A fleet manager’s guide to the Internet of Things
A new industrial revolution

The internet of things, also known as IoT, is rapidly being described as the next industrial revolution, one where everything and everyone is connected. At the heart of this revolution is you - the fleet manager.

"By 2020, component costs will have come down to the point that connectivity will become a standard feature. This opens up the possibility of connecting just about anything, from the very simple to the very complex, to offer remote control, monitoring and sensing."

Peter Middleton, Research Director at Gartner (12/2013)

Monitoring Everything, Everywhere.

From wearables, to pallet sensors, to connected trucks and Wi-Fi in the sky, innovation driven by real-time data is rapidly altering how we live and work. The ubiquitous connectivity of IoT opens up entirely new insights and informs new processes never thought possible. These changes are derived from data points only now visible through an invisible connected superhighway. Fleet managers who harness this data to predict, learn and make real-time business decisions, will create a distinct competitive advantage.
The fleet manager of today

Technology is driving the rapid development of our industry. Fleet management, more than any other transportation sector, will benefit from harnessing the connectivity and data derived from IoT.

Fleet management is moving beyond independent systems of asset monitoring, route management and maintenance reporting to fluid interconnected solutions customized to your specific business and fleet need.

The fleet manager of tomorrow is the central hub of data and decision making. With connectivity embedded in everything and everywhere, fleet managers and their data are becoming crucial inputs in the global supply chain ecosystem. The fleet manager of tomorrow will have visibility to manage not only the delivery of a customer’s goods, but also the personal health, reliability and safety of its driver.

The fleet management solution you choose today, will significantly impact the success of your business tomorrow.
Greater Efficiency

Driver and asset monitoring, intelligent dispatching, and real-time access can help you ensure your human capital and vehicles operate at optimal levels. New connected fleet solutions eliminate time-consuming paperwork, automate administrative processes and free drivers to focus on their core responsibilities.

Lower Operating Costs

Fuel costs, idle time, accidents, and compliance violations contribute to the majority of fleet management costs. Controlling these functions with a fleet management solution can help you limit these costs. Fleet managers using solutions with integrated connectivity can deliver significant savings for their companies.

Increased Customer Satisfaction

It will take more than on-time delivery to win a customer’s loyalty. Fleet managers are rapidly being tasked to interpret the automated data derived from their fleet management solution to make real-time decisions when serving their customers. Fleet managers equipped with the right IoT solution enable their companies to stand apart from competitors by making informed business decisions to anticipate and meet the needs of their customers.
We understand your challenges—because we face them too. Using our own fleet, supply chain, and mobile workforce as a laboratory, we put our solutions to the test. This enables us to develop real offerings that work in real-world situations helping you increase efficiencies and improve customer service. From decreasing your paperwork to improving your fleet utilization, AT&T is your real world connected fleet partner.

**Our Fleet background**

- Our fleet of 74,000 is one of the largest commercial fleets
- We run more than 2,300 company-owned stores in over 23 countries
- We provide wireless connectivity in more than 200 countries

**Your Resource for Fleet Management and IoT**

Your AT&T Business Executive is your partner in guiding you to the developing the right solution to get your fleet connected to the Internet of Things. For more information on AT&T Fleet Management Services and our role in connecting the Internet of Things, call us at 877.265.2118 or visit us online at www.att.com/fleet-management.