ELD BUYERS' GUIDE

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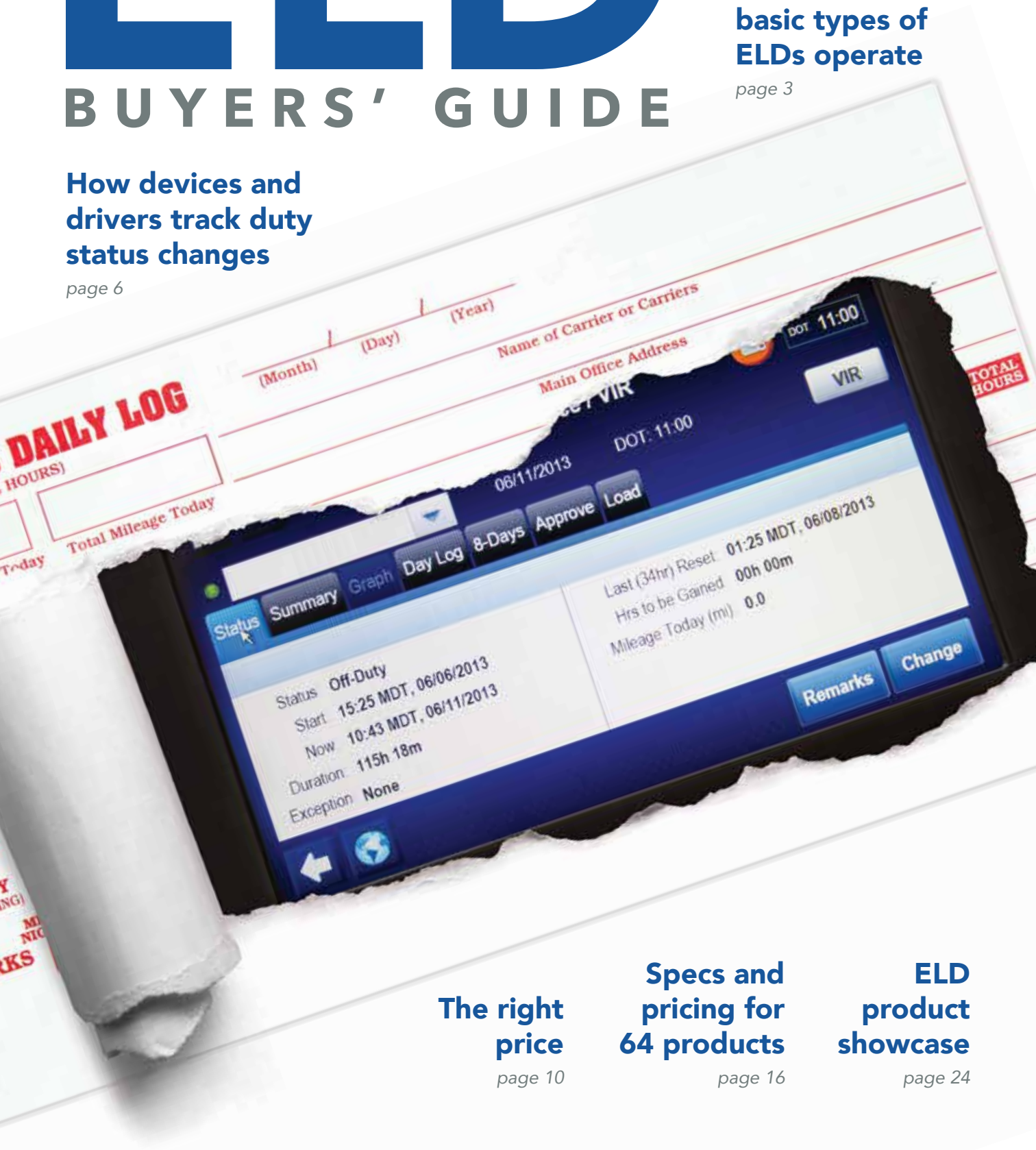

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DEC. 18 Flipping the e-log switch

Since the Federal Motor Carrier Safety Administration's late 2015 release of its final rule for using electronic logging devices, there's been a rising swell of ELD development. Customers can choose from hardware and software options offered by dozens of vendors, many of them new to the trucking industry.

This also means serious preparation on the enforcement side. FMCSA has had reported delays implementing its roadside data-transfer system by which officers will interface electronically with any of these systems. Nevertheless, the agency expects to have it in place prior to Dec. 18, the scheduled enforcement date for using electronic logs.

Fleet-focused onboard devices offer a lot of bells and whistles, but independent owner-operators are likely to gravitate to a baseline-compliance device. They can benefit from additional functions such as IFTA data collection, making mileage tracking automatic and easily reportable.

As you're making your decision, consider these issues:

Support. The final rule specifies an eight-day timeframe for repairing/replacing a malfunctioning ELD. Does the provider stock the kind of hardware inventory to meet such a quick turnaround? How are replacements/repairs handled?

For carriers needing more than eight days to replace any ELD, the rule also spelled out a process for requesting more time. It involves contacting your state's FMCSA division office and making your case.

FMCSA registry and compliance. Technically, compliant ELDs must be on FMCSA's registry of devices. The agency's vetting process does not entail testing for compliance, relying largely on manufacturers to self-certify that they meet the rule specs.

That's prompted worry among motor carriers about what happens if their device is later found to be noncompliant. FMCSA's website addresses that scenario: "FMCSA will work with affected motor carriers to establish a reasonable timeframe for replacing noncompliant devices."

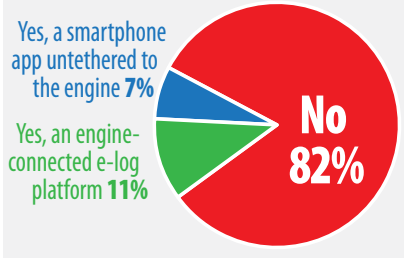
At this stage, part of the complexity involving the registry is that automatic onboard recording devices meeting fairly minimal requirements compared to ELD specs are essentially grandfathered through Dec. 16, 2019. The rule notes that any carrier installing an AOBRD prior to this year's ELD enforcement date can use that device until the 2019 date.

Practically, what that means is that enforcing the requirement to use a registry-listed device is unlikely before that time, particularly for carriers who comply with the ELD rule and install an engine-connected e-log prior to Dec. 18. So the registry's importance for carriers choosing ELDs at this stage is minimal.

As the comparison chart of devices beginning on p. 16 of the ELD Buyers' Guide shows, some established ELD vendors remain off the registry. Those providers consulted for stories in this buyer's guide, if not already on the registry, expressed plans for eventual ELD compliance for their products through firmware/software updates as the enforcement rollout progresses.

Nonetheless, for any product not listed on the registry, ask the vendor about its plans for registering its device and whether it has a plan for success and support for its product beyond 2019. ccj

DO YOU USE ANY FORM OF AN ELECTRONIC LOGBOOK IN YOUR OPERATION?



An *Overdrive* survey from a year ago showed minimal e-logging by owner-operators. Since then, many larger fleets have added ELD systems to get a jump on compliance before Dec. 18, but some independent owner-operators have yet to install an ELD.

EXEMPTIONS: FEW BEYOND OLDER ENGINES

Perhaps the biggest exemption to FMCSA's ELD requirement is the exclusion of trucks with 1999 and older model-year engines from complying. Narrower exemptions exist for the following applications:

- **Drivers in drive-away/tow-away operations, where the vehicle being driven is the commodity being delivered.**
- **Drivers operating under the time-card exception to the hours-recording rules – the 100- and 150-air-mile radius short-haul exceptions – exclusively.**
- **Drivers who occasionally keep a logbook but do not do so for more than eight days in any 30-day period.**

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How the two basic types of ELDs operate

BY TODD DILLS

All compliant electronic logging devices will share a common bond: They can record data coming in from the system that controls the truck's engine and component parts. The final rule from the Federal Motor Carrier Safety Administration was specific in requiring synchronization with the electronic control module. That's one of the reasons the agency didn't require ELDs in trucks with model-year 1999 or older engines.

The rule requires ELDs to automatically record date, time, location information, engine hours, vehicle miles and identification information for the driver, carrier and vehicle itself. Unless the driver is enabled for use of the vehicle in a "personal conveyance" mode outside of work hours, ELDs are required to record all of those elements "when the driver indicates a change of duty status or a change to a special driving category" such as a yard move, the rule states.

