



Aeris IoT Services Helps GeoSpace Labs Make Highways Safer

GeoSpace Labs

CASE STUDY

“GeoSpace now can offer a single, fully integrated telematics solution to carriers of all sizes thanks to our collaboration with Aeris. More than two million drivers in the U.S. will need to be compliant with a federal law by the end of this year and in Canada by 2019, and we are helping enable that through innovative IoT technologies.”

David Lady,
Founding Partner and
President, GeoSpace Labs

Before the year 2017 is up, more than two million drivers are going to implement a telematics solution, or electronic logging device (ELD), as mandated by federal regulations. That's in the U.S. only. Canada will implement similar requirements in 2019.

The ELD mandate will bring about significant changes to the trucking industry, including the enhanced ability to monitor drivers; greater road safety for riders, passengers, and pedestrians; the ability to closely monitor fuel usage by tracking jobs, drivers, and vehicles; enhanced efficiencies within operations (easier and faster to accurately track, manage, and share records of duty status data); and an end to the less than optimally functional (but traditional) paper logs.

Basically, an electronic logging device is used to electronically monitor a driver's record of duty status (RODS), which replaces the traditional paper logbook drivers have used to record compliance with hours of service (HOS) requirements. Companies have to show proof that ELDs have been

implemented. They then will have a full year in which to ensure compliance with published government regulations.

What an ELD Does

Rather than just record hours of service as with paper logs, ELDs offer much greater insight to driver behavior, asset usage, and overall compliance. Specifically, an ELD can effectively manage complex hours of service requirements; identify asset location in real time; assess safety procedures and driving habits; estimate total 'there and back' travel times; assess stopping times, out-of-route travels, etc.; document driver vehicle inspections; track maintenance schedules; track driver qualifications; create a performance incentive program based on quantifiable data; and meet all government compliance requirements.

Companies are well aware of the upcoming requirements. And there are several companies providing devices and services to fulfil all needed compliance measures. What some of these companies do need, however, is reliable, always-on connectivity.

Case in Point: GeoSpace Labs

GeoSpace Labs, with offices in Colorado and Florida, is an advanced research, development, and manufacturing company focused on geospatial technology applications in the logistics markets. The company offers federally certified safety solutions that monitor commercial carriers' hours of service to ensure compliance with federal safety regulations. More specifically, the company manufactures hardware and software as a solution to the upcoming electronic logging device mandate, with the goal of making people safer on North American highways.

Geowiz PRO, the company's flagship product, provides advanced geospatial features, including a first-of-its-kind Carrier Information System (CIS) that contains the Federal Motor Carrier Safety Association (FMCSA) compliant hours of service ELD technology.

The major problem that GeoSpace Labs was having, though, was that when individual carriers subscribed to their own data service plans, it created vendor fragmentation and confusion in the market. Additionally, the company wanted a single integrated solution, with 24/7 connectivity, a predictable cost structure, a solution that was easy to implement and use, and one that enabled the company to improve services across greater regions. For a one-stop solution, GeoSpace Labs turned to the Aeris IoT Services platform, which enabled GeoSpace to offer a fully integrated solution to carriers of all sizes.

Tracking a Solution

Aeris and GeoSpace Labs are addressing an important requirement as more than two million drivers in the U.S. and Canada will need to be FMCSA compliant in a relatively short time. The Aeris IoT Services platform now provides the network connectivity for the GeoSpace telematics solution, which includes creating and transmitting electronic hours of service logs.

GeoSpace Labs selected Aeris for its easy-to-use SIMs and connectivity platform, which offered many innovative features, along with additional back office tools. This will allow GeoSpace Labs to provide continuous connectivity, improve its service delivery, and increase its service radius. Furthermore, the Aeris solution was bottom-line friendly, enabling GeoSpace Labs to meet budgetary requirements while assisting others in gaining regulatory compliance.

And as GeoSpace Labs and its customers are discovering that reliable, always-on connectivity enables solutions that deliver secure data, allow for government compliance regulations to be met on time, and are highly cost effective.

Customer Benefits



VISIBILITY ACROSS
THE ENTIRE
VALUE CHAIN



GRANULAR DATA
ANALYTICS



LOWEST POSSIBLE TCO
AND MAINTENANCE COSTS



EXPAND SERVICE
RADIUS



MULTIPLE CARRIERS,
ONE SOLUTION



ALWAYS-ON,
DEPENDABLE
CONNECTIVITY

ABOUT GEOSPACE LABS:

GeoSpace Labs is a leading geospatial real-time products hardware and software company providing federally certified safety tracking technology to commercial motor carriers that make people and families safer, every second of every day.

Visit www.geospacelabs.com to learn more about GeoSpace Labs.

Contact them at
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ABOUT AERIS:

Aeris is a global technology partner with a proven history of helping companies unlock the value of IoT. For more than a decade, we've powered critical projects for some of the most demanding customers of IoT services. Aeris strives to fundamentally improve businesses by dramatically reducing costs, accelerating time-to-market, and enabling new revenue streams. Built from the ground up for IoT and road tested at scale, Aeris IoT Services are based on the broadest technology stack in the industry, spanning connectivity up to vertical solutions. As veterans of the industry, we know that implementing an IoT solution can be complex, and we pride ourselves on making it simpler.

Visit www.aeris.com or follow us on Twitter [@AerisM2M](https://twitter.com/AerisM2M) to learn how we can inspire you to create new business models and to participate in the revolution of the Internet of Things.

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