleetFocus schedules and tracks vehicle maintenance and repairs. The software does the manual work by reminding users to complete routine servicing, tracking maintenance history, and automatically generating reports. Not only does this allow managers to feel assured their vehicles are properly maintained, but it also reduces the risk of vehicle breakdowns to optimize fleet performance.



Charge Management Software

Charge Management Software (CMS) integrates with FleetFocus to manage electricity as fuel in real-time. This integration enables fleet and facility managers to track EV charging alongside petroleum and other alternative fuels. With CMS, charging session events are automatically integrated, eliminating manual data entry and reducing errors. These events and associated costs are applied to assets for internal billing, comprehensive cost analysis, and detailed historical reporting.

BENEFITS OF IMPLEMENTING ASSETWORKS FLEETFOCUS

By integrating advanced features and automated systems, FleetFocus brings numerous benefits to fleet operations, enhancing operational efficiency and cost savings.

Here are some of the key advantages of implementing FleetFocus:

Save Money

Areas that make up the most operating costs for fleets are fuel and vehicle maintenance. FleetFocus can save organizations money in those areas in several ways:

- **Fuel Savings** – FleetFocus helps reduce fuel consumption by optimizing routes, reducing idle time, and identifying fuel-efficient driving habits. This can lead to significant cost savings. To save more on fuel, managers can integrate FleetFocus directly with our automated fuel management software, FuelFocus, which offers continuous, real-time fuel management.
- **Maintenance Cost Savings** – Using FleetFocus, fleets can reduce their maintenance expenses by automating maintenance schedules, allowing fleets to identify potential maintenance issues before they become costly repairs easily, and help keep vehicles in good condition. This can lead to fewer breakdowns and repairs, reducing maintenance costs.
- **Insurance Savings** – FleetFocus provides the tools to track and monitor driver behavior, reducing the likelihood of accidents and improving driver safety. This can lead to lower insurance premiums and reduced liability claims for organizations. Integrating FleetFocus directly with our GPS fleet tracking solution allows managers to access all data under one platform- making it easy for fleet managers to stay on top of driver safety.

FleetFocus can also help avoid unnecessary ownership costs by using routine maintenance scheduling, work order and labor tracking, and parts and inventory tracking.

Simplified Driver Management

FleetFocus offers a centralized platform to store and update driver details and history. Having a place to view collisions, penalties, and incidents logged, pull a driver's history, keep notes about driver health, and anything else fleet managers desire, makes running a fleet easier.

To monitor driver behavior, FleetFocus can automatically send a notification whenever a driver meets a threshold of 'high-risk' behavior. This can cause a ripple effect, reducing the risk of accidents, fuel consumption, and other maintenance costs.

Reporting and Analytics

FleetFocus offers access to in-depth analytics and reporting capabilities allowing fleet managers to assess their fleet's performance with key performance indicators (KPIs) and make informed choices based on data. The abundance of data lets fleet managers make quicker and smarter decisions.

Reduced Spreadsheets

Implementing FleetFocus allows fleets to no longer rely on spreadsheets. The hours wasted entering data into Excel, resolving importing and exporting issues, communicating updates and changes among staff, and resolving human errors are time-consuming. FleetFocus is designed to overcome these challenges by providing a centralized platform accessible across an entire organization.

Improved Compliance

Leveraging FleetFocus can streamline compliance by automatically scheduling and tracking vehicle maintenance- including routine inspections, oil changes, tire rotations, and other maintenance tasks. FleetFocus helps ensure vehicles are regularly serviced and meet regulatory requirements.

Embracing FleetFocus not only allows for all the above benefits but empowers users to become FleetFocus champions- driving their fleet operations to new heights.

STEPS TO BECOMING A FLEETFOCUS CHAMPION

To become a FleetFocus champion, fleet managers must follow an effective approach that enhances their proficiency in managing fleet operations. By following these steps, fleets can maximize the software's capabilities to optimize their organization's fleet management strategies:

Effective Onboarding and Ongoing Support

Effective onboarding and ongoing support are crucial for becoming a FleetFocus champion. Training programs help new users leverage FleetFocus' features fully. To help, AssetWorks offers ongoing training through onsite tune-ups, providing personalized guidance and addressing specific needs as they arise. Additionally, our 24/7 support ensures that users have continuous access to expert assistance whenever needed.

Overcome Resistance

Resistance is inevitable when incorporating any new software or method into operations. To help build momentum for adding FleetFocus, get buy-in from key stakeholders, and address any of their concerns head-on. You can foster a positive environment where the transition is embraced by communicating the benefits of FleetFocus, demonstrating its impact on operational efficiency, and providing training and support.

Master Skills and Strategies Through Training

To be a FleetFocus Champion, you must first master skills and strategies essential for successful fleet management. FleetFocus champions understand the system's features and functionalities, so they understand what best practices to implement that align with their organizational goals.

FleetFocus Champions are also skilled in training their teams so everyone utilizes the software to its maximum potential. To help, we offer the proper resources to keep teams up to date:

- **Webinars** – AssetWorks hosts dozens of webinars on a wide range of topics every year. Our webinars provide attendees with the knowledge required to succeed, from electrification strategies to improving driver behavior.
- **Regional Training** – AssetWorks' customers get invited to attend regional group training events which consist of three full days of hands-on training with an AssetWorks fleet, asset, or mobile workforce management expert.
- **AssetWorks Academy** – The annual training event features four days of education and networking, offering classroom and hands-on training focused on enhancing proficiency in AssetWorks software. Attendees who use AssetWorks software daily gain valuable skills to improve efficiency and productivity.

FLEETFOCUS CHAMPION'S BEST PRACTICES

Becoming a FleetFocus champion requires a strategic approach, along with an in-depth understanding of the software and your organization's fleet operations. Achieving this status involves more than just basic FleetFocus familiarity; it requires a commitment to mastering FleetFocus and considering these best practices:

Take Advantage of Training and Resources

Participate in all available training AssetWorks offers and take advantage of the available resources to fully understand the software's capabilities. AssetWorks customers can get updated on new features and updates through our newsletters and by joining the AssetWorks Community.

Master Data Integration

Utilize the APIs to integrate FleetFocus with other systems, breaking down data silos and providing a complete view of your fleet operations. FleetFocus champions should also ensure that data remains accurate by routinely auditing and cleansing it to maintain reliability.

Optimize FleetFocus Utilization

Tailor FleetFocus for your organization's needs by customizing dashboards, reports, and notifications. Additionally, explore and utilize all features, from GPS/telematics to mobile capabilities, to maximize FleetFocus' potential.

Gather Team Feedback

Ensure all FleetFocus users are well-trained in using FleetFocus effectively, including logging work orders, managing inventory, and using mobile tools. FleetFocus champions should routinely gather feedback to identify areas for improvement to enhance the overall user experience.

Don't Forget About Reporting and Analytics

Use the reporting and analytics tools within FleetFocus to gain insights into fleet performance by identifying trends, monitoring KPIs, and making data-driven decisions. These reports can be used for organizational reviews to assess fleet efficiency and implement any necessary changes.

Promote a Culture of Accountability

Establish clear goals and KPIs for your team to achieve and monitor using FleetFocus. FleetFocus managers should recognize and reward team members who effectively utilize FleetFocus and contribute to improved fleet operations to make room for even more FleetFocus champions.



By following these best practices, you can become a FleetFocus champion, driving efficiency, reducing costs, and enhancing the overall performance of your fleet operations.

To begin your journey to becoming a FleetFocus champion, visit assetworks.com/fleet/request-a-demo.