When in motion, ELDs are required to record all of the information on an hourly basis at a minimum. Many ELDs are offered as part of systems built for detailed tracking purposes, useful to fleets and owner-operators for purposes such as automatic notification of arrival times.

Those systems are capable of recording in a much more refined manner, and some may default to that. Providers may or may not have the ability to adjust the refinement.

Though there are plenty of variations, two types of ELDs have emerged, as labeled on the chart that begins on page 16:

In **dedicated unit** configurations, the device is supplied by the provider and is likely to remain in the truck.

BYOD ("bring your own device") systems allow buyers to purchase their own hardware for the driver interface, such as an owner-operator using an app on a personal Android- or iOS-powered smartphone. A carrier may seek out a deal on tablets to dedicate to its power units and drivers.

Dedicated units

Most older forms of electronic logging devices, known as electronic onboard recorders (EOBRs) or automatic onboard recording devices (AOBRDs), have been the dedicated-unit type. Two examples that have been available for years are Omnitracs' MCP series and PeopleNet's current products used by many drivers employed by or leased to larger carriers.

Many of these units provide ELD functionality in a single device package tied directly to the ECM by a cable and plug.

Like mobile phones, such units use connections to the cellular network and GPS functionality to deliver on the ELD rule's requirements for recording location, mileage and engine hours. Data storage occurs using a combination of the internet cloud, back-office servers and the device itself.

A notable exception among devices available for years now exists in the base model of the Continental VDO RoadLog, which is limited to hours of service recording and inspection-report functionality.

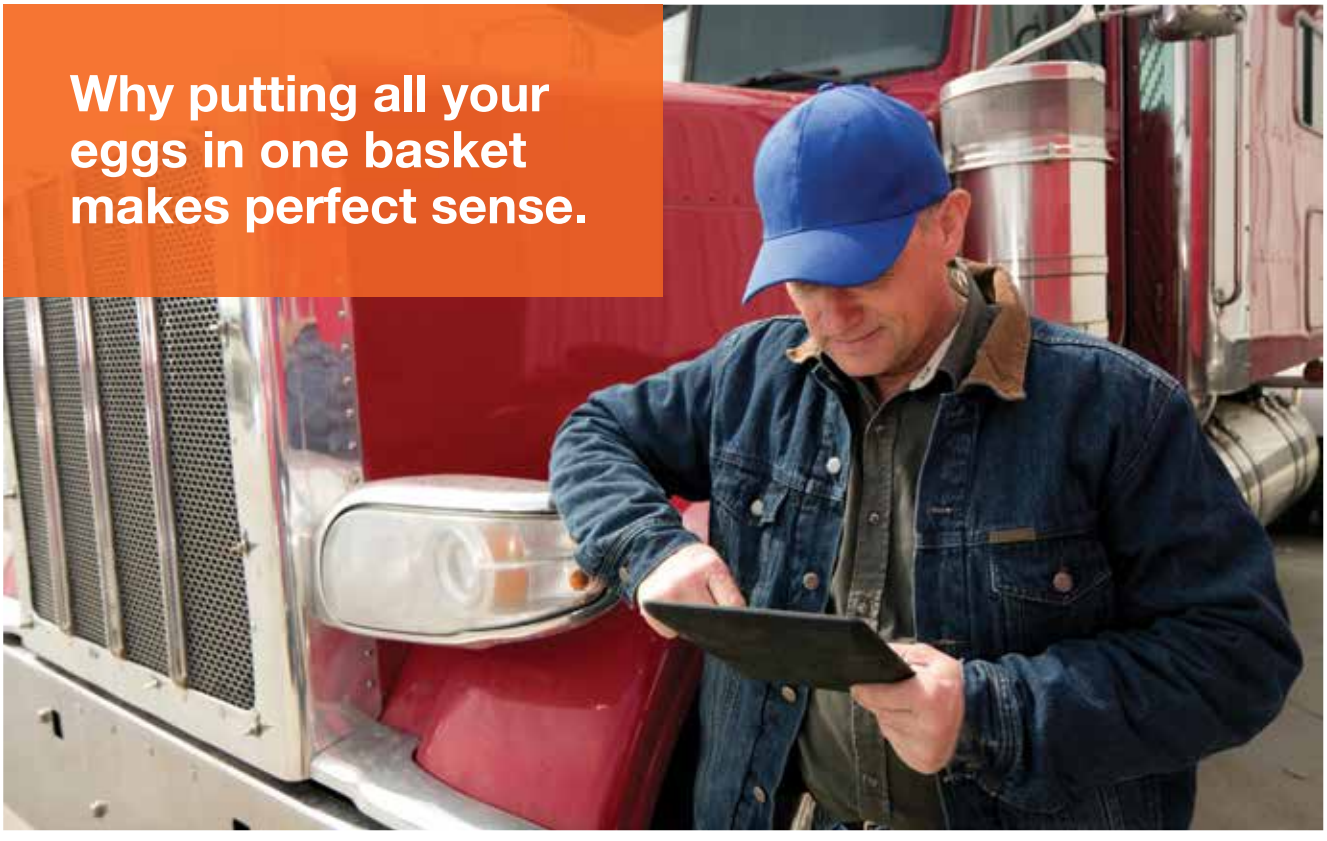
With no connection to the cellular network with the device, fleets and owner-operators manage data storage via a USB-connected drive to transfer records to a laptop or other computer.

Other dedicated devices may pair two pieces of hardware, bridging the gap between the traditional single-unit EOBR and the two-piece BYOD systems readily available today.

In most cases, those devices are in evidence on the chart when a BYOD and a dedicated version exist from one manufacturer. While the J.J. Keller Encompass and Rand

ISE Fleet Services' eFleetSuite baseline compliance device is a dedicated unit with its own cellular data connection but without a lot of extra functionality beyond logs.

Why putting all your eggs in one basket makes perfect sense.



ELD is here, it's real and it's now.

But not all ELD solutions are created equal, so what are the right questions to ask before deciding on an ELD provider?

The first question is usually a financial one. Do you want to comply for the least possible cost, or do you see ELD as an opportunity to solve a series of other compliance issues at the same time?

If you run a mixed fleet of trucks, trailers, reefers and straight trucks then ELD is arguably the perfect opportunity to make your operation a whole lot smarter and more efficient.

By looking at ELD as a feature within a suite, rather than a standalone system, operators can use the compulsory investment in ELD to address other compliance challenges, such as FMSA, DVIR and IFTA. This saves money because it displaces the technical solution ordinarily required for each mandate and also allows operators to introduce efficiency and safety features, that will more than offset any additional cost.

The usual argument is that features included as part of a suite, are never as good as a dedicated system. If you're buying a stereo that's probably right, but if you're buying an ELD solution then it's wrong. ELDs that are integrated into a suite are better, because they can drive other tasks and business processes, like DVIR and job dispatch.

CORETEX
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The best ELDs are:

- Easy for drivers and back office staff to learn and use
- Able to support a range of different rule sets and driver types
- Easily portable between vehicles
- Integrated into a broader system
- Rock solid and reliable

For operators that haul reefers, FSMA is about to become a big deal, with some serious consequences for operators caught asleep at the wheel. The right fleet management solution, will give operators all the two-way remote control tools necessary, to meet their FSMA obligations and become a preferred carrier. And, in the case of straight trucks, it should achieve this using a single piece of in-vehicle hardware.

Beyond FSMA, ELD, DVIR and IFTA, the right fleet management system should incorporate a host of other features that help operators run safer and more efficient operations.

Integrated features include:

- High Definition vehicle tracking
- ABS / Remote tire inflation monitoring
- Driver behavior monitoring with camera monitoring as an option
- Trip replay and black box reporting
- Engine management data reporting
- Service manager

In the same way that not all ELDs are equal, not all fleet management solutions are equal. The best systems:

- Allow operators to see their fleets in High Definition from the same platform
- Are active, rather than passive, allowing operators to manage by exception
- Are tightly integrated into all of the major Transportation Management Systems (TMS)

So, if you're a fleet operator and you see ELD as an opportunity to change your business, then you should look for an integrated fleet management solution, like Coretex 360, that offers ELD as part of a powerful suite of fleet management features.

Don't just log hours. Get more out of them.

