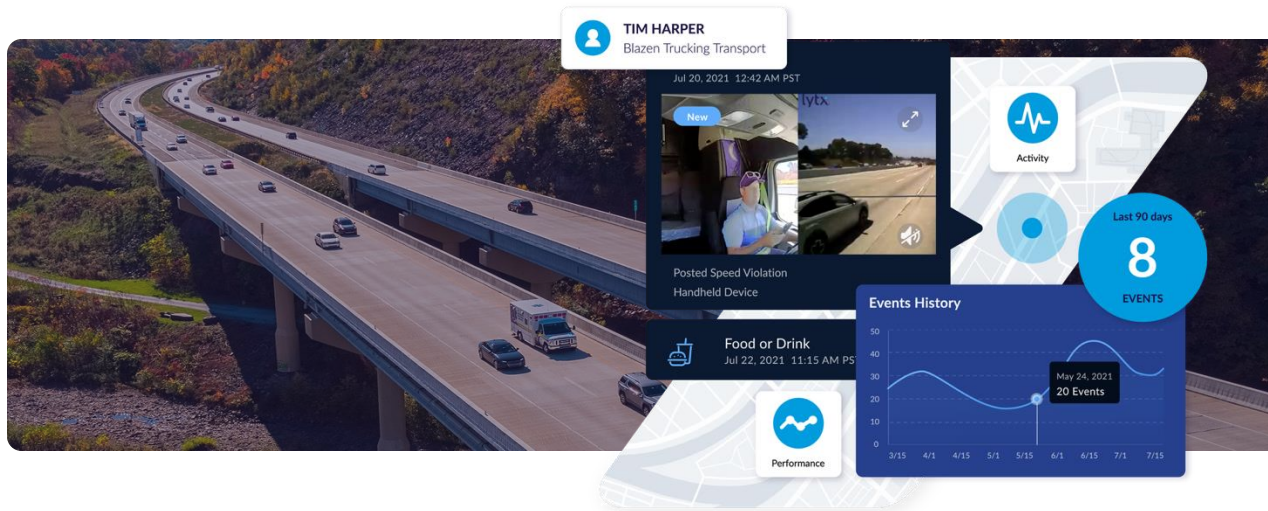**EXECUTIVE REPORT**

The Tech Trade-Off Holding Fleets Back

HOW INTEGRATION SOLVES THE EFFICIENCY VS. SAFETY DILEMMA

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The Tech Trade-Off Holding Fleets Back

For many fleets, the trade-off between operational efficiency and safety is the cost of doing business. But it doesn't have to be.

This executive report reveals how high-performing fleets are using integrated solutions to improve fleet safety, make faster decisions, reduce delays, and gain a competitive edge.

TABLE OF CONTENTS

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The High Cost of Fragmentation in Fleet Operations

Fragmented systems have direct and indirect operational costs. Namely, they slow down decision-making, drive up expenses, and increase risk exposure.

When safety and telematics systems don't connect, it causes:

1. Higher costs from manual work

2. Delays in spotting and resolving safety risks

3. Missed chances to optimize performance

Bottom line?

The solution isn't more software. It's smarter software that's built to work together, not separately.

250+
hours per year lost to manual data stitching[1]

$140B
per year lost globally due to disconnected data[2]

> "Integrated solutions are revolutionizing fleet management by **eliminating inefficiencies and enhancing safety**. Through a connected system, fleets can make faster decisions, take impactful actions, and gain a competitive edge."

BRENDON HILL
Senior Vice President of Product, Lytx

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Why Fleets Are Rethinking Their Tech Stack

Having fragmented systems creates data bottlenecks that negatively impact all teams across the fleet. When every function is hobbled by inefficiencies, leaders are forced to rethink how their technologies should work for them. When looking at the challenges each function must overcome, it's clear how a unified system can help. For example:

Procurement needs to cut vendor spread. One platform can simplify sourcing, improve spend visibility, and empower smarter negotiations tied to actual fleet performance.

Executive leadership wants to grow revenue and improve profitability with clearer data. Consolidated, real-time dashboards deliver key metrics on safety, efficiency, and cost to reveal where leaders should focus to reduce risk and pursue opportunities.

Operations must reduce delays and inefficiencies. One unified system that connects vehicles, drivers, routes, and risk gives managers real-time fleet visibility for proactive decision-making.

