

TELEMATICS - CHANGING THE ACCESS EQUIPMENT MARKET

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NEW TELEMATIC EQUIPMENT IS CHANGING THE ACCESS EQUIPMENT MARKET

Access Hire Middle East is at the forefront of new innovation in the plant & equipment market. This is due, in part, to the age of our fleet and the suppliers we utilise. Our fleet is the newest in the region and comprises of world-leading brands such as Genie and JLG, market leaders in the manufacture of access equipment.

The emergence of telematic management systems, featured on our fleet of new equipment, is set to bring about the next big change in the sector.

“Some of the telematic management features on these new machines are incredibly clever. For example, if payment terms have not been met, remote telematic shut down procedures will be enforced on each individual piece of equipment. This has certainly transformed administration and credit processes and ensures up to date payments.”

John Jones, President and Chief Executive Chairman of Access Group Middle East.

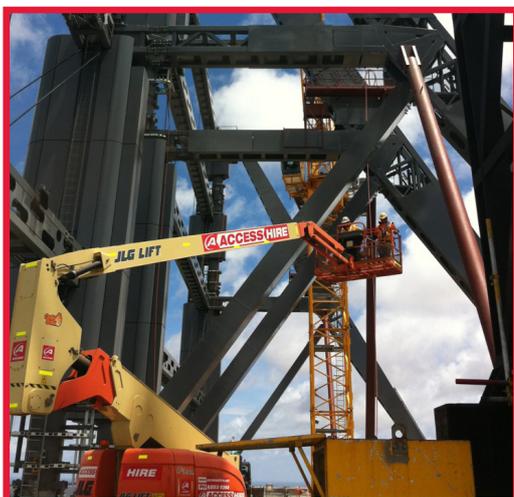
Access Hire’s footprint sees us covering several regions such as the United Arab Emirates, Saudi Arabia, Bahrain, Oman, Kuwait, and Qatar. We also specialise in servicing projects in some of the most remote locations in the Middle East.

Access Hire Middle East provides services such as Equipment Manufacturing, Hire, Sale, Servicing, Transport, and Training. Our fleet includes the latest plant & equipment covering; Access Equipment; Generators; Lighting Towers; Materials Handling; Air Compressors; Nitrogen Membranes, and Welders.



TELEMATICS

Telematics is a branch of information technology which deals with the long-distance transmission of computerised information. It covers the sending, receiving, and storing of information via telecommunication devices in conjunction with effecting control on remote objects such as plant and equipment.



Equipment data can provide a lot of insight into business operations by gathering, reading, and understanding the information the machine is providing. It’s a tool to manage equipment fleets, from basic location tracking to more sophisticated monitoring.

“The integrated use of telecommunications and informatics in our equipment fleet has been a game changer. This type of technology enables you to stay connected and keep track of your equipment, monitor work progress, manage logistics, access critical machine information, analyse and optimise machine performance, and perform remote operator support.”

“For example, telematics can help you recover a stolen machine by identifying the unit’s location. It can also help with remote troubleshooting equipment issues in the field.”

Robert Carson, Managing Director of Access Hire Middle East.

Our telematic functionality is also used to enforce stricter maintenance protocols. This reduces problems caused by the improper use or maintenance of equipment which can severely reduce the overall life of an asset. When equipment is serviced by the customer and the safety inspections are not up to date, the machines will be shut down remotely. Additionally, this applies where machines are unavailable for safety and service inspection.



GPS

Accurate map tracking of individual assets including historical and live information



REMOTE SHUTDOWN

Determines current equipment status and can shut an asset off remotely in a safe manner



HOURS OF USE

Review usage information remotely and monitor fuel levels



ASSET OPTIMISATION

Analyse and optimise machine performance, and efficiency in real time

Streamlined systems of equipment fleet management are critical in today's competitive market and the effective use of technology can translate to big savings – but like most technology, it's only as effective as the end users understanding of it and their ability to translate that to the market.

The key to telematics is having a clear understanding of your KPI's. *What do you want to track?*

"Is it location, fuel consumption, or engine hours?"

Once the data is collected, what do you want to do with it?

"Do you want to schedule maintenance, determine rental rates, or adjust rental contracts?"

The opportunities for using this data to manage your equipment are limitless.

Telematics can also reduce unnecessary travel time when supplying remote locations and reduce the manpower needed to service equipment to required standards. Remote diagnostics reports can better assess any problems enabling a more efficient response.

"What this means is if your customer has a problem with one of your boom lifts in the field, you can potentially identify and resolve the issue before sending a technician out, which saves time and money. Telematics can also help you schedule preventative maintenance, based on tracking engine hours remotely."

As we bring new equipment to the market, this technology is set to have a huge impact on construction and maintenance projects. Telematic systems are clearly at the forefront of fleet management and productivity, including a range of functionality from maintenance, tracking, diagnostics, and fuel management - to safety management and dynamic scheduling. Overall, our clients can look forward to; enhanced machine uptime; enhanced fleet management and performance; and enhanced security and safety.



Robert Carson
Managing Director, Access Hire Middle East LLC



John Jones
President and Chief Executive Chairman, Access Group Middle East

For more information on the Access Group in the Middle East click [here](#) for our press release. For general enquiries, contact Robert Carson on +971 508 67696 or visit our website www.accesshiremiddleeast.com