Turn compliance into a competitive advantage with a fully integrated ELD solution.

coretex.com/eld

McNally HD100 systems both are BYOD-capable, they also are offered with company-branded Android tablets that come preloaded with software: the Compliance Tablet from J.J. Keller and the TND from Rand McNally.

Any fleet or owner-operator willing to make the investment in dedicated tablets can turn a BYOD system into a dedicated one.

Jack Schwalbach, who manages the private fleet of Reinders, a Wisconsin-based turf and irrigation products company, moved all of his trucks' tablets to ELD functionality by signing on with Geotab's program for leasing engine-connection hardware to pair to tablets.

"We have dedicated tablets," Schwalbach says. "The tablets are used just for logging – the data plan, we have locked down. Everybody's got their smartphone on their own, so they use that" for anything else.

Bring your own device

The "bring your own device" phrase and its BYOD acronym came into use with the profusion of smartphones over the past decade. In trucking, it's a common term to describe a major part of today's ELD market.

Dozens of providers are offering their own versions of BYOD systems. A BYOD-configured ELD consists of a "dongle" that connects to the ECM via the cab's onboard diagnostics port. The dongle typically pairs via a Bluetooth connection with a smartphone or tablet to transmit data.

Software from the ELD vendor on your smartphone or tablet enables you to change duty status manually when you stop. When your vehicle goes into motion, the ELD automatically will shift to the drive line in the logbook.

Variations exist. The engine-connection dongle may or may not have a cellular connection. In the case of the KeepTruckin ELD, the ECM-connected device maintains a GPS connection but no cellular connectivity itself. For that, the system relies on the connected smartphone or tablet and its data plan.

Meanwhile, Geotab's Go — also a BYOD solution (and marketed as the Transflo ELD T7 by Pegasus TransTech) — maintains its own cellular connection and is capable of being updated and troubleshot over the air if software/firmware updates are needed. CCJ

How devices and drivers track duty status changes

BY TODD DILLS

Previous versions of rules that would have mandated electronic logs for some carriers would have required the devices to notify drivers regarding their hours status when they were approaching a limit. That feature is not a part of the device specs for the new rule, but many e-log providers offer quick-glance views, such as the one shown from ERoad, that amount to quick-compliance dashboards, showing time remaining in the daily and cumulative hours limits.

While electronic logs generally automate parts of logkeeping and in some ways simplify the rest, they still require direct driver involvement in most duty status changes. As any driver will know, too, turning the entire process over to a device and its interaction with the truck just isn't possible.

As with paper logs, drivers using electronic logs are in control of all duty status inputs. The exception is the drive line, which functions automatically as specified by the Federal Motor Carrier Safety Administration's final rule. It's also the only status the driver will be unable to edit directly through his driver login.

To minimize the need for annotations required with any edit, the long-in-practice habit of "catching up the logbook" by drivers will mostly fall by the wayside. With no pencil to be pushed across paper, as long as the device is operational and open, duty-status changes happen with the simple push of a button in real time.

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Edits made by the driver are possible for every line but the drive line, which is locked down since drive time is based on vehicle movement. The drive line can be edited from the administrator's account to classify an unassigned driving event or drive time as personal conveyance or a yard move.

Any edits made from the administrator account in the back-office login must be certified as accurate by the driver. This occurs through the driver's user interface of the ELD when the edit is made.

An independent owner-operator may have two separate logins for the system: one as a driver, the other as the administrator. An independent lacking two email addresses may need to get a second one. Some systems require unique addresses to associate with the logins as administrator and driver-user.

When it comes to the look and feel of the user interface that e-log provider companies are required to produce, the ELD final rule leaves plenty of room for variation. It did, however, make these requirements of all ELDs:

1) A graph grid of any driver user's hours analogous to that used in paper logs, showing the various off-duty, sleeper berth, driving and on-duty not-driving lines. The grid display – or as an alternative, a printout, being used by Continental's VDO RoadLog device and its built-in printer – is intended for quick interpretation by law enforcement. This serves as a backup to other required methods of data transfer.

Most providers integrate the grid into the driver's basic log view on the interface. Many reproduce it with further information in a special inspection screen for display to law enforcement, similar to what officers are used to seeing on paper today.

2) On-duty driving status is required to be triggered automatically when the speed hits 5 mph. If the driver is not logged into the system prior to that change in status, an "unassigned driving event" is recorded by the system and can be reconciled only from the administrator account, not via the driver interface.

According to the rule, after a driving status is triggered, the vehicle is considered in motion by the ELD until "speed falls to 0 miles per hour and stays at 0 miles per hour for 3 consecutive seconds," after which manual duty status changes are possible.

FMCSA noted it would expect that in most cases drivers would make a duty status change in such an event before shutting the vehicle down. The ELD will record all engine on/off activity.

3) The default duty status for any ELD is on-duty not-driving. Absent a driver's direct change, after the vehicle has been in motion, the ELD automatically should transfer the driver to Line 4 after the vehicle has been stationary for five minutes.

4) Yard moves functionality was specified in the ELD final rule as a way for carriers to move vehicles around company terminals without automatically triggering an on-duty driving status.

Yard-moves mode for particular drivers will be enabled from the administrator account and then selected by the driver when making a yard move. The default status for a yard move is Line 4, on-duty not-driving.

5) Personal conveyance uses of the truck while off-duty also are enabled from the administrator account for drivers. The personal conveyance mode then can be selected by the driver using the truck for personal reasons during off-duty periods.

Once selected, the default duty status is off-duty for the ELD for as long as it's selected, including when in motion. GPS refinement is reduced during personal conveyance mode selection from a 1-mile radius to 10 miles.

6) Various hours exemptions and special rule variants such as those pertaining to the 30-minute break and rules for oilfield operations can be handled as they have been, FMCSA's rule states, via notes sections to the logs.

With the exception of yard moves and personal conveyance, "all other special driving categories, such as adverse driving conditions … or oilfield operations … would be annotated by the driver, similar to the way they are now."

However, numerous ELD providers support special oilfield rule sets, including Apollo, E-Log Plus, Hutch, Omnitracs' XRS device, PeopleNet and others. CCJ

Courtesy of Mobile Warrior

Ray Cox, Mobile Warrior sales director, says his company's iDDL device has a "touch-free ELD gauge." The screen, locked while the truck is in motion, "shows the driver everything going on from a compliance perspective. Our gauge will show how many hours and minutes are left before the driver must take a 30-minute break or how long they have left for driving, and if they have any violations that need to be addressed."

You wouldn't trust your security with a newcomer. Why risk your entire fleet with one?

Experience matters. With the ELD Mandate just around the corner, a lot of inexperienced, untrained operators are popping up, promising quick fixes. But choosing the wrong ELD provider can turn around and bite you in the, er, assets. You could end up with a non-compliant device, lousy ongoing support and significant fines. With decades of experience and a proven track record, Zonar® is a smart call.

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The right price

In the crowded ELD market, a few companies set themselves apart with systems requiring no monthly fee

BY TODD DILLS

Longtime GPS device maker Garmin recently became just the fifth ELD provider out of more than 60 to offer a device that's operable without a direct ongoing monthly service fee. Garmin's eLog device, shown in the hand in this picture of a demo unit, retails for $250 and can pair with Android- and iOS-powered devices, as well as devices in Garmin's dezl line of GPS navigation devices.

As efforts to derail the electronic logging device mandate continue to fail, more fleet owners are considering their options. With the mandate's Dec. 18 enforcement date only a month away, software and hardware providers old and new are trying to set themselves apart.

For the fleet owner who's certain to be part of the industry for a long time and who wants simplicity at a low price, the devices available without a monthly subscription fee can be a good match.

As of press time, five providers offered either a dedicated-unit or BYOD (bring your own device) ELD for a onetime purchase price. For the four BYOD devices here, freeware installed on a phone or tablet supports the engine plug-in for full in-cab and/or back-office functionality. For the one dedicated unit provider, Continental's VDO RoadLog is supported via laptop software and a USB-based data transfer device for updates.

Prices overall have continued to fall. What might be the most affordable device, One20's provocatively named F-ELD, is available for $170 and even less for drivers eligible for discounts.

If results of a 2016 Comdata survey are any indication, the F-ELD and other generally low-cost ELDs are about to see a surge in orders. Cost was identified as the top selection criteria of a third of all respondents.

