

The Spireon Advantage

Investing in trailer telematics is a big decision with a complex set of factors to consider. These Top 10 Most Critical Success Factors help fleets de-risk the decision making process and maximize ROI.

Financial Strength & Stability

Spireon is here to stay and will fully support our products through the entire life-cycle of our agreement and beyond. Spireon is pro table and growing quickly, with a strong, mature leadership team. We are the largest non-OEM GPS telematics company in the industry and know how to manage and support large-scale enterprise clients.

Device Performance & Reliability

Spireon's award winning device platform holds the industry's highest level of durability and reliability. Our solutions are built to last and survive in the harshest operating environments.

Superior Business Intelligence

We pioneered the concept of "Rich Data Analytics" and true Trailer Management, built on our proven NSpire platform which delivers actionable business intelligence to support our customers' operational decision making. We have the most extensive library of pre-built trailer management reports and alerts to drive trailer utilization and operational efficiency.

FleetLocate User Interface

Our Trailer Management solution is the most intuitive and approachable user experience on the market today. The FleetLocate UI is architected for simplicity so you can quickly and easily access the information required to support your operational decision making.



Spireon.com/fleet-management
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Customer Satisfaction

Spireon has the highest level of customer satisfaction and retention in the industry with the top ranked published CSI and NPI scores. We establish true business partnerships with our customers built on trust. We do what we promise and take full ownership of proactive issue resolution. 70% of our business has come from competitive take-away because of poor service levels and device reliability. In contrast, we have yet to lose an existing customer to a competitor.

Customer Service & Support

Spireon has set the Gold Standard in the industry for after-the-sale service and support, our model is radically different than our competitors. To ensure your ongoing success, we wrap a high-touch account management team around your deployment for precision installation and implementation. Additionally, you're assigned a dedicated Customer Account Manager (CAM) to ensure we are proactively monitoring your device and system performance for the life of our partnership including Quarterly Business Reviews.

Spireon Installation Services

Spireon Express Services is the largest in-house installation services team in the industry. Time is money and we understand how critically important it is to get the installation done right the first time with quality. We have hundreds of Spireon certified installation technicians that are dedicated to meeting your assets where they are... whether in- production retro fits or at the OEM.

Trailer Leasing Module

Spireon has developed a proprietary trailer leasing module with a proven track of refinement. We uniquely understand trailer leasing company's specific needs and requirements.

Alliance Marketing Support

We understand the importance of successfully marketing the advantages of trailer telematics to your end lease or rental customers. Our partnership support model includes working closely with you to develop highly professional sales brochures, presentation materials, advertising campaigns and marketing tools.

Best of Breed Integration Services

Unlike other companies that use proprietary, closed systems, Spireon leverages open source, published SDKs, APIs, and data standards as a core differentiator. We have invested in professional services and software development resources to provide seamless integration with your back-end and operating systems.