

TheConnected.Horse Pilot Success Criteria

Step One: Assign Weighted Points to total 100.

Assessment Criteria Summary and Score		Weighted Points Assigned*	Total Points Earned**
1	Asset Utilization Improvement	10	10.0
2	Yard Check Process Improvement	10	10.0
3	Customer Service Improvement	10	10.0
4	Dispatch Productivity Improvement	10	10.0
5	Trailer Pool Management Improvement	10	10.0
6	Preventative Maintenance Reduction	10	10.0
7	Loss Prevention and Asset Security Improvement	5	5.0
8	Driver Satisfaction & Retention	5	5.0
9	Hardware Performance	5	5.0
10	Account Management	5	5.0
11	Support and Issue Resolution	5	5.0
12	Installation Management	5	5.0
13	System Integration	5	5.0
14	Technology Innovation & Partnership	5	5.0
Total Pilot Score		100	100.0
			PASS

*Weighted Points can be updated to meet customer requirements.

The Weighted Points are tied to each category below.

**Minimum total points score of 75 required to successfully complete the pilot.

Signature: _____

Date: __/__/____

Title: _____

email: _____

Phone: _____



Step Two: Assign Pass or Fail for all criteria below.

Assessment Criteria and Scoring

Asset Utilization Improvement	Total Possible Points:	10	Pass=1 Fail=0	10.0
Improved ability to turn trailers after unloading (cargo sensing)			1	
Improved visibility and reduction of trailer inactivity			1	

Improved reporting of trailer / asset usage efficiency			1	
Reduction of trailers and other assets needed to manage the same			1	
Yard Check Process Improvement				
Total Possible Points:	10	Pass=1	Fail=0	10.0
Improved ability to locate yard trailers / assets			1	
Reduction of time to perform yard check			1	
Improved alerting based upon yard movements (geofence alerts)			1	
Customer Service Improvement				
Total Possible Points:	10	Pass=1	Fail=0	10.0
Improved whereabouts of customer goods while in transit			1	
Improved billing based on mileage, site visits, drive time			1	
Improved security and accountability of customer cargo			1	
Improved proof of service			1	
Dispatch Productivity Improvement				
Total Possible Points:	10	Pass=1	Fail=0	10.0
Reduction in time to locate trailers / assets for dispatching			1	
Identification of trailers / assets with extended stops			1	
Improved yard reporting of trailers / assets			1	
Improved alerting based on			1	
Trailer Pool Management Improvement				
Total Possible Points:	10	Pass=1	Fail=0	10.0
Improved visibility and control over management of trailer pools			1	
Automated trailer pool management reports			1	
Alerting of trailer pool imbalance			1	
Preventative Maintenance Reduction				
Total Possible Points:	10	Pass=1	Fail=0	10.0
Improved maintenance scheduling based on mileage or hours			1	
Reduction in maintenance costs due to improved PM scheduling			1	
Loss Prevention and Asset Security Improvement				
Total Possible Points:	5	Pass=1	Fail=0	5.0
Identification and recovery of stolen Assets/Trailers			1	
Identification and reduction of vandalized Assets/Trailers			1	
Reduced insurance premiums			1	
Reduction of lost or misplaced trailers / assets			1	
Improved ability to determine unauthorized movements (alerts)			1	

Driver Satisfaction & Retention	Total Possible Points:	5	Pass=1 Fail=0	5.0
Improved driver satisfaction -- less wasted time			1	
Ability to dispatch the driver to the closest trailer			1	
Assurance of assets at dispatch location			1	
Assurance of asset status at dispatch location			1	
Hardware Performance	Total Possible Points:	5	Pass=1 Fail=0	5.0
Hardware reliability and up time			1	
Cellular network reliability			1	
Accuracy of data provided by the hardware			1	
Rich data; completeness of data with respect to events and moven			1	
Accuracy of sensor data			1	
Account Management	Total Possible Points:	5	Pass=1 Fail=0	5.0
Project plan maintained and updated as necessary			1	
Account team is professional and responsive			1	
Regularly scheduled meetings / project reviews			1	
Effectiveness of demonstrating product value and success criteria			1	
Support and Issue Resolution	Total Possible Points:	5	Pass=1 Fail=0	5.0
Issue resolution and escalation plan documented and approved			1	
Issue resolution is timely			1	
Support team availability is sufficient			1	
			1	
Installation Management	Total Possible Points:	5	Pass=1 Fail=0	5.0
Installation planning process documented and approved			1	
Team performs a professional and thorough installation			1	
Installation verification tool is accurate			1	
Documentation is complete and thorough			1	
Installation time is accurate and repeatable			1	
System Integration	Total Possible Points:	5	Pass=1 Fail=0	5.0
Complete discovery and documentation analysis of integration nee			1	
Integration plan documented and approved			1	
Strength and scalability of integration platform and methods provi			1	
Delivery of integration in accordance to plan			1	
Technology Innovation & Partnership	Total Possible Points:	5	Pass=1 Fail=0	5.0
Innovation of product suite and delivery of well thought solutions			1	
Corporate strength and financial stability			1	

Ability to collaborate and meet needs	1	
Ability to customize and configure system	1	