Cost was a factor for Utah-based Wade Spencer, owner of a four-truck fleet of Freightliner Cascadias outfitted with Blue Ink Technology's BIT ELD. The BIT electronic control module plug-in device is available for $295, ordered directly through the company's website. Free smartphone/tablet apps available for both Android and iOS devices provide the driver interface.

For his reefer fleet, Spencer invested in four BITs for his own 2015 Cascadia, the truck of his Utah-based partner-owner and two operated by drivers in Ohio. To serve the company's principal shipper account, Spencer and the partner load out of Utah and meet the company's other two Ohio-based drivers in Morris,

The Zed ELD's U.S.-based support team is available from 8 a.m. to 6 p.m. ET, says sales director Jill Nowlin. "Drivers have the ability to contact support straight from their [Zed] mobile app, direct calls or through the Fleet Management portal as well. They can also email through phone, app and the website." Nowlin also expressed confidence, as did other suppliers featured in this story, in the company's ability to replace a malfunctioning ELD unit in eight days or less, as the ELD final rule stipulates carriers must do.

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CELLULAR SERVICE CAN ADD MONTHLY FEES TO ELD

Most any BYOD-type ELD with dedicated tablets will come with monthly costs for a data plan. In the case of Wade Spencer's four-truck fleet, running the BIT ELD from Blue Ink Technology, the ECM plug-in devices are paired with dedicated $10 LG tablets. These come with their own fees for cellular service, necessary for the ELD to work properly.

In Spencer's case, that amounts to about $20 a month per tablet on his unlimited data plan. If he tried, he says, he could negotiate that cost down, given the BIT ELD uses only about 200 megabytes per month.

If you're pairing BIT or another BYOD with a smartphone or tablet you already have with a service plan, such cost wouldn't necessarily figure into your back-of-the-envelope return-on-investment calculation. Also keep that 200-MB data figure in mind when considering lumping ELD service into a pre-existing data plan. It's probably a good estimate, unless perhaps the device is collecting/communicating position data more frequently for IFTA purposes.

Spencer says BIT estimates a 700-MB monthly figure per ELD with its add-on IFTA featured enabled. Other companies have estimated a good deal less than both figures.

Cellular services can be limited to particular functions with most cellular providers. As other fleets have done, Spencer locks down the LG tablets to just a few functions (BIT, the company website and email, CoPilot truck navigation). For functions such as Netflix viewing during downtime, drivers can use a WiFi connection.

The web-based administration back end of Blue Ink Technology's ELD system is four-truck-fleet owner Wade Spencer's portal into his company's hours of service records. Blue Ink provides the portal free for all buyers of its BIT ELD and offers IFTA recording and other features for a price.

Continental's VDO RoadLog is the only dedicated ELD with a built-in printer for log checks, which sales manager Jeff Waterstreet believes roadside enforcement is going to like as states continue to transition to electronic ELD data transfer. At press time, FMCSA continued to work on building out infrastructure for that, and most states had yet to be close to implementing it.

Illinois, to swap loaded reefers with the others' empties.

Adding ELDs was just another expense to be minimized. Spencer says his biggest issue with another BYOD ELD product he tried, BigRoad, was its monthly fee. BigRoad charges $25 per truck for full ELD service.

With BIT, he's eliminated those fees and also mitigated an issue he saw with BigRoad and BYOD ELD competitor KeepTruckin. "They don't leave things simple" when it comes to the driver's navigation upon making changes, in Spencer's view. "My partner's 72 years old, almost done [trucking]. I'm 47. One of our [Ohio] drivers is 58 or 59, one is 68. I've got older drivers who can't stand change and technology."

With brothers Mike and Chris Riegel of Blue Ink, Spencer believes he's found a company committed to simplicity.

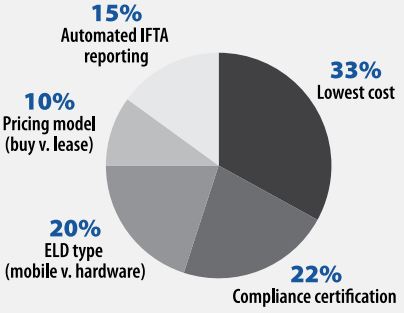
"I said, 'If you're going to make changes, leave the old version, or have the option to leave the screens as they sit. I cannot deal with lots of changes with these guys who just don't want to deal with technology.' " Spencer proposed a fix, and they accommodated that and other suggestions, he says.

All five companies to one degree or another sing the same tune, offering low costs and simplicity to appeal to the small fleet market.

Zed, whose Zed Connect ELD is its first product, was launched by Cummins as a separate but affiliated company to provide technology features to fleets. "There are a lot of truckers out there who don't want to have that monthly fee and the charges for a lot of things that aren't applicable to their business," said Jill Nowlin, sales director.

One20's marketing of the F-ELD,

CARRIERS' MOST IMPORTANT ELD SELECTION CRITERIA



More carriers cite low cost over any other factor in choosing an ELD.

SOURCE: 2016 COMDATA SURVEY

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INNOVATIVE PRICING AS COMPETITION HEATS UP

BIGROAD: Smartphone logging app and ELD provider BigRoad offered an incentive to users and others in its efforts to make a bigger splash with its DashLink ELD: Join its network of referrers, and get $75 for each tracked referral. The referral program's not limited to current BigRoad DashLink subscribers; the company says it's open to the public. The company views the program as one way to potentially "offset the financial burden of electronic logging devices." For rewards to be delivered, the referred customer must sign up for a one-year contract, paid upfront. BigRoad's DashLink product is available for no initial hardware cost, with subscription fees at $19.50 monthly, a three-month-free promotion also offsetting costs.

MAGELLAN: Longtime GPS provider Magellan's new ELD software is capable of operating in a BYOD configuration with select Samsung tablets and smartphones. The company also is offering an ELD bundle, including the first three years of service, for an MSRP of $849. The companies pitch the Magellan/Samsung partnership as a way to separate work and play on Samsung's marquee TAB-E tablet. Drivers can use the device in both ways, with sophisticated truck-specific navigation easily toggled to the hours of service software module, with access to online streaming, games and more via the tablet's consumer-focused features. The ELD bundle includes a ruggedized mounting device, the Samsung tablet, ECM connector and more. After the first three years, owners can choose to renew annually or on longer terms at a price comparable to what other ELDs are offering, between $15-$25 monthly.

The Magellan ELD's marriage between sophisticated navigation and its electronic logbook allows for one-touch toggling between the two.

KEEPTRUCKIN: For carriers contracted with the TQL brokerage, the KeepTruckin BYOD-type ELD offered a 20 percent discount on the $20 monthly fee associated with its product. Carriers contracted with TQL, the No. 2 largest truckload brokerage in the nation, are eligible to take advantage of the discount for a $16/month rate (no startup costs) on the KeepTruckin service. KeepTruckin's basic smartphone-based log book has long been among the two most popular with drivers. (BigRoad is the other.)

as suggested by the name, is targeted directly to those who see the mandated shift to e-logs as little more than a nuisance or worse. The driver-oriented company's principal smartphone app attempts to harness the buying power of groups to deliver discounts on services and products on the road.

Continental has long spoken of its noncellular base model VDO RoadLog as a small fleet-focused device. Sales manager Jeff Waterstreet notes ongoing confidence in that pitch, though the RoadLog is the most expensive among devices without monthly fees.

"VDO is maybe the only appliance-type device that's out there specifically designed to record hours of service, Waterstreet says. Also given that it doesn't open up a cellular connection to the internet, Waterstreet believes it will appeal to a small fleet interested in covering the need for an ELD with a device dedicated to logging and little else.

The company's positioned to service its user base in the event of malfunctions, given a distribution network that includes most major truck dealers. Hotshot driver Buster Lewis, based near Charlotte, North Carolina, runs with the VDO RoadLog and lauds Continental's technical support. "This company has treated me like I have a fleet of trucks," Lewis says.

The RoadLog comes with a built-in printer and a one-year warranty, which the company honored twice for Lewis after early iterations of the product gave him trouble.

Yet another trucking household name has gotten into this market, turning heads earlier in the year when it announced intentions to market a no-monthly-fee ELD product. Garmin's eLog ECM plug-in ($250) is operable with BYOD Android and iOS devices and also is compatible with the company's dezl line of truck-specific GPS navigators.

