

OPUS Battlecard

Use OPUS to order an FT1, AT1 Solar, and/or Harman Spark that:

- does NOT require accessories, cables, ELD, and/or professional install
- is for a light-duty vehicle
- requires an OBD-II connection

For all other products, reach out to your AT&T Fleet Complete RSM.

AT&T Fleet Complete Platform Benefits

- Leverages a GPS tracking device that monitors driver behavior and enables customers to manage risky driving
- Connects to Engine Control Module (ECM)¹ and collects engine, vehicle and location data that empowers customers to reduce running costs
- Delivers fleet operations insights to help improve vehicle life, reduce unauthorized vehicle use and better manage inventory costs
- Provides tools to optimize routing, improve fleet utilization and increase driver productivity
- Offers one of the smallest fleet and asset trackers on the market to track and manage high value equipment and vehicles
- Helps manage task dispatching and communications with workforce in the field from one screen
- Provides fleet dashboards and on-demand reports to help simplify IFTA reporting

Target Markets



- **Services:** HVAC, Electricians, Landscaping, Pest Control, Towing
- **Transportation:** Trucking, Food, Logistics, Agriculture
- **Construction**
- **Manufacturing, Utilities, Oil & Gas, Energy**
- **Delivery:** Retail, Courier, Armored Cars, Office Supplies
- **Government:** Property management, School buses, Emergency Services

Fleet Management

Asset Management

FT1 Standard:	FT1 Advanced:	Harman Spark:
• \$0 upfront	• \$0 upfront	• \$99.99 upfront
• \$12.99 MRC	• \$18.00 MRC	• \$12.99 MRC
• \$1.25 1mb data	• \$1.25 1mb data	• \$2.00 5mb data
		• Wi-Fi may require additional data plan

AT1 Solar Bundled:	AT1 Solar Unbundled:
• \$0 upfront	• \$81 upfront
• \$9.75 MRC	• \$6.75 MRC
• \$1.25 mb data	• \$1.25 mb data

Qualifying Questions

- How do you monitor vehicle location today?
- Does your company utilize a GPS solution to track your vehicles, containers or any other valuable assets?
- How many vehicles or assets do you own/operate?
- How do you measure performance and accountability of each of your drivers?
- How do you evaluate inefficiencies of your operations today?
- What are some of the ways you track fuel usage and costs?
- What is your process today to ensure your vehicles are regularly maintained?
- How do you ensure your fleet represents a reputable brand image on the roads?
- What is your process for communicating with your drivers, to dispatch or to ask their status?
- How do you identify if any of your assets have been stolen and what are your steps for asset recovery?

¹Available on FT1 only

Important Information

FT1 and AT1 require a 36-month contract. The ETF is \$250. The prices herein may change without notice. Data overages fees may apply and will vary based on the data plan. 05/19/21

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