

Request for Information - Video Telematics

Introduction

Following our recent telephone call, I am pleased to forward details of my client's requirements on this project.

My role, as procurement consultant, is to review currently available Video Telematics Technology with a view to selecting a supplier capable of meeting my client's immediate and future needs. Their requirements are outlined below and your company is invited to recommend appropriate solutions.

My client is based in the Midlands of the UK. They are a medium sized logistics company that has seen business increase significantly during the lockdown. This increase in business has spurred them on to invest in video technology.

The first step in this screening process is for Gradient to engage with potential suppliers, work through the technical demands of the project and then to present a shortlist to my client for further engagement in stage 2. The increased workload my client is managing makes it very difficult for them to spend the necessary time to engage with a 'long list' of potential suppliers.

I will do everything I can to support you through this process and look forward to working with you.

Any questions regarding this RFI should be sent to:

E: david@gradient.uk.com

M: 07595 264368

 <https://www.linkedin.com/in/davidcottrellgradient/>

The Current Scope of the Fleet

Closer to any potential implementation plan these numbers might be subject to change but the order of magnitude will remain within the 150-160 range. For your submission please use the numbers below.

Vehicle Classification		Vehicle Numbers
Light Commercial Vehicles (LCVs)	 	100 GVWR = 3.5t max
Medium Commercial Vehicles (MCVs)	 	35 GVWR = 3.5–10t
Heavy Commercial Vehicles (HCVs)	 	15 GVWR = greater than 12t

Functional Requirements

In all of the following sections please clarify any technical demands that would be made upon our systems, either in vehicle or our IT infrastructure

First Notification of Loss (FNOL)

What mechanism do you have in place to ensure that our insurers are made aware of any incident involving a vehicle in our fleet as quickly as possible?

Describe how your solution would meet this requirement and specifically advise on:

- The process
- Linkage of the Driver ID to any video files or camera activated events.
- Our vehicles can have multiple drivers in any working period.
- Estimated timescale between incident and insurer notification
- Technology elements that are:
 - provided by you
 - required from us

Data Management and GDPR

- Outline your data storage capabilities in terms of capacity and location.
- What security measures do you have in place to protect our data and what are your future plans to maintain cybersecurity?
- Who owns this data during and post contract?
- What is the impact of holding this data upon our GDPR strategy?

DVS

Our heavier vehicles often travel into London. The implementation of DVS has been delayed until February 2021 but please outline your solution to achieve more than the minimum compliance.

Compliance

As DVS shows, regulations change and it is essential that you can support us in maintaining the necessary compliances (FORS/CLOCS). How would you manage this process?

Operational Capabilities

Explain in detail the methodology behind your installation process. How would you ensure a successful installation process?

What after-sales service and on-going account management would be available to us? This include general account management, technical service, training and coaching of our drivers and fleet managers.

Telematics

Currently we receive tracking and telematics services from a major provider.

Are there any telematics service providers that your system wouldn't be compatible with? The current system has been in use for some time and we would also welcome your suggestions on a suitable replacement.

- How would manage any convergence issues?
- What Application Programme Interface capability do you have?

Product Road Map

Describe your plans for product development, with estimate time of launch. This should include detail of any Machine Vision and AI technology.

Track Record: Why should we choose you?

Provide qualitative and quantitative data to support your claims to become our service provider. This should include business case examples and testimonials that clearly identify where your services have delivered tangible bottom-line impact.

- Total number of clients
- Total number of vehicles managed
- What % of your fleet rests with top clients?
- Number of vehicles managed with installed video?
- Strategic partnerships and channel partners

Trials

Should we wish to run trials with your suggested solution, please outline how you would manage this process and any costs we would incur.

Costs:

Itemise all cost elements relating to any solutions recommended.

- All vehicle related hardware to achieve the functions required and to enable driver ID cost per unit required.
- The per unit installation cost.
- Any per unit monthly service fees for either:
 - Service Provider Services and Support
 - Service Provider Services and 'Self Maintenance'
- The cost of any end user products / licenses.
- The optional costs of any Extended Warranty

Please use the table below for returning your proposals on costings and include any supporting literature with your submission.

Cost Template

Video Technology Costs Template - <Solution Provider Name>				
Hardware Components	Option 1 (<Option 1 Description>)	Option 2 (<Option 2 Description>)	Option 3 (<Option 3 Description>)	
	£	£	£	
	£	£	£	
	£	£	£	
	£	£	£	
	£	£	£	
	£	£	£	
	£	£	£	
	£	£	£	
	£	£	£	
Installation	£	£	£	
Total Installed Hardware	£0.00	£0.00	£0.00	
Data Transmission				
Data Package Description	£	£	£	
Service & Support Fees				
	£	£	£	
Optional Cost Items				
	£	£	£	
	£	£	£	
	£	£	£	
	£	£	£	
	£	£	£	

September 2020