Says Tim Farrell, Garmin's national accounts sales manager, "We saw a need for one that was not going to require a subscription and major installation processes with third parties being involved."

The Garmin eLog plugs into the diagnostics port and has a built-in nine-pin connector.

"We also include a six-pin adapter," enabling it to cover the majority of commercial trucks, Farrell says, though Mack/Volvo is a bit different. "No subscription is a huge benefit," he says.

Farrell also sees his company's pricing model as covering a hole in the ELD market, one that's going to give all of them a leg up in the mad dash to adopt as Dec. 18 approaches.

"We've definitely tried to make sure we've got things set up with our distributor partners and key retailers that will be carrying it," Farrell says. "It's a sort of onetime thing. It's a push all at once, and it may be a consistent sales volume after that." ccj

Factory-fit telematics work with ELD partners

BY AARON HUFF

In a perfect world, any ELD software developer could leverage the mileage and engine data from telematics devices that truck makers install at the factory. The data could be accessed by a mobile app through a local Bluetooth connection or be fed to apps installed on a truck's touchscreen infotainment system.

Absent a printer as a backup, the ELD rule requires that logs be viewable by law enforcement officers in a display. For this reason, it might not make sense for truck makers to install a computing device with a non-mobile display, says Wes Mays, director of OEM solutions for Omnitracs.

While truck makers are not in the ELD business — at least not yet — their investments in remote diagnostics and telematics can pay dividends for third-party ELD providers.

Paccar installs a PeopleNet telematics unit in Kenworth and Peterbilt trucks with Paccar MX-13 engines at the factory. To run PeopleNet's eDriver Logs application, truck owners would need to purchase or lease one of the vendor's driver displays, but they would gain additional value beyond compliance.

"The customer gets access to Paccar's detailed and advanced maintenance services preloaded on the device, along with PeopleNet's fleet management capabilities," says Eric Witty, vice president of product for PeopleNet.

Daimler Trucks North America installs Zonar's telematics unit, the V3, in Freightliner and Western Star trucks at the factory. DTNA uses V3 to power its Virtual Technician remote diagnostics service, allowing Zonar's Connect and 2020 tablets to run the ELD application.

The 2018 Freightliner Cascadia has a new platform with the capability to integrate with other third-party ELD applications, says Greg Treinen, sales and marketing manager of connectivity for DTNA.

Navistar recently expanded its OnCommand Connection diagnostics platform. The company rolled out OnCommand Connection Telematics and OnCommand Connection Marketplace, which features an ELD app. See the chart on page 16 for more information. CCJ

Courtesy of Mack Trucks

Mack Trucks and Telogis are offering a free 30-day trial of Mack Fleet Management Services with Telogis Fleet. As with Volvo, Telogis has a connectivity agreement with Mack, allowing the telematics service provider to use data from Mack's factory-installed telematics device to deliver on a variety of management applications, including electronic logs.

Provider	A1 ELD	Apollo Solutions	AT&T Fleet Complete	ATS Fleet Management Solutions	BigRoad	Blue Ink Technology	Blue Tree Systems	CarrierWeb
Device Name	A1 ELD	Apollo	AT&T Fleet Complete HOS	ELD ABW w/ ATS e-Track Certified	DashLink ELD	BIT ELD	BT500	CarrierMate
Type of Device	BYOD | Android | or dedicated unit	BYOD | Android, iOS	BYOD | Android, iOS | tablet options available	BYOD | Android	BYOD | Android, iOS	BYOD | Android, iOS	BYOD | Android	Dedicated unit | two options, Win-CE (5700) and Android (7000) OS
Initial cost	$69 BYOD, $195 dedicated	$0 with lease, $75 to purchase ECM link	$0	$99 (includes first month of service) or $199 (includes first year)	$0 with lease, option to bring own engine-connection hardware	$295	$0 with lease/ purchase over 3-5 years	$749, lease options available
Ongoing lease or service fees per truck	Monthly: $17-$43 depending on options	Monthly: $15-$40 depending on options	Monthly: $25 and higher	Monthly: $15	Monthly: $15 per user, $10 per truck; $15.60 per user/truck for first 15 months for 1-2-truck 0-0s	$0	Monthly: $20-$55 depending on options	Monthly: $31 and lower
Other capabilities beyond logs	IFTA, truck routing, navigation, dispatch	IFTA, AOBRD/ ELD operating modes, signature capture, proactive notifications, back-office integration, Canada/California/oilfield support	Customizable for fleet management functions, dispatching, engine diagnostics, geofencing, driver behavior reporting/ management, more from Fleet Complete Store	IFTA, optional close support software; ELD ABW otherwise is a baseline compliance device, and ATS provides e-Track Certified software that powers it	Document capture and sharing, engine diagnostics, back-office dispatch geared to small fleets	IFTA, fault code reading, maintenance features available	Wi-Fi hotspot, driver scoring (in performance, safety and compliance), navigation, jobs workflow management, reefer temperature monitoring	Driver/truck performance and engine diagnostics/ preventive maintenance reporting, in-cab scanning, navigation; road segment speeding available at additional cost
On FMCSA registry?	Yes (powered by HOS247)	Yes	Yes (powered by BigRoad)	Yes	Yes	Yes	Yes	No
Find more information	A1ELD.com	AssuredTracking.com	ATT.FleetComplete.com	ELD.ABW.com	BigRoad.com	BlueInkTech.com	BlueTreeSystems.com	CarrierWeb.com

Provider	Cartasite	Continental	Coretex	Dispatching Solutions	DriverTech	Eclipse Software	E-Log Plus	ELD Solutions
Device Name	DriveTime	VDO RoadLog	Coretex Drive	DSI eLogs	DT4000 Rev 7	RapidLog ELD-200	E-Log Plus	ELDS
Type of Device	BYOD | Android, iOS | or paired with ruggedized tablet	Dedicated unit	Dedicated unit	Dedicated unit or BYOD | Android, iOS	Dedicated unit	BYOD | Android mobile device or Windows laptop	BYOD | Android (iOS coming soon) or paired with ELP-branded Samsung tablet	BYOD | Android or paired with dedicated tablet
Initial cost	$0 with lease, $600 approximately with dedicated tablet	$700, or $0 with lease option	$750	$450-$700 depending on hardware, capabilities	$799	$299	$169 in BYOD configuration, higher with tablet	$0 with 3-year hardware lease
Ongoing lease or service fees per truck	Monthly: $15-$30	$0 for logs, DVIR, IFTA miles	Monthly: $40 and higher	Monthly: $20 for ELD, $40 for ELD and GPS	Monthly: $30 and higher depending on options	Monthly: $15-$35 depending on option package	Monthly: $19	Monthly: $20 and higher for BYOD, $50 and higher for dedicated
Other capabilities beyond logs	IFTA; work order dispatching; option to pair with driver safety features, scorecards, GPS tracking, notifications and additional fleet management tools	Built-in thermal printer, real-time data transfer, fuel consumption, engine diagnostics, driver scorecard, integrated dispatch for small fleets	IFTA, driver behavior monitoring, EMS data, vehicle service manager, tracking, replay	GPS tracking, transport and order management, smart forms, alerts, geofencing, IFTA, device events, more	Dashcam w/ critical event capture; navigation; integrations with some TMS, diagnostics and tire-inflation providers; smartphone app to link business processes to drivers	Special pricing for current log-audit customers, IFTA, route tracking, phone lock, three-tiered compliance warnings	IFTA, maintenance alerts, oil-field-capable, auto-backup to cloud storage account, supports up to 6-driver slip seat	IFTA, driver communication, geofencing, engine diagnostics, custom alerts, 100+ reports, third-party software integrations
On FMCSA registry?	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes
Find more information	Cartasite.com	VDORoadLog.com	Coretex.com	DSIMobile.com	DriverTech.com	RapidLog.com	E-LogPlus.com	ELDSolutions.com