Safety has to eliminate blind spots to protect drivers. Integrated video, vehicle, and employee data ensures faster, more accurate coaching and incident resolution.

Fleet management needs to gain full control. Unified insights into vehicle health, utilization, and location reduce downtime and extend asset life.

Customer management must deliver a better experience. Real-time status updates and fewer delays improve reliability and build client trust.

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The Integration Advantage: A Modern Playbook

Across the transportation industry, modern fleets are leaving behind disconnected systems and implementing unified safety and telematics platforms.

The reason is simple: Smarter systems mean safer operations and higher profit margins.

Here's what top fleets are gaining with integration:

Faster, Smarter Decisions – Act immediately on risk and opportunity with insights from real-time, AI-powered data.

Proactive Risk & Cost Reduction – Predict issues before they cause downtime, fuel waste, or litigation.

Effortless, Scalable Growth – Manage growth efficiently from one unified platform, whether you have 50 vehicles or 5,000.

Integration isn't just a tech upgrade. It's a smarter way to run your fleet and it's the future of the industry.

72%

of fleets noted a reduction in crashes and claims through combining telematics with training initiatives[3]

"The future of fleet operations lies in smarter, unified platforms that **drive both operational efficiency and safety.**"

BRENDON HILL
Senior Vice President of Product, Lytx

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What Leading Fleets are Achieving Through Integration

The effectiveness of integrated systems isn't hypothetical; these solutions are already delivering measurable results in the field.

- **Beacon Mobility's** integrations between Lytx®, Workday, ByteCurve, and FleetWave helped eliminate manual work, improve data accuracy, and accelerate risk reduction across a fleet that tripled in size.

  Read Success Story

- **K&B Transportation** integrated Geotab's telematics platform with their existing and partners' systems to achieve less than 1% downtime for vehicles.

  Read Success Story

What to Look for in an All-in-One That Actually Delivers

All-in-one platforms are becoming the new standard for good reason. When done right, they reduce complexity, improve safety, and unlock faster, more confident decisions across the fleet.

But not every platform delivers on that promise.

The most successful fleets ask the right questions before they commit and look for a partner with the experience, depth, and flexibility to evolve with them.

A smart all-in-one platform should:

- Offer long-term video retention

- Deliver proven AI you can trust

- Enable modular, scalable growth

- Provide contract and pricing clarity

- Support with real humans, fast

The best all-in-one solutions don't just connect systems — they connect people, data, and decisions.

Buyer's Guide to a Video-Powered All-in-One Fleet Management Solution

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Looking to take the next step in evaluating solutions? Get the Buyer's Guide to a Video-Powered All-in-One Fleet Management Solution.
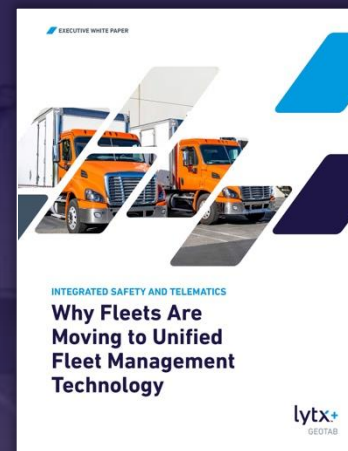
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Navigating the Shift: Key Considerations for Change

Integrating fleet systems isn't just about plugging tools into one another. Fleets must step back and think through how to make the shift from fragmented to connected platforms. Carefully consider:

- Your ideal outcomes (smoother workflows, cleaner data, faster insights, etc.)

- The limitations of your current tools and where there are the breakdowns

- Which integrations would solve real business problems, like collision and incident rates

- How an integrated solution can help your fleet adapt as it inevitably grows and evolves

INTEGRATED SAFETY AND TELEMATICS

Why Fleets Are Moving to Unified Fleet Management Technology

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Profitable fleets are moving to integrated safety and telematics solutions.

Learn Why

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About the Author

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Brendon Hill is the Senior Vice President of Product at Lytx, where he leads product strategy, development, and user experience. With over 20 years in global product, sales, and marketing leadership, he has held senior roles at Becton Dickinson, Novo Nordisk, and Roche. Brendon earned his MBA from NYU and holds a bachelor's degree from Yale University.

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