



Return on Investment with ETA’s SPOT Product

ETA’s flagship product, SPOT, is a real-time fleet management solution, provides a quantifiable return on investment, reduces risky driving behavior and can drastically improve operating efficiencies. The system typically pays for itself early in the first year of use!

SPOT is designed to provide fleet operators the tools they need to reduce operating costs. Let’s examine the “hard numbers”.

Fuel Savings

Fleet operators utilizing ETA’s SPOT system use fuel more efficiently. The gains in fuel efficiency are made possible by moderate reductions in top speeds, elimination of unauthorized use, improved route utilization and reducing idle times.

- Maintenance costs increase by 80% when speed rises from 60 to 70 MPH.
- Engine utilization is 159% more at 70 MPH than 55 MPH.
- Tire wear almost doubles at 70 MPH or greater.

Fuel savings through efficient driving: according to the US Department of Energy, each 5 mph driven over 60 mph is like paying an additional 21 cents per gallon (at \$3.74 per gallon). SPOT allows you to monitor the speed of each vehicle and alerts you to which drivers are speeding and needlessly wasting fuel.

Fuel savings through reductions in excessive idling: it is not uncommon to see a 15% reduction in excessive idling within the first 3 months of installing SPOT Based on industry averages; you can expect to save up to 8 idling hours per vehicle per vehicle month. Considering the cost of fuel, wear and tear, etc., this is a saving of about \$40 per vehicle, per month in reductions in excessive idling alone.

Case Study

The following case study demonstrates how an average fleet operator nets positive cash position after installing ETA’s SPOT product:

Communication costs of cell phone, radio calls and text messaging can be eliminated or drastically reduced with GPS tracking by utilizing real time tracking.

Number of Vehicles	25
Average Miles per Month (Average of 400 Miles per vehicle / day)	1,200
20% Reduction in Miles driven over 65MPH (1,200 * .2) (\$0.04 savings per mile assuming ~7mpg)	\$9.60
Monthly fuel savings based on 15% Reduction in Excessive Idling Hours (8 hrs * .85 gallons per hour (assuming ~800rpm) = 6.8gal * \$3.74)	\$25.43
Total Fuel Savings Per Vehicle Per Month	\$35.03
System Cost Per Month (25 vehicles * \$32.00/Mo)	\$800.00
Total Fuel Savings Per Month (25 vehicles * \$35.03)	\$875.75
Fuel Savings Net Gain Per Month (\$875.75 - \$800.00)	\$275.75
Net Gain Per Year (\$275.75 * 12)	\$3,309.00



- The location of vehicles is known.
- ETA's of the vehicles can be determined.
- Eliminates the need for direct communication with the driver.
- Reduces potential accidents caused by drivers attention being diverted from the road.

Studies estimate as much as 30% – 35% reduction in call volume from customer complaints with access to real-time information generated using GPS technology.

We trust you will find this overview to be informative and look forward to serving you. For more information, please visit our website and/or contact: sales@etatransitsystems.com