Provider	ERoad	Fleetmatics	FleetUp	Forward Thinking Systems	Garmin International	GeoSpace Labs	Geotab	Gorilla Safety
Device Name	ERoad ELD	Reveal Log-book ELD	FleetUp	Field Warrior	Garmin eLog	HG100	Geotab Go	Prime8 ELD
Type of Device	Dedicated unit	BYOD | Android	BYOD | Android, iOS	BYOD | Android (iOS coming soon) | or paired with dedicated Garmin Fleet	BYOD | An-droid, iOS (also compatible with dezl GPS navigators)	BYOD | Android, iOS	BYOD | Android, iOS	BYOD | Android, iOS | hard mount op-tions available
Initial cost	$0 with monthly plan	$0	$0 with lease	$0 with hard-ware lease	$250	$0 with one-year service commitment, otherwise $129	$170	$175 to purchase, $7 monthly to lease
Ongoing lease or service fees per truck	Monthly: $35-$60 depending on options	Monthly: $46	Monthly: $25 and higher	Monthly: $10-$40 depending on device type	$0	Monthly: $17	Monthly: $20-$30 ap-proximately	Monthly: $12-$24
Other capabilities beyond logs	Electronic weight-mile tax, IFTA, IRP recordkeeping; driver behav-ior reporting/ management; maintenance, fuel and other management functions; geofencing and retro-spective event tools; TMS integrations	Work opti-mization, over-the-air updates, IFTA data collec-tion, engine diagnostics, route optimi-zation	Patented fuel waste analy-sis, e-mainte-nance, engine diagnostics, IFTA, geofenc-ing, voice-over HOS, driving and vehicle alerts, complete trip history, full fleet management solution	Geofencing, maintenance tracking, driv-er scorecards, IFTA, systems integration, truck-specific navigation, live-stream-ing cameras, signature/ image capture, roadside assis-tance program, more	IFTA, local transfer of logs via USB/ Bluetooth during inspec-tions, in-device storage, quick-glance compliance	Maintenance resolution/ tracking, paperless manifests and barcoding, dispatch, time-card functionality, route logging, signature capture, detention tracking/bill-ing, mapping	IFTA data collection, engine diag-nostics, driver scorecards and coaching, safety/risk management functions, data integration for management, IOX expansion, more custom add-ons from Geotab Marketplace	Fleet manage-ment portal, user/vehicle list details, driver alerts, integrated AOBRD option, short haul and e-log settings available for blended fleets, various pack-ages available
On FMCSA registry?	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Find more information	ERoad.com	Fleetmatics.com	FleetUp.com	FTSGPS.com	Garmin.com	Geowiz.biz	Geotab.com	GorillaSafety.com

Provider	Gorilla Safety	GPS Insight	HOS 247	HOS Reporter	Hutch	iGlobal	ISE Fleet Services	J.J. Keller
Device Name	Flex AOBRD	ELD 2000	HOS 247 ELD & ELD Connect	HOS Reporter-BT	Mercury	Edge MDT / Journey8 tablet	eFleetSuite	Encompass
Type of Device	BYOD | Android, iOS | hard mount options available	Dedicated unit	BYOD | Android (iOS coming soon) or ELD Connect dedicated unit	BYOD | Android, iOS | or paired with dedicated tablet	Dedicated unit	Dedicated units	Dedicated unit	BYOD | Android, iOS | or paired with dedicated J.J. Keller Compliance Tablet
Initial cost	$0	$650 for ELD-2000 and GPS tracking device combo; rental, $150 set-up fee	BYOD: $0 with one-year service commitment, otherwise $69 | Dedicated: $149-$218	$0	$475, lease options available	$499 and up depending on configuration	$575, lease options available	$0 with BYOD option
Ongoing lease or service fees per truck	Monthly: $10	Monthly: $35 and higher with ELD/GPS purchase; rental: $60	Monthly: BYOD, $17-$23 | Dedicated, $31-$37	Monthly: $15 (two years prepaid) or $18 (one year)	Monthly: $15 and higher depending on options	Monthly: $25 and higher depending on options and configuration	Monthly: $24	Monthly: $11 (less with multi-driver discounting)
Other capabilities beyond logs	AOBRD only, available to install only prior to Dec. 18 ELD deadline; fleet management portal, user/vehicle list details, driver alerts, short haul and e-log settings available for blended fleets	IFTA data collection, engine diagnostics, routing, hierarchy functions for larger fleets, suite of tailored GPS tracking solutions	IFTA; compliance monitoring; document management; vehicle diagnostics; third-party access for shippers, brokers and accountants; custom integrations with dispatch, routing and load boards	IFTA data collection, AOBRD/ELD modes	IFTA, engine diagnostics, maintenance management, compliance systems, tire pressure/trailer monitoring, signature capture, Canada/U.S. oilfield and utility service vehicle support, more	Edge MDT features ruggedized built-in scanner; Journey8 tablet paired with a wireless dongle to the ECM (optional scanner); 8- and 10-inch screens, a la carte pricing for options, more	IFTA data collection, compliance, mapping, customizable	Optional IFTA reporting, navigation, engine diagnostics, driver qualification, drug and alcohol management, accident tracking, training, recordkeeping
On FMCSA registry?	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Find more information	GorillaSafety.com	GPSInsight.com	HOS247.com	HOS-Reporter.com	HutchSystems.com	iGlobalLLC.com	ISEFleetServices.com	JJKeller.com/ELogs

Provider	KeepTruckin	Koniexal	Linxup	Load Logistics	M2M in Motion	Magellan	MiX Telematics	Mobile Warrior
Device Name	KeepTruckin	My20	Linxup ELD	Load Logistics TMS	M2M018	Magellan HOS Compliance	MiX Rovi	iDDL
Type of Device	BYOD | Android, iOS	BYOD | Android, iOS	Dedicated tablets | Android, iOS options	BYOD | Android tablets	BYOD | Android (iOS coming soon)	Dedicated unit | BYOD select Samsung devices	Dedicated unit	BYOD | Android, iOS
Initial cost	$0 with hardware lease	$0	$100 with contract, $250 without	$499 for adaptable engine relay	$0 with lease-purchase	$849 for dedicated Magellan bundle | BYOD varies	$0 with lease	$0 with lease, $175
Ongoing lease or service fees per truck	Monthly: $20 for service	Monthly: $20 or $10 with three-year commitment	Monthly: $30-$50 depending on options	Monthly: $25 and higher	Monthly: $18 and higher	$0 while under contract for Magellan device | BYOD varies monthly with service bundle	Monthly: Varies with service plan/ bundle	Monthly: $15-$30
Other capabilities beyond logs	IFTA, idle-time tracking, engine diagnostics, geofencing, driver scorecards, TMS integrations (TMW, McLeod)	IFTA, simple installation, control tower, dashboards, fuel options, navigation/ mapping, patent-pending GoLoad truckload freight matching	AOBRD/ELD and reporting capabilities, IFTA, tracking/ fleet management options	IFTA, dispatch/ load functions, engine connection easily transferred from truck to truck, engine diagnostics, lane analysis, customizable for small fleet management	IFTA, engine diagnostics, dashcam with critical-event capture and delivery, driver scoring, trailer tracking, mobile device management/ lockdown capabilities, more	IFTA, refined GPS, other functionality depending on configuration	IFTA, geofencing, maintenance tools, driver/ vehicle utilization tools, fuel/engine monitoring, integrated video cameras, distracted and fatigued driving monitoring, collision avoidance, mobile apps	IFTA, touch-free driver ELD gauge, dispatch/load functions, document capture, time card and expense tracking with integration to accounting, DVIR, back-end admin portal for office, more
On FMCSA registry?	Yes	Yes	No	Yes	Yes	Yes	No	Yes
Find more information	KeepTruckin.com	Konexial.com	Linxup.com	Load-Logistics.com	M2MinMotion.com	MagellanGPS.com	MiXTelematics.com	MobileWarrior.com

