



# AUTO DEALERS USE CASE

## INTRO

The automobile dealer industry is comprised of the two main segments – new car dealers and used car dealers. In recent years, the sales of used cars have become a major source of profit for many new car dealers in the wake of shrinking margins on new cars. By keeping the track of fleet conditions, the industry can enhance customer retention and overall customer service.

## CHALLENGE

One of the main tasks for fleet managers is to keep their vehicles in a proper technical condition because any failure may cause **financial losses** and **weakening customer loyalty**. Usually, car dealers have a **large car fleet**. According to [Autonews.com reports](#), an average European car dealer has 279 new vehicles and 317 used vehicles. It is mandatory to **monitor the condition** of every car, even if it is parked for a longer time. In the worst cases, when a customer arrives to see a car, if the battery of the car is discharged or the fuel tank is empty, it can cost you losing both a successful deal and the customer's trust.

## SOLUTION

Teltonika Telematics [FMM001](#) (LTE CAT M1 with fallback to 2G) is Plug & Play OBD device with GNSS and Bluetooth connectivity. It is perfectly suitable for the management of light vehicle fleets in such industries as auto dealers, rental and leasing services, and so on.



Our tracking devices can be of a great use even before the newly manufactured vehicles reach auto dealers. When transporting cars in trailers or containers from a factory to the dealer's car park, they can be accidentally damaged and, as a result, lose a part of their value. Thanks to the [Crash detection](#) feature, such damage will be detected. The dealer will know it in advance, even the exact transportation phase when it occurred, and will have an opportunity to fix it prior to providing the car to the clients. It also helps to avoid any misunderstandings between the auto dealer and the manufacturer by having a proof that the accident took place after the vehicle has already left the factory.

Likewise, our trackers can also reveal the malfunctions of the transported cars. During the whole transportation process, there will be cases when the vehicles will be need to be started, for example, to move them to a container ship or another location. Even during those short periods of driving a car, if there is something wrong with it, the dealer will be alerted with a corresponding **DTC code**, giving a chance to solve the problem as early as possible.

To be timely informed about the discharging car batteries, for your convenience, it is possible to configure our GPS tracker to send a notification when the battery reaches a certain level and is close to a full discharge. This will help you to **maintain your car fleet ready** for the customers anytime it is needed.

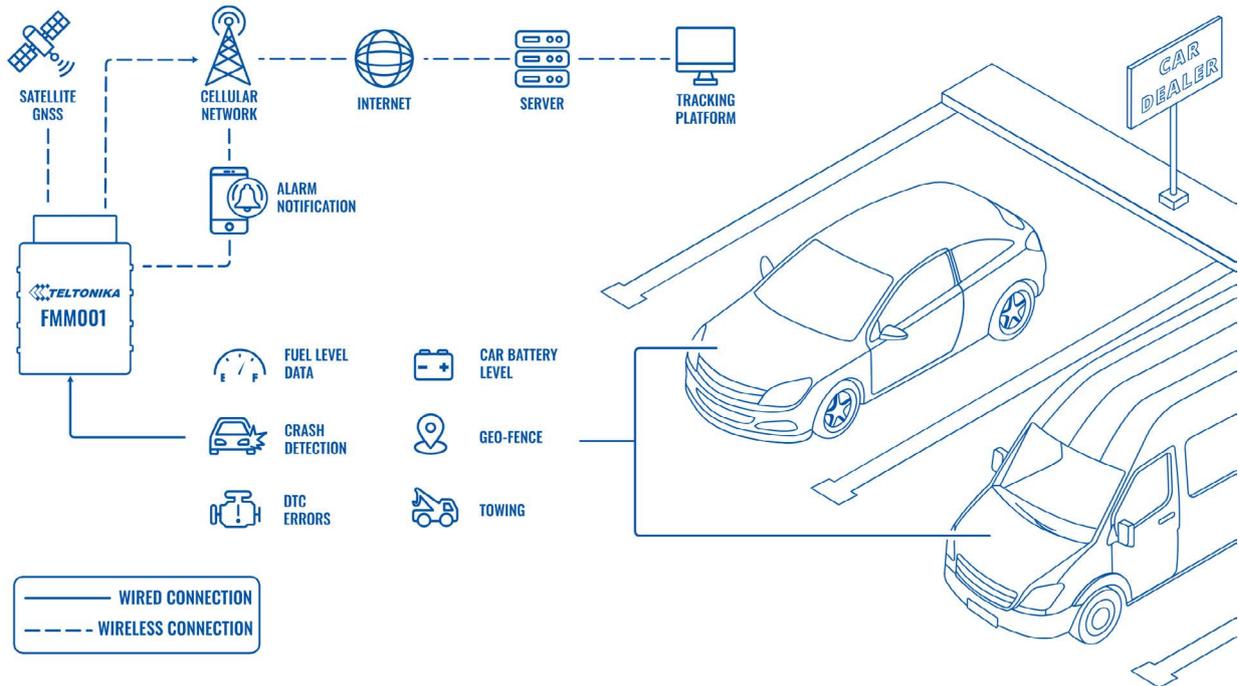
In order to keep your parked fleet safe, all Teltonika Telematics devices have the **Geo-fencing** feature. You can create your own geo-zones via Teltonika Configurator and monitor when a vehicle enters or leaves them.

Besides, Teltonika Telematics GPS trackers have [Towing detection](#) feature. Accelerometer can detect any car movement when the ignition is OFF. Thus, you can be sure that your fleet is 24-hours safe.

FMM001 OBD trackers can provide **precise RPM information** in order to track aggressive driving. Once a vehicle exceeds the specified amount of revolutions per minute, the tracking device detects it and notifies the dealer. This way, the employees' irresponsible behavior can be effectively identified and prevented.

Installation of the devices usually constitute a considerable part of the costs. Installing FMM001 is **effortless and simple** – you can simply connect FMM001 to the standard OBD socket by yourself. As a result, OBD solution will let you reduce extra cost.

## TOPOLOGY



## BENEFITS

- **Timely maintenance and service** – fleet owners can be sure that vehicles are being kept in a proper condition and ready for customers anytime.
- **Efficient fleet management** – tracking vehicle maintenance becomes an automated process with irregularities reduced to a minimum.
- **Easy installation** – it is quick, simple and no special knowledge is needed to connect a device.
- **Keeping your vehicle safe** – preventing vehicles from theft or unauthorized driving.
- **Real-time tracking** – track every single vehicle and the entire fleet live.

## WHY TELTONIKA?

Teltonika Telematics is one of the leading manufacturers in the telematics industry with more than 20 years of experience. We offer a wide variety of made-in-EU easy-to-install GPS trackers, including FMB001 (2G), FM3001 (3G), FMC001 (4G, LTE CAT1), and FMM001 (CAT-M1), that are perfectly suitable for auto dealers, rental & leasing, insurance telematics and other industries to manage their light vehicle fleets. Our devices effectively meet all sorts of the needs that the companies might have – from the basic track & trace scenario to complex customized solutions.

## FEATURED PRODUCT

FMM001

## RECOMMENDED PRODUCTS

FMC001, FM3001, FMB001, FMB003, FMB002

