



SkyBitz is the North American leader in trailer tracking today. More than 440 fleets have made the decision to purchase SkyBitz - more than any other trailer tracking provider. Use this Tracking Checklist to ensure you choose the best possible tracking partner. Directions: Print out this Checklist and use it before buying a trailer tracking system.

		Competitor #1	Competitor #2
<p>1. Installation and Maintenance How long does it take and how much will it cost to install the system? Do my trailers have to be empty and do I have to cut holes in my trailers? How much ongoing maintenance is involved? What is the expected battery life and how much does it cost to replace the battery?</p>	<p>"This is the best solution for our fleet; not only do we always know where our trailers are, but the SkyBitz units are easy to install and easy to manage." - Ken Adams, president, Southern Cal Transport, Inc.</p>		
<p>2. Ease of Use How easy is it to use the system? Do I have to download software to use the system? How much time will it take to get my employees trained? Do they provide training and are their employees easy to do business with?</p>	<p>"With SkyBitz we didn't spend days implementing the technology, and our trailers were on the road within 15 minutes, resulting in significant time and cost savings." - Daryl Deel, president, R&R Trucking</p>		
<p>3. Customer Service Do they understand my business? Are they easy to do business with? Will they be a good business partner? Do they mind if I talk to their existing customers?</p>	<p>"SkyBitz is committed to customer service, which is why we chose them as our trailer-tracking service provider." - Rick Johnston, president, North American Tank Lines</p>		
<p>4. Reliability Can I count on the system in all of North America no matter what the weather? How accurate is the location data? Can I trust them as a company? Do they stand behind their product?</p>	<p>"Due to the sensitivity of our customers' products, we needed to implement a technology solution that met stringent security requirements - our customers now have a clear view of their cargo at all times." - Craig Browne, president, RB High Tech Transport, Inc.</p>		
<p>5. Two Way Communication Do they have complete coverage without any dead zones? What is the latency of reports? Can I change the reporting and wake up schedule on the fly from my desktop? Do they have flexible reporting alternatives that fit my fleet's need?</p>	<p>"SkyBitz's GLS technology gives us the two-way communication capability that allows for complete asset utilization, as well as the ability to change reporting schedules over the air, ensuring loads are monitored until they arrive safely at their final destination." - Carl Recher, Vice President Chemical Operations, Groendyke Transport, Inc.</p>		
<p>6. Stability of Company How many customers do they have? How long have they been in business? Are they achieving their business goals? Do they have ongoing product and system enhancements?</p>	<p>"SkyBitz has the industry cache, support and acceptance of leading companies like Motorola. This really demonstrates their leadership in the industry." - Kevin Trent, vice president of finance, D+S Distribution Inc.</p>		
<p>7. ROI Do they understand my business well enough to help me work out my ROI? How quickly will I see a full ROI? Do they have financing options? Does their billing policy fit with my business?</p>	<p>"We have seen a big improvement in trailer utilization, and a quick ROI from our SkyBitz GLS technology." - Dean Rigg, CFO, Mesilla Valley Transportation</p>		