

Become a Trakm8 Partner



Trakm8

at a glance

Trakm8 background

Trakm8 is the recognised leader in technology solutions for fleet management, insurance telematics, optimisation and dashboard camera systems. Trakm8's cutting edge technology offerings are adaptable for fleets of all sizes; providing intelligent, game-changing insights that can improve fleet efficiency and reduce risk across fleet operations.



Pioneering solutions

The Group's product portfolio includes a range of telematics devices, from self-install dongles to the new 4G integrated telematics camera, the RoadHawk 600. We currently have nearly a quarter of a million devices in operation.



Up to
50%
reduction
in insurance
claims

Up to
39%
decrease
in accident
rates

Up to
35%
decrease
in speeding
incidents

Up to
10%
improvement
in fuel
economy

Trusted by thousands of customers



Trakm8

Partner Programme

“ Our products and services are used in over 25 countries worldwide, meaning we collect and analyse over one billion miles of data every year. This enables us to develop innovative and award-winning solutions that improve efficiency and safety for fleets, while also providing powerful insights into driver behaviour and vehicle health. Trakm8's comprehensive fleet solutions can increase your value-add proposition to your customers, making them more loyal to you. It's fantastic to be able to provide our cutting-edge technology to a wide variety of well-known clients, we're delighted our data led insights are helping our partners deliver for their clients, and look forward to continuing our relationships with them. Working in close partnership with Trakm8 will help you to grow business with existing customers and win new accounts

Chris Horbowyj, Channel Sales Director.



Meet the team



Chris Horbowyj
Channel Sales
Director



Maxine Stalker
Midlands Channel
Manager



Nathan Buxton
Channel Sales
Manager



Jillian McCulloch
Account Manager,
Sales - Fleet
Optimisation



Phil Barnes
Corporate Channel
Manager (UK & IRL)



Emily Johnson
Channel Sales
Manager, Sales - Fleet




Michelle Ackrill
Senior Channel Account
Manager UK, Sales -
Fleet



Georgejeana Brodie
Channel Account
Manager, Sales - Fleet



Ossian Guerrero
Channel Account
Manager, Sales - Fleet



Trakm8

Partner Programme Benefits

Benefits of becoming a Trakm8 Partner:

- Increase sales with existing customers
- Increase your value-add proposition to your customers
- Improve customer loyalty by offering a one stop shop solution
- Develop new business
- Achieve attractive margins and recurring revenues
- Create long-term growth potential
- Comprehensive support
- Experienced account management
- Technical support from our UK-based factory
- Full product and installation training
- Access to a wide range of marketing material
- Award Winning, best in class fleet management solutions
- Telematics devices Made in Britain

Who are we looking to partner with?

- Vehicle converters
- Telecommunications companies
 - Mobile communications
 - Fixed phone system providers
 - 2 way radio companies
- CCTV companies
- Plant Hire/Sales
- Fleet Management
- Leasing/leasing broker firms
- Commercial dealerships
- Software Job management companies
- PDA resellers
- Fuel card companies

Trakm8

Market-Leading Fleet Management Solutions



Trakm8 Fleet Management

Give your customer a 360 view of their fleet with Trakm8 Insight

Trakm8 Insight is a market-leading software platform that processes data from telematics devices, connected cameras and mobile apps and displays them in digestible and user friendly dashboards.



Trakm8 RH600 integrated telematics 4G camera

Combine all the benefits of a leading-edge telematics device with live video streaming over the 4G network. Packing all of this technology into ONE device means that fleet managers benefit from reduced hardware costs and vehicle downtime for installation.



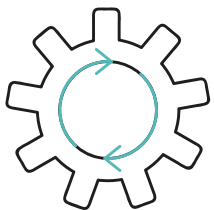
Trakm8 Fleet optimisation & route planning

Insight Optimisation uses the power of Trakm8's award-winning route optimisation algorithm to efficiently plan routes based on your customers available resources allowing them to increase their fleets productivity by up to 33% and cut fuel bills by up to 20%.



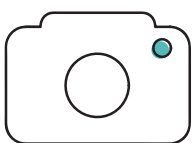
Trakm8 Connectedcare for fleets

Connectedcare allows users to gain remote access to readings directly from the vehicle dashboard. Among the information it collates is a complete overview of diagnostic trouble codes (DTCs) and a host of dashboard warning lights from cars, LCVs and plant equipment; all available at a fleet operator's fingertips via easy-to-use web portals and mobile apps.



Connectedcare for Leasing & Hire

Trakm8 Connectedcare enables leasing & hire companies to access readings directly from the lease or hire vehicles dashboard. Connectedcare provides valuable information to the lease/hire company on how their vehicles are been driven, how many miles the vehicle has done and when the next service is due. For leasing & hire companies, this all adds up to an even better-maintained asset, which should retain a higher residual value.



Trakm8 Vehicle Camera Solutions

Trakm8's range of vehicle cameras are designed to improve road safety and help cut your customers insurance premiums. Your customer can benefit from forward-facing dash cams; and multi-camera systems for commercial vehicles, including dedicated FORS/CLOCS /Direct Vision Standard camera packages.

Partner with us today and reap the rewards!

If you would like to find out more about our Partner Programme call us on **0330 311 5157** or email us at resellersales@trakm8.com

