



FleetSharp Enablement & Marketing Toolkit for Field Services Reseller Partners

Overview: What the FleetSharp Integration Does

Elevator Pitch: The FleetSharp integration streamlines operations by syncing customer and job data across platforms, eliminating double data entry and delivering real-time GPS-powered job insights. With GPS tracking, AI dash cams, and Bluetooth tool tracking in one solution, FleetSharp helps your customers boost efficiency, cut costs, and operate more safely and effectively.

Key Functionality:

- **Powerful Data:** Sync Clients and Addresses with FleetSharp Customers
 - **Tracking:** View real-time vehicle location and entry/exit times on jobs
 - **Map:** Access integrated insights on the map via FleetSharp overlay
 - **Asset Tracking:** Track tool and equipment locations via Bluetooth beacons
 - **Coaching:** Improve driving behavior with AI dash cam alerts and coaching tools
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Value Proposition & Customer Pain Points

Customer Problems Solved:

- Double data entry between your platform and FleetSharp
- Unreliable manual field check-ins and mobile status updates
- Over/underestimating time on-site leading to scheduling and billing issues
- Misplaced tools and lost equipment
- Lack of visibility into driver safety and fuel usage

FleetSharp Delivers:

- Real-time GPS tracking of vehicles, tools, and assets
- Route replay and mobile app insights
- Dash cams with real-time alerts and AI coaching for better safety
- Fuel usage tracking and idle time reduction
- Identify discrepancies in expected vs actual onsite time to make smarter scheduling decisions

- Great customer service with ETA alerts and automated client messages.
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When to Recommend FleetSharp

Look for these signs:

- Customers frustrated by double data entry
- Complaints about inconsistent job durations or schedule delays
- They've had tools/equipment go missing
- Concerns about driver behavior or fuel costs

Things They Might Say:

- "I don't have time to enter everything twice."
 - "We're always late to the next job."
 - "We lose too many tools."
 - "Fuel and maintenance costs are getting out of hand"
 - "We struggle to keep track of vehicles, drivers and service schedules"
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Discovery Questions

To uncover a good fit, ask:

1. Does your business have a fleet of vehicles?
 2. Do you use any fleet management softwares?
 3. What's your current process for improving driver safety or tracking vehicle use?
 4. How do you currently track time on-site vs scheduled time?
 5. Do you feel confident in the accuracy of your billing and estimates?
 6. Have you experienced tool loss or theft?
 7. Are you manually managing maintenance schedules?
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How to Position FleetSharp to Your Customers

What to Say:

- "FleetSharp gives you reliable entry/exit times based on GPS data so you can track job performance without dealing with manual updates."
- "With AI Dash Cams, you'll get real-time driver alerts and video that helps coach safer habits and protect your business."

- "Bluetooth tool tracking helps ensure your crew has what they need, when they need it — and nothing gets left behind."
- "Our devices are easy to install, super easy to use, compatible with nearly any vehicle, and update in real time."
- "All of our support and onboarding are based in the US."

What to Show:

- **Live Map with FleetSharp Integration:** Layered inside your platform
- **AI Dash Cam Alerts & Video:** Front/rear views and coaching dashboards
- **Tool Tracking Interface:** 'Last seen' data and job site drop-offs
- **Mobile App & Route Replay:** Full field visibility on the go

Helpful links:

- FleetSharp [Partner Resource Center](#) (password: Simplify)
- FleetSharp [ICP Deck](#)
- FleetSharp [Demo Video](#)

How to Price FleetSharp

FleetSharp requires a recurring subscription fee, as well as a one-time hardware fee, per vehicle. The hardware fee can vary depending on the term length that the customer selects. For example, a device may cost them \$80 per tracker up-front with no contract, but is typically FREE at 3 years. FleetSharp should provide your sales team with a pricing matrix that includes subscription and hardware costs for each device type/feature.

Contact: If you have questions or need special considerations, contact Justin Waite at jwaite@fleetsharp.com.

Objection Handling

"We already use a tool to track time." "FleetSharp enhances that data with GPS timestamps — you don't have to simply hope that techs will check in."

"It sounds difficult to install." "Most devices plug into the OBDII port in seconds. We also have wired options and pro installers available."

"We don't lose tools." "Then you'll love how tool tracking saves time by making it easy to keep track of everything so you don't have to guess or hunt things down."

"Seems expensive." "Customers save up to 20% in fuel and see fewer billing disputes. FleetSharp usually pays for itself very quickly."

"I've seen trackers like Apple Air Tags that don't have a monthly cost. Why do you have one?" "Air Tags are more of a passive tracking system. You'd need to be within a certain range of the air tag for it to locate. We offer several more features than what you'd get with an Air Tag."

"We found a system that is cheaper on the monthly cost than FleetSharp." "FleetSharp isn't going to be the cheapest solution in the Telematics space. Are you looking for the cheapest solution? Or one that provides deeper insight into your fleet?"

"We like the system, but we're not entirely sure that we can justify the cost when we don't know the ROI." "A lot of folks we talk to feel that way. What they've found is that the FleetSharp system can provide a 10% decrease in fuel usage, and a 30% reduction in accidents. What would a 10% reduction in fuel usage look like for you?"

"We already have a Telematics provider that we're happy with." "Is there anything that you wish you could monitor with your current provider that they can't do for you? Are you under any kind of contracts with your current provider?"

Need more sales information, marketing collateral, installation guides or support?

Visit the [FleetSharp Partner Resource Center](#). (Password: Simplify)