Provider	Navistar	Nero Global Tracking	Omnitracs	Omnitracs	One20	Pedigree Technologies	Pegasus TransTech	PeopleNet
Device Name	OnCommand Connection	Nero Global Tracking	MCP/IVG	XRS	F-ELD	ELD Chrome	Transflo ELD T7	eDriver Logs
Type of Device	BYOD | Android, iOS	BYOD | Android | or paired with dedicated Android tablet	Dedicated units	BYOD | Company-certified Android devices	BYOD | Android, iOS	Cab-Mate Open: BYOD, Android | Cab-Mate Connect: Dedicated unit | Cab-Mate One: All-in-one plug-and-play	BYOD | Android, iOS	Dedicated units
Initial cost	$120	$0 with hardware lease, $200 or higher without	$799 and up depending on model, lease options available	$0 with hardware lease option	$170	$0 with lease, $399-$799 for dedicated unit, $299-$399 for BYOD solution	$99 for hardware/harness, $0 with long-term contract	$0 with lease option up to $2,000 depending on capabilities
Ongoing lease or service fees per truck	Monthly: $20 and higher	Monthly: $20 and higher	Monthly: $23 and higher	Monthly: $23 and higher	$0	Monthly: $20 and higher	Monthly: $18 and higher depending on plan selected	Monthly: $30-$60 for service, more with lease if applicable
Other capabilities beyond logs	Vehicle location tracking, geofencing, harsh braking/acceleration/idle reporting, breadcrumb trails; error help and alerts of violations, IFTA, advanced vehicle diagnostics	Engine diagnostics, fuel management, IFTA data collection, alerts and reports, geofencing, driver scorecards, maintenance module, more	Engine diagnostics, mobile-based weigh station bypass, IFTA, in-cab scanning, truck navigation, geofencing, custom forms, TMS integration, idle tracking, video recording, simple installation, more	Base service plan includes engine diagnostics and fuel-purchase and maintenance functions; Premium package includes IFTA and navigation with oilfield capability	Base functionality for logs and DVIR, roadside mode password-protected	IFTA, engine diagnostics standard; customizable with fleet management functions including dispatch, forms, job management, maintenance, tires, seatbelts, trailer tracking, temperature monitoring, more	IFTA, engine performance data, driver behavior insights, accident detection and reconstruction, TMS integration, loads, dispatch chat, weather, routing, document scanning, more	Customizable for fleet management functions, mobile-based weigh station bypass
On FMCSA registry?	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes
Find more information	OnCommandConnection.com	NeroGlobal.com	Omnitracs.com	Omnitracs.com	One20.com/ELD	ELDCertified.com	Transflo.com	PeopleNetOnline.com

Provider	**Quartix**	**Rand McNally**	**Rand McNally**	**Rand McNally**	**Simple Truck ELD**	**Spireon**	**Stoneridge**	**Teletrac Navman**
Device Name	Electronic Logging from Quartix	DC200	TND765	ELD50	Simple Truck ELD	FleetLocate Compliance	EZ-ELD	Director Drive
Type of Device	BYOD | Android tablets	BYOD | Android | or paired with TND tablet	Dedicated unit	BYOD | Android | or paired with TND tablet	BYOD | Android, iOS | tablet options available	BYOD | Android, iOS	BYOD | Android, iOS	Dedicated unit
Initial cost	$79-$119 depending on available promotions	$399, custom options available for larger fleets	$699, custom options available for larger fleets	$149	$0 for BYOD, $10 for tablet with 200 MB subsequent data allowance	$0 with lease	$149	$0 with lease
Ongoing lease or service fees per truck	Monthly: $19.20-$22.20/ month or $4/ month on top of InfoPlus subscription	Monthly: $25 and higher	Monthly: $20 and higher	Monthly: $15 and higher	Monthly: $19 and higher	Monthly: $28 and higher	Monthly: $15 | Annually: $150	Monthly: $45 and higher depending on options
Other capabilities beyond logs	Sophisticated tracking tools, fleet management functions (including dashboards), IFTA, more	TMS integration, workflow, IFTA, mapping, analytics, engine diagnostics, cellular modem	Truck-specific navigation, TMS integration, workflow, IFTA, mapping, analytics, diagnostics	TMS integration, workflow, IFTA, mapping, analytics, diagnostics	IFTA, free 2290 filing with affiliated tax service, parking assistance, diagnostics data, load boards, roadside assistance, discounted fuel cards, fuel management, available in Spanish	IFTA, driver safety alerts/ reports, driver scores, audible alerts, engine diagnostics	IFTA, engine diagnostics, three interchangeable onboard diagnostics (OBD) port connectors, maintenance/ driver alerts, sophisticated tracking/vehicle location, six months of on-device data storage, more	IFTA, engine diagnostics, dispatch and messaging, safety analytics, workflow solutions, truck-based navigation, driver scorecards, TMS integration
On FMCSA registry?	No	No	No	No	Yes	No	Yes	Yes
Find more information	Quartix.com	RandMcNally.com	RandMcNally.com	RandMcNally.com	SimpleTruckELD.com	Spireon.com	EZ-ELD.com	Teletrac-Navman.com

	Telogis	Trimble	Trucklogger	TruckX	TruxTrax	UTech Inc.	Zed Connect	Zonar
Provider	**Telogis**	**Trimble**	**Trucklogger**	**TruckX**	**TruxTrax**	**UTech Inc.**	**Zed Connect**	**Zonar**
Device Name	Telogis Work-Plan	FieldMaster Logs	Trucklogger 4.0	XELD	TruxBox ELD	GPSTab ELD Edition	Zed ELD	Zonar Logs
Type of Device	BYOD | Android, iOS	Dedicated unit	BYOD | Android, iOS	BYOD | Android, iOS	BYOD | Android, iOS	BOYD | Android	BYOD | Android, iOS	Dedicated unit (Zonar Android tablets)
Initial cost	$0 with lease option up to $100 and more	$0 with monthly plan	$99	$0	$0	$0 with lease, $200 to purchase ELD plug	$200	Varies according to fleet size and options chosen
Ongoing lease or service fees per truck	Monthly: $36 including hardware lease and up	Monthly: $60 and higher depending on options	Monthly: $5	Monthly: $15-$21 per truck, unlimited drivers	Monthly: $20 with one-year commitment, $25 month to month	Monthly: $20	$0	Varies with service plan/ features
Other capabilities beyond logs	Document capture, trip plan sharing, engine diagnostics and prognostics, more	Rule sets for vocational trucks, driver monitoring, proactive alerts, geofencing, offroad telematics, PTO tracking, engine diagnostics	IFTA, per diem and load analysis reports	IFTA, route history, dispatch, share specific load tracking, engine diagnostics, service and maintenance reminders	IFTA, expense and fuel tracking/reporting, more	IFTA, load location sharing with customer, document scanner, driver scorecard, flexible reporting	Route management, fleet dashboard	Wi-Fi and Bluetooth connectivity for dispatch, management, operational functions; camera; navigation; Android compatibility; over-the-air updates
On FMCSA registry?	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes
Find more information	Telogis.com	Trimble.com	Trucklogger.mobi	TruckX.com	TruxTrax.com	UtechCorp.com	Zed-ELD.com	ZonarSystems.com

Product Roundup

AT&T FLEET COMPLETE

Fleet Complete provides fleet management telematics and technologies to businesses of all sizes. It has an exclusive relationship with AT&T to provide a nationwide wireless network and an intuitive cloud-based IoT platform. The AT&T Fleet Complete ELD, powered by BigRoad, is designed to be simple and flexible. It automates recordkeeping and improves compliance without interfering with the driver's actions. The app proactively notifies drivers of hours-of-service violations and form-and-manner errors, allowing them to correct issues before they result in costly fines. It is available on Android and iOS, requiring no proprietary mobile device. There is no initial cost, and the monthly fee starts at $25/month.

The integrated AT&T Fleet Complete BigRoad platform is offered through our North American channel partner, AT&T. We are proud to be the winner of this year's Frost & Sullivan Award for Customer Value Leadership in ELD Solutions Industry.

▶ **AT&T Fleet Complete, ATT.FleetComplete.com/ELD**

COMPLIANCE ASSURANCE SERVICES TRULOG

Compliance Assurance Services' TruLog is a mobile app for electronic logging device compliance that meets all FMCSA regulatory requirements. The ELD easily plugs in to the vehicle's electronic control module, which communicates with the app on a mobile device (smartphone or tablet) and transmits required data to update hours-of-service information that is stored securely and shared easily with safety investigators and regulatory agencies. The user-friendly app has a sleek design that's simple to use and easy to read. The information includes easy-to-understand updates on mileage, fuel and GPS location.

The app's comprehensive tools provide advanced functionality such as electronic DVIRs, automated maintenance work orders and accident reporting. It is designed for simple, fast image and file uploading, including bills of lading or pictures from an accident. The app's multi-user capability allows owner-operators to manage two accounts, one as a driver and one as a supervisor.

