



Authorized Geotab  
Marketplace Partner

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**About:** Since 2000, VLC has become an industry leader providing compliance solutions for the transportation industry. Headquartered in Auburn, CA, VLC solutions include dqm connect, gw connect software, vehicle licensing, consulting and is a proud reseller of Geotab Telematics and marketplace solutions for over 8 years.

### Solution Overview

Our trucking customers are faced with highly regulated driver files resulting in potential non-compliance, audits and fines. dqm connect empowers you with a tool to self-manage your driver files. You will get more time back into your day and have the confidence of having compliant driver files.

### Key Target Audience

- Transportation, service, driver regulated industries
- CEO: lower labor cost, efficiencies, compliance, ROI
- HR, Recruiting, Fleet Managers: efficiencies, compliance
- 10 or more drivers in the US

### Customer Pain Points

- Managing driver access to multiple systems
- Driver communication
- Driver license and other renewal management
- Complete DQ (driver qualification) files
- Auditor preparation
- Missed steps with the on-boarding of new drivers
- On-boarding new drivers is complicated

### Engagement: How to

Sales tips for engaging with Customers

- CEO – excellent ROI, saves time (labor).
- Recruiter – Instant access to applicants to improve hiring rates.
- HR – DQ file management, compliance and DOT audit prep.
- Fleet Managers – On-board new drivers quickly and keep drivers compliant and driving.

### Competitive Differentiators

System security, HIPPA compliant  
Smart on-line driver application, mobile friendly  
Bulk File Upload for an easy implementation  
Unlimited custom company forms  
Driver communication portal  
Auditor portal

### Market Insights

Many trucking companies manage paper driver files and are seeking a better way to help them move their files to a digital solution. They are looking for a tool to maintain control in-house, experience the efficiencies of digital files and ensure compliance. Companies prefer a single control point for driver information and for that information to be shared to other systems. The system should be easy to deploy and use.

### Customer Benefit

- Excellent ROI (return on investment)
- Easy to deploy, easy to use, smart workflow
- Impacts many different departments (HR, Recruiting, Fleet Management, Dispatch, Drivers)
- Smart on-line application are submitted as a compliant application the first time
- Ability to on-board qualified drivers quickly
- Companies maintain full control

### FAQ

#### Q. How is dqm connect integrated with Geotab

A. dqm connect pushes driver information to Geotab to create a driver user, (ELD). The driver can access their portal from Geotab Drive

#### Q. How does dqm connect manage driver renewals

A. dqm connect sends a text and email to the driver 90 days from renewal date to renew their drivers license or med cert. Driver can take a picture and upload to their file, pending admin review and approval.

#### Q. What makes dqm connect special

- Empowerment – offers you more control to reach your compliance goals
- Visibility and Communication – intelligent dashboard and driver portal
- Saves time and money - simple efficient on-boarding, automated renewals, audit ready

### Pricing

Software Price to Resellers (Wholesale)	\$8.00 per driver
(Suggested) Software MSRP	\$15.00 per driver

### Additional Resources

- Website: [www.dqmconnect.com](http://www.dqmconnect.com)

**Target: Driver Application and File Management**

