

The difference between price and value

Purchasing vehicle tracking is not a one off purchase, when we consider the potential benefits; we are really looking at choosing a proactive partner and a product that will deliver the most value over the term that it is installed.

With a 97% renewal rate our clients partner with us for the long haul. This is a testament to our pricing and more importantly the value our product and team deliver to you.

Some key points to consider

- Is the system designed to save you administration time as well as expense? An undisputed benefit of vehicle tracking systems is the increase in productivity of mobile workforces. The best systems integrate easily and improve office administration productivity too whilst the worst actually create work in the office and often become redundant as a result, creating a cost not a saving.
- Is the software continually developed to assist you with current legislation and technological advances? Are these software updates free of charge and do they add value to your business? A good supplier should do this automatically and for no charge.
- What are the lead times on installations, de-fits and re-fits?
- Is the mapping clear and up to date? Without this your vehicle tracking system will become useless. Ensuring street names are visible on reports is essential to making your life easier (for example 0.4 miles south west of Leeds is not acceptable).
- Does the product contain useful, time saving features that are unique to the industry?
- Are the staff knowledgeable, friendly and helpful? Re-sellers are often only interested in the initial sale not the critical after sale care and support.
- Do you get ongoing system training free of charge? If you don't understand how something on the system works or want to train other members of staff, a system expert should be available, or there should be extra resources such as video tutorials, to give you the direction and support you need.
- Does the system provider use accredited engineers to install the tracking units? Ensuring the unit is fitted correctly initially is paramount, without this you may have on-going service issues that could be costly for the business.
- What is the server up-time for the company? The GPS vehicle tracking is completely reliant on the server therefore server up time is paramount. For every second that the server is down you will lose control of your fleet, check the server up-time and anything below 99% up-time is unacceptable.