**1.** Be clear about what challenges you want Telematics to address across the fleet i.e. fuel costs / productivity / collisions

**2.** Don’t assume that all providers are the same, research the market

**3.** Consider the reputation and pedigree of the preferred supplier

**4.** Cheap solutions are often cheap for a reason, don’t let budget be the deciding factor

**5.** Speak to your insurer, they may be able to provide a grant towards the purchase of a solution

**6.** Ensure you have the correct technology in your vehicles

**7.** Ask for a detailed demo, which should highlight how the solution directly addresses your challenges

**8.** Consider the ease of use, and reporting mechanism, data should be easy to access and understand

**9.** Ask the supplier to clearly break down hardware, installation, software and servicing costs

**10.** Consult with Telematics Pro to work through the above