FLOYD COUNTY BOARD OF EDUCATION
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William Newsome, Jr., Board Chair - District 3
Linda C. Gearheart, Vice-Chair - District 1
Dr. Chandra Varia, Member - District 2
Keith Smallwood, Member - District 4
Steve Slone, Member - District 5

Consent Agenda Item (Action Item):
Approve the purchase of Geotab GO plans with Enterprise Fleet Management program.

Applicable State or Regulations:
Board Policy 01.11 General Powers and Duties of the Board.

Fiscal/Budgetary Impact:
The approval of Geotab ProPlus Plan, priced at $19.25 per month per tracker for 23 trackers total of $442.75 a month.

History/Background:
As Floyd County school districts expand transportation services to meet up to date fleet and our geographic demands, the need for modern, data-driven fleet management becomes critical.
Support vehicles represent not only a significant operational cost but also a core responsibility in ensuring employee safety, regulatory compliance, and service efficiency.
Traditionally, school fleet operations have relied on manual tracking, paper logs, and periodic vehicle checks. However, these methods fall short in providing the real-time data and operational transparency required in today's educational environment.

Recommended Action:
Approve the purchase of Geotab GO telematics plans under the Enterprise ProPlus tier, at a rate of $19.25 per month per vehicle for 23 vehicles. This includes a free Geotab GO device for each vehicle and supports comprehensive fleet tracking, driver safety monitoring, vehicle diagnostics, and route optimization.
This action will enable the district to modernize its transportation management system, improve student and staff safety, ensure regulatory compliance, and reduce operational costs through enhanced efficiency and preventative maintenance strategies.

Contact Person(s): Kevin O'Quinn

Director

Superintendent

Date: June 18, 2025

Product Comparison Sheet

	BASE $17 Per Vehicle Per Month	REGULATORY $20 Per Vehicle Per Month	PRO $24 Per Vehicle Per Month	PROPLUS $29 Per Vehicle Per Month	PROPLUS + WIFI $42 Per Vehicle Per Month
Real-Time GPS					
Instant GPS tracking with the fastest GPS acquisition time.	Geotab Driver Based Curve Logic	Geotab Driver Based Curve Logic	Geotab Driver Based Curve Logic	Geotab Driver Based Curve Logic	Geotab Driver Based Curve Logic
Active tracking				✓	✓
Driver speed tracking	✓	✓	✓	✓	✓
Idle time tracking including location and stop reports	✓	✓	✓	✓	✓
Easily create, edit & import zones	✓	✓	✓	✓	✓
View multiple map types	✓	✓	✓	✓	✓
Web-based software reporting, customizable dashboard	✓	✓	✓	✓	✓
Create driver rules and emailed/text alerts	✓	✓	✓	✓	✓
Vehicle in-reverse monitoring			✓	✓	✓
Hybrid/Electric compatibility	✓ **	✓ **	✓	✓	✓
Accelerometer data with accident notification			✓	✓	✓
Engine Data - Vin/Odo/Seatbelt/Check Engine					
VIN	✓	✓	✓	✓	✓
Odometer		✓ (HOS only)	✓	✓	✓
Seatbelt			✓	✓	✓
Check Engine			✓	✓	✓
Device tampering notification	✓	✓	✓	✓	✓
Simple to install	✓	✓	✓	✓	✓
Driver Behavior					
Intelligent in-vehicle driver coaching	✓ **	✓ **	✓	✓	✓
Visual trending reports	✓ **	✓ **	✓	✓	✓
Specific email/text alerts					
Idling	✓	✓	✓	✓	✓
Speeding	✓	✓	✓	✓	✓
Braking			✓	✓	✓
Cornering			✓	✓	✓
Acceleration			✓	✓	✓

