Five Tips to Successfully Transition From AOBRD to ELD

Technology has transformed the trucking industry and significantly improved driver safety and vehicle efficiency.

Most fleets have complied with the federal electronic logging device (ELD) mandate requiring drivers' hours of service to be captured with ELDs instead of paper logs. Some early adopters of older e-log systems have been allowed to continue using their automatic onboard recording devices (AOBRDs) during a two-year grandfather exemption. They must transition to an ELD platform prior to the exemption expiration on December 16, 2019.

Unfortunately, it's not as simple as turning a switch to transition from AOBRDs to ELDs.

For some carriers, moving from AOBRD to ELD is providing an incredible opportunity to upgrade and migrate to a system that will increase productivity, operational excellence, safety and security. For others, a smooth transition is being thwarted primarily because their incumbent provider has not developed advanced ELD technology or a platform that can seamlessly integrate with their existing infrastructure.

At Coretex, we have dedicated teams of subject matter experts currently assisting companies of various sizes - from hundreds to over nine thousand trailers - with their AOBRD to ELD implementation projects.

This eBook provides five best practices we recommend for AOBRD users to consider during the challenging transition to ELDs.

1 Clearly identify project champions

Congratulations on being early adopters! As industry leaders who embraced AOBRDs, you have helped pave the way for improved fleet operations and efficiencies in our industry.

In most instances, you implemented a full telematics suite at the same time as your e-log system. While IoT technology has improved your vehicle efficiency and reduced vehicle wear and tear, downtime and fuel waste, we're sure many of you still have scars from your AOBRD deployment. Understandably, many of you are dreading another time-consuming, disruptive change to your organization.

We feel your pain. Your current AOBRD system is integrated into so many parts of your business. Having helped numerous smaller fleets embrace ELDs and now in the process of migrating larger AOBRD fleets, we must confess that it is a more difficult task to transition an existing AOBRD system than to deploy an ELD system from scratch. It is frightening to unplug everything and not really be sure what will be affected during the move.

Are you ready for some good news? First, the technology stack is much better and more flexible than when you made your decision to deploy AOBRD. You may be surprised to see just how much has changed in the last eight, five, or even three years.

Second, the barrier for entry has dropped considerably since your AOBRD implementation. The expense, installation time and training have greatly been reduced. ELD solutions are truly plug-n-play with no wiring required, except to the vehicle's ECM. Hardware is inexpensive or you can bring your own tablets and smartphones that your drivers are already using.

With the exemption expiring by the end of this year, let's shake off the past and get started. **Our first tip is to assemble a committee with a representative from operations, IT and executive areas of the business.** Each department needs to be involved in executing the ELD implementation strategy and maintaining company policies. Designate a leader to be held responsible for this important project.

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2 Survey every part of your business

Drill down to find out which features of your existing system are most important to each department. This process includes discovering the different type of reports being run, how often and who is receiving them. It is helpful to develop a flow chart for each report.

The most common mistake we see is the corporate infrastructure not taking the time to precisely understand the reports that are needed at the terminals. Developing comprehensive requirements will alleviate challenges post-deployment.

An important follow-on to this step, especially for large fleet operations, is to treat each terminal, distribution center and region as a separate business. Even though there is interplay between them, segmentation is necessary. Rather than a company-wide "big bang" approach, you will want an incremental roll-out - with each segment having its own designated start and end dates. This strategy allows you to learn from those first few sites and improve the implementation process as it is extended throughout the company, saving time and money.

3 Evaluate Providers and ELDs

Fleet companies should carefully research the vast array of providers in the market. It's naïve to assume that your incumbent AOBRD provider has a modern ELD technology stack or that it will seamlessly integrate with your existing infrastructure.

Not all ELDs available meet the detailed requirements set forth in the mandate. We have seen misinformation and confusion caused by providers claiming to have an ELD solution when, in fact, their technology stack is obsolete, or worse, simply does not work.

A major concern when evaluating providers is the capability for Data Output File Transfers.

With the ELD mandate, drivers must be able to transfer driver logs to enforcement officials by sending data via the FMCSA Simple Object Access Protocol (SOAP). In other words, drivers must be able to initiate a transfer of log data from their tablet to the FMCSA website so the inspector can view the critical information from a web browser.

In this regard, ask ELD providers:

1. What is your experience with data transfers to date?
2. How many data file transfers have you done in the past year?
3. What percentage of data transfers have been successful?
4. What percentage have failed?
5. How many issues were identified and what was timeline for correcting them?

The answers to these questions will quickly reveal if an ELD provider is actively monitoring its systems and continuing to invest in its technology. You should see a demo of this file transfer process since it's a deal breaker. The complaint we hear most from recent ELD customers that switched over to Coretex from an "established" vendor is the staggering amount of data transfer failures they experienced causing non-compliance and fines in the field. It is also a good idea to speak with the vendors' existing ELD customers (not AOBRD users) to find out about their experiences with data transfers and the overall solution.