▶ **Compliance Assurance Services, TrulogELD.com**

CONTINENTAL VDO ROADLOG

VDO RoadLog has a built-in thermal printer that provides an instant hard copy that resembles a traditional paper logbook grid for an inspection officer to review. A paper printout eliminates technical issues involving transferring log data that otherwise might lead to drivers handing over their personal cell phones to an officer or having the officer climb into the cab to review an electronic logging device screen. VDO RoadLog ELDs work with VDO RoadLog Office, an online fleet management tool for automated compliance reporting designed for fast, secure data transfers and automatic online record backup. The product also helps automate IRP and IFTA reporting, as well as pre-and post-trip inspections.

VDO RoadLog is designed for easy installation and use and is available without monthly fees or contracts. Optional features include Driver/Vehicle Track & Trace, Load & Trip Management, VDO RoadLog Office Advanced and VDO RoadLog Office Premium.

▶ **VDO Commercial Vehicles, VDORoadLog.com**

CORETEX DRIVE

The FMCSA-registered Coretex Drive electronic logging device is a purpose-built tablet-based in-cab system that links drivers to vehicles and vehicles to dispatchers. Working in harmony with Coretex 360, Drive gives drivers the information they need to do their jobs efficiently and safely. Built around a modular app framework, Coretex Drive also offers single-pane-of-glass access to turn-by-turn trucking navigation, messaging, jobs, DVIRs, checklists, fatigue information, real-time driver feedback, IFTA data collection, vehicle service management, tracking, replay and a choice of custom applications.

Drive is optimized to run on Coretex-supplied Samsung and TomTom Bridge tablets, and the system also makes it easy to roll out Android-based mobile apps to drivers quickly and securely. The initial cost for the device and service is $750, and the ongoing lease or service fees per truck are $40 per month and higher.

▶ **Coretex, Coretex.com**

PERFORMANCE

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www.OneViewELD.com

GEOTAB DRIVE

Geotab Drive is a FMCSA-compliant device for monitoring hours of service, DVIRs and driver identification. The app syncs data between the Geotab Go plug-in device and a tablet to provide automatic duty status changes, violation alerts and end-to-end inspection workflow, all in one user-friendly platform. Geotab Drive is compatible with the company's Go 6 and Go 7 devices, IOX-USB and Android or iOS. In addition to electronic logging, Go's capabilities include IFTA data collection, engine diagnostics, driver scorecards, safety/risk management functions and data integration for management; more custom additions are available from the Geotab Marketplace.

The initial cost for the FMCSA-registered device is $170, and the ongoing lease or service fee per truck is about $20 to $30 per month.

▶ **Geotab, Geotab.com**

GPS INSIGHT ELD-2000

GPS Insight's ELD-2000 system bundles a GPS tracking, alerting and reporting device hardwired to a ruggedized Android tablet designed with an intuitive user interface. The electronic logging device also offers messaging for drivers and dispatch to reduce the number of phone calls and streamline communications with individual drivers or the entire fleet, as well as navigation to allow management to dispatch audible and visual directions using designated truck-specific routes for each job to drivers.

A web-based management portal is accessible via PC, tablet and smartphone. Costs range from $34.96 to $60 depending on customer requirements and purchasing method.

▶ **GPS Insight, GPSInsight.com**

J.J. KELLER ENCOMPASS

The J.J. Keller suite of electronic hours-of-service products provides companies a full range of services, including electronic logging device technology, startup assistance, data management and HOS guidance. J.J. Keller ELogs offers flexibility with an ELD that works with all vehicle classes, can be used with drivers' smart devices and installs in just 10 minutes. J.J. Keller ELogs features the Encompass cloud-based fleet management system that automatically audits drivers' logs against available HOS rule sets, helping fleet professionals immediately identify violations through exception-based reports and compliance alerts. Encompass offers fleets the ability to accommodate personal conveyance and track non-regulated and exempt drivers, giving companies a real-time view of critical fleet information.

Fleets can upgrade Encompass for automated IFTA reporting; paperless recordkeeping; tracking of driver qualification, alcohol and drug reporting; accident tracking; unit permitting and registration documentation; and more.

▶ **J.J. Keller, JJKeller.com/ELogs**

PEDIGREE TECHNOLOGIES CAB-MATE ONE

Pedigree Technologies recently launched Cab-Mate One as the most affordable and easiest electronic logging plug-and-play device to install (five minutes). The Cab-Mate One is the third addition to the company's FMCSA-certified ELD Chrome offering, built on the award-winning, intuitive and reliable OneView platform.

Not only are packages based on a customer's specific needs and budget, the offerings also are developed using customer feedback and real-life applications. This means Android-ready ELD Chrome offers FMCSA compliance with options for expandability into a full suite of comprehensive business management tools, from basic ELD to trailer, equipment and asset tracking and tire pressure, tank level and temperature monitoring. ELD Chrome was designed to enable consistent real-time visibility and actionable information with reliable connectivity and a fleet manager-approved interface.

Monthly fees are as low as $22/month depending on expanded applications and quantity pricing. The Cab-Mate One runs as low at $399 each when purchasing 100 or more units; $0 with lease.

▶ **Pedigree Technologies, PedigreeTechnologies.com**

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PEGASUS TRANSTECH TRANSFLO ELD T7

Pegasus TransTech's Transflo ELD T7 is a BYOD device – smartphone or tablet – that is easy to use and available for both Android and iOS. At less than 3 inches, the device is durable and compact. Plug in and activate in minutes without a mechanic or special tools.

The Standard ELD Plan includes hours-of-service compliance, DVIRs and IFTA reporting information. The premium Fleet Telematics plan adds detailed truck maintenance and engine performance data, as well as driver behavior insights. It's also available with transportation management software system integration. The hardware is available for less than $99, with monthly subscriptions starting at $18.

Transflo ELD T7 can be integrated with the rest of the Transflo Mobile product suite. Manage not only HOS but also loads, dispatch chat, weather and routing, document scanning, settlement statements and more. The device is available for purchase from Transflo, Transflo channel partners and Pilot Flying J, Love's and TA Petro travel stops.

▶ **Pegasus TransTech, Transflo.com**

UTECH GPSTab ELD EDITION

GPSTab ELD Edition provides a powerful suite of tools to help you manage your fleet and comply with FMCSA regulations (AOBRD option coming soon). Evaluate the product risk-free with the company's 30-day money-back guarantee with no contract and an "If Repealed" buy-back program and free software option for 2017.

It features live GPS tracking, location sharing, document scanning, driver scorecards, IFTA accounting, messaging, flexible reporting, detention hours tracking and telematics. The ability to share live shipment locations with customers reduces unnecessary tracking-related correspondence, enabling dispatchers to manage more accounts and focus on customer service. Tracking intervals from five seconds to one hour supply fleet owners with accurate, relevant information for better fleet management. Monitor location, speed, miles traveled, route selection and other driver activities to improve overall fleet safety and operations.

Alerts help drivers prevent violations, and proof of detention time and document scanning help drivers get paid faster.

▶ **GPSTab ELD Edition, GPSTab.com**

ELECTRONIC LOGGING FROM QUARTIX

Vehicle tracking specialists Quartix's Electronic Logging product puts its current and future customers into compliance with FMCSA's mandate. It can be installed on its own or partnered with the company's comprehensive vehicle tracking services. Available on the Google Play Store and compatible with Android tablet devices, Quartix's Electronic Logging uses simple menu screens and input fields that allow drivers to log and change their duty status with minimal effort.

"Having been in the vehicle telematics industry for over 15 years providing fleet owners with management reports extending from real-time GPS tracking to IFTA filing figures, we are delighted to be able to further support our growing long-haul trucking customer base with our FMCSA-compliant solution," says Ed Ralph, Quartix chief operating officer.

Starting at just $14.99, Quartix's Electronic Logging is affordable for any budget.

▶ **Quartix, Quartix.com**

ZONAR CONNECT

Zonar Connect is a dedicated electronic logging device-compliant tablet that also offers Wi-Fi and Bluetooth connectivity for dispatch, management and operational functions, as well as a camera, navigation, Android compatibility and over-the-air updates. Zonar Connect is connected even when outside of the cab, allowing the driver to submit completed documents and electronic DVIRs to dispatch without returning to the truck. The tablet recharges in its in-cab cradle and integrates with the company's Ground Traffic Control to help provide fleets with better visibility of assets on the road.

Pricing for the unit and ongoing service varies according to fleet size, service plan and options chosen.

▶ **Zonar, ZonarSystems.com**

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