Product Comparison Sheet

	GEOTAB BASE	GEOTAB REGULATORY	GEOTAB PRO	GEOTAB PROPLUS	GEOTAB PROPLUS + WIFI
Vehicle Diagnostics					
Schedule vehicle maintenance reminders (based on time or distance driven)	✔	✔	✔	✔	✔
Set vehicle maintenance reminders (based on engine data)		(HOS only)	✔	✔	✔
Collision reconstruction report			✔	✔	✔
Receive vehicle breakdown notifications			✔	✔	✔
Interpret fault data			✔	✔	✔
Regulatory Compliance					
IFTA recording & reporting	✔ **	✔	✔	✔	✔
Editable reporting functionality	✔	✔	✔	✔	✔
Customizable work hours, time off & timecards	✔	✔	✔	✔	✔
Hours of Service		✔	✔	✔	✔
Wi-Fi Capabilities					
* On-board Wi-Fi Hotspot					✔
* Supports up to 10 Wi-Fi Enabled Devices					✔
Lifetime Services					
Produce Upgrades				✔	✔
Warranty	1 year	1 year	1 year	Lifetime	Lifetime

Geotab Sourcewell Program

A trusted government fleet management solution for all levels of government.

Procurement through Sourcewell

The primary purpose of Sourcewell is to create a national cooperative of contract purchasing opportunities for products and services on behalf of its members. In June 2021, Geotab was successfully awarded a Sourcewell vendor contract as a sole source provider for fleet management and related technology solutions.

The Geotab Sourcewell advantage

- Avoid time-consuming and costly RFP saving you time and money
- No capital expenditures and no lock-in term commitments
- Fixed national discounted pricing and bundle offer
- Offered to all levels of government and public entities
- Available throughout USA and Canada

A trusted and reliable fleet management solution

The Geotab Sourcewell program offers solutions designed to meet the unique requirements of government fleets, including:

Sourcewell
Awarded Contract
Contract #020221-GEO

Public Works

Access live service maps to view real-time route completion and to help manage major weather events. Geotab's Public Works solution helps government agencies manage vehicles and associated operations such as salt spreaders, snow plows, street sweepers and waste management vehicles.

Utilities

Effectively manage the safety of employees and contractors on the road and at the job site. Stay connected to fleet operations with real-time tracking and data intelligence. For utility vehicles operating in harsh conditions, the GO RUGGED telematics device is IP67 rated for increased protection from the elements.

Motorpool

Improve how your motorpool fleet runs with Geotab Keyless. A digital key solution designed to help protect your assets, reduce costs and increase utilization for your fleet.

First responder

Geotab's secured and sophisticated fleet management solutions offer the fleet-wide insight needed to transform operations and ensure driver and citizen safety. With Active Tracking, dispatchers can follow emergency vehicles in real time.

EV

Lead the charge to reduce emissions by integrating electric vehicles into your fleet. Geotab's Electric Vehicle Suitability Assessment (EVSA) helps government fleets understand where to transition to EVs. As your fleet evolves, Geotab's data-driven insights help enhance the efficient operation of both EV and ICE fleet vehicles in one single platform that supports the widest range of EV models.

Geotab open platform for telematics

Over 2000 government agencies and departments at all levels trust Geotab. We meet the highest security standards with FIPS 140-2 validation and FedRAMP certification.

Lower operating costs
- Improve asset utilization
- Reduce miles driven, unnecessary idling and fuel spend
- Predictive maintenance planning, scheduling and notifications

Proactively coach and improve safety
- Provide in-vehicle coaching with customized messaging and rules
- Monitor seat belt usage
- Utilize camera solutions with DVR functionality

Collision detection and notifications
- Instant notifications, airbag deployment
- Detailed second-by-second data
- Helps prove no-fault to insurance provider

A scalable, digital key solution — Geotab Keyless
- Right-size motorpool fleets and reduce total cost of ownership
- Seamless car sharing operations
- Lock and unlock vehicles via Bluetooth® or cellular connection

Drive forward sustainability goals
- Reducing idle time and measure CO_2 emissions with MyGeotab
- Optimize operations of your ICE and EV fleet vehicles on the same platform to reduce costs and emissions as well as improve driver behavior
- Accurately project the environmental impact and cost saving of fleet electrification using an EVSA
- Based on charging history and real-time state of charge, dispatch your EV with confidence

Grow your business
- Expandability and OEM integration
- Geotab IOX® Technology
- Open data integration with Software Development Kit (SDK)

Utilize powerful data
- Snow plow and salt spreader integrations
- Report on PTO usage
- Vehicle recall management

Capture rich fleet insights with the GO device
- Fast GPS acquisition time
- Captures rich and ultra accurate fleet insights
- Self-calibrating accelerometer
- Over-the-air updates
- LTE connectivity

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