



New Holland Construction's FleetForce Telematics System Makes Good Business Sense

FleetForce puts fleet managers in control of their machines, enabling them to optimise their deployment and use, maximise their uptime and enhance security when they are out on a jobsite. As a result, they maximise the revenue they obtain from their equipment while minimising maintenance and running costs.

- *Monitoring the location and usage of each machine to optimise deployment and productivity*
- *Maintenance and prevention to keep the fleet in optimal performing condition and extend life*
- *Enhanced security with geo-fencing and alerts when movement is detected after hours*
- *Simplified back office administration with worked hours and performance reports*
- *Asset for rental businesses in optimising use of machine and selling point as fuel economy can be shown to customer*
- *Two three-year subscription packages: Basic for Compact line; Advanced for Heavy line*

Maximum productivity and optimum efficiency

FleetForce enables fleet managers to map the location of their machines and monitor when they are working, travelling between sites or idle. This way they can identify under- or over-used machines and optimise their deployment and utilisation so that no machine is left needlessly idle. The usage information enables the fleet manager to address issues affecting a machine's productivity as they arise and take action to improve, while performance analysis such as engine load data enables him to compare machines' performance or identify trends in fuel use over time.

Planned maintenance and prevention for a healthy fleet

FleetForce makes it easy for fleet managers to keep machines serviced on an accurate and consistent basis by scheduling automatic maintenance alerts. This makes it easy to plan for service intervals, scheduling job assignments and ordering parts as necessary.

FleetForce will also send an alert when there is an anomaly or a fault, so that the fleet manager can take immediate action, preventing a possible breakdown.

Their New Holland dealer also has access to service scheduling and machine health information such as temperatures, pressures and CAN-bus parameters for diagnostics and troubleshooting, so that they are able to support the fleet manager proactively.

Massimiliano Sala, Telematics Europe product manager, highlights how this feature can be extremely useful: "the dealer's service manager can see if a parameter is out of range while the

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machine is working on a customer's jobsite and alert him immediately and even show him exactly what is happening."

Geo-fencing and working curfew for enhanced security

With FleetForce units can be geo-fenced so that an alert is sent if it is taken out of the jobsite or a specific geographical area. Unauthorised use of the machine can also be prevented by setting a working curfew and motion detection service that will send an alert if the unit is moved out of hours.

An asset for the rental business

FleetForce makes it easy to monitor every unit in the rental fleet and schedule job assignments, as well as keeping track of service intervals and preventing breakdowns if a monitored performance value drifts out of range. In addition, performance data provided by FleetForce can make a powerful argument to convince a rental customer that it is the best machine, as Mr Sala remarked: "you can show the customer the rental machine's actual fuel consumption and give him the average so he can compare it to other models he is considering renting. With New Holland's machines it will always make a powerful point, as they are exceptionally fuel efficient."

Two subscription packages

FleetForce is available with two three-year packages according to the level of detail in the information required. The Basic subscription, available on the compact line, uses the essential inputs of key-on, motion detection and GPS tracking to provide a range of information and reports. The Advanced subscription, available on the heavy line, integrates seamlessly with the machine through its CAN-bus data system to track an extensive list of performance characteristics.

Experience FleetForce at Bauma 2013

The New Holland stand at the Bauma 2013 exhibition has an area dedicated to FleetForce, where journalists and visitors will be able to see first hand how the system works.

FleetForce – all the details online

Customers can find detailed information on the New Holland Construction website at www.newholland.com, in a new page dedicated to FleetForce.