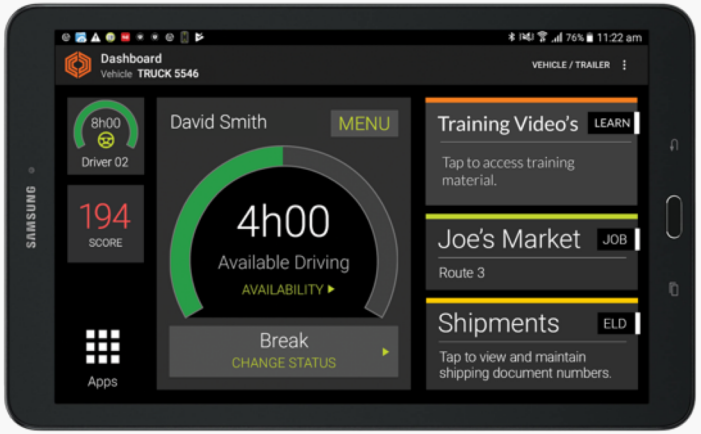
The U.S. Department of Transportation Federal Motor Carrier Safety Administration (FMCSA) released the following checklist of key ELD features and functions. Vendors should be required to demonstrate and verify that its ELD device meets all of the specifications contained in the rule:

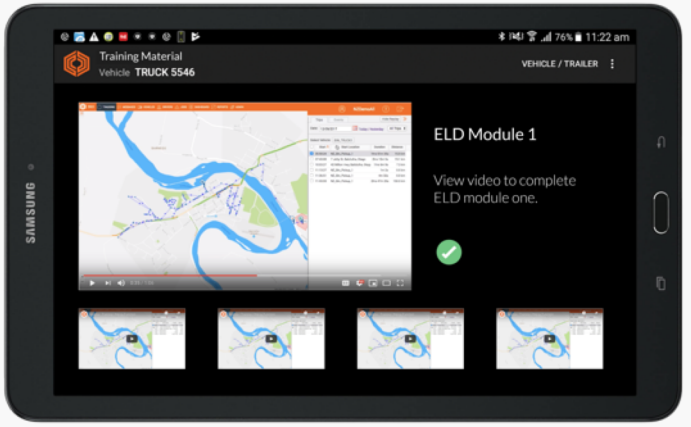
✓	ELD Feature or Function
	Provides separate accounts for drivers and administrative (non-driver) ELD users
	Has "integral synchronization" with the engine control module to automatically record engine power status, vehicle motion status, and other data
	Automatically records all driving time and at intervals of 60 minutes. Records date, time, location, engine hours, vehicle miles, and driver identification
	Records location with an accuracy of one-mile radius during on-duty driving periods
	Reduces location accuracy to a 10-mile radius when vehicle is used for authorized personal use
	ELD time is synchronized with UTC (coordinated universal time)
	Retains data for the current 24-hour period and the previous 7 consecutive days
	Prevents tampering; does not allow anyone to alter or erase information originally collected for driver ELD records
	Requires driver to review unidentified driver records – and either acknowledge assignment of this driving time, or indicate that the records do not belong to the driver
	Allows a driver to obtain a copy of his/her ELD records on demand – either through a printout or electronic file
	Supports one of two options for electronic data transfer: • Telematic type: using wireless web services or email • Local transfer type: using USB2.0 or Bluetooth
	Displays all required standardized data to authorized safety officials on demand – through a screen display or printout that includes three elements: a daily header, graph grid showing driving duty status changes, and detailed daily log data. The graph grid, if printed, must be at least 6 inches by 1.5 inches
	Requires driver certification and annotation (written explanation) for any edits to records that are made by the driver or any other ELD user
	Requires certification of driver records at the end of each 24-hour period
	ELD provider furnishes user's manual, instructions for handling malfunctions and record-keeping during malfunctions, and instructions for transferring ELD hours of service records to safety officials
	Volume control or mute option for any audio feature

4 Evaluate Customer Support & Training

Your business likely operates 24/7; does your ELD provider's customer support staff? We suggest that you call the support help lines of the vendors you are evaluating. Do they have a live person ready to assist? What was your wait time? Another fun experiment is to call back and try the sales option - it may be surprising how fast that call is answered in comparison.

During your vendor evaluation, ask to speak with the professional services team that would be overseeing your AOBRD to ELD implementation. You will be collaborating with them for several months; make sure you are comfortable forming a technology partnership with them.





5 Integration & APIs

The technology backbone of an ELD system is a complex rules and regulations engine.

It is important to have a clear understanding of how each vendor platform in your review collects and shares data. What is the interface method? Does the system have an API hub that will allow easy integration to existing operations?

It is imperative to find out which of your existing integrations in place will work with the new ELD system. There may be some features that are not compatible such as availability, driver workflow, personal conveyance, yard move and driver edits.

Check to see if the system is cloud hosted. We find it surprising when prospects ask us "How much downtime do you have per month?" We don't have downtime. Those days are long gone. Downtime should not be an accepted part of your business and we recommend if this is the case that you take this opportunity to install an updated technology stack.

An ELD solution should be as user-friendly for drivers as any application that can be downloaded onto a smart phone. Intuitive user-interfaces eliminate the need for lengthy user guides and days of training. Take a test drive with a variety of prospective ELD solutions. You will likely be able to see an immediate and welcome difference in comparison to your AOBRD solution.

Transitioning technologies can be a challenging project for any fleet operator. With thoughtful preparation and a diligent review of ELD providers and solutions, you can successfully execute the transition from AOBRDs to ELDs and achieve full compliance well in advance of the deadline.

Why Coretex?

The experts in enterprise fleet management

With over 10 years of experience providing cloud-based enterprise fleet management solutions, Coretex understands the needs of large businesses. Our best-in-class ELD is the only solution available today to fully provide a state-by-state rules engine.

Because we understand the importance of flexibility, our ELD gives you ultimate control and customization so you can deploy a solution with peace of mind.

Coretex delivers compliance and fleet management solutions to more than 70,000 connected vehicles in commercial freight, construction, cold chain, waste and recycling industries. Coretex's cloud-based visualization platform helps customers worldwide turn rich data into automated business intelligence supporting safer, greener and more productive business outcomes. Coretex is headquartered in Auckland, New Zealand with offices in the US and Australia.

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