

KPAX Transition Playbook

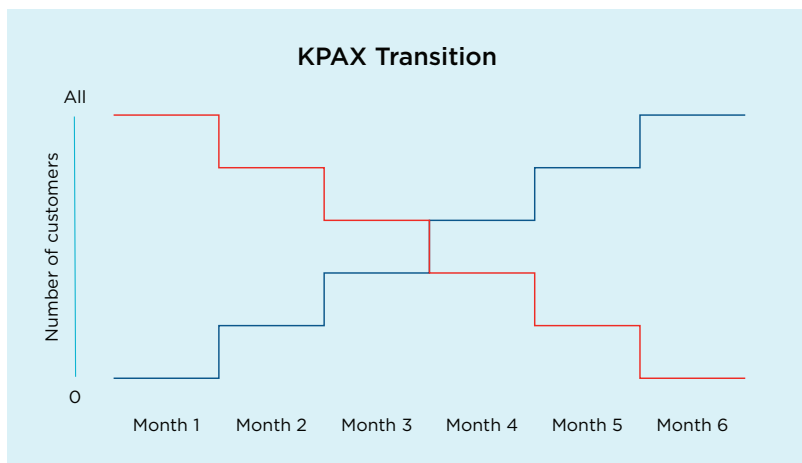
OBJECTIVE

To provide clear direction and insight into how ACDI can help transition accounts from a legacy fleet management solution to KPAX.

CUSTOMIZED PLAN

Moving to a new fleet management platform is a big decision and can be time consuming. At ACDI, we understand that you can't simply "flip a switch" and change platforms overnight. That's why we create customized transition plans that allow for a phased approach based on the following variables:

- Number of customers you're moving to KPAX
- Contract term with your current provider
- Special Customer requirements
- Type of Agent to be installed (Liberty/Software)



Let our team work with you to create a KPAX transition plan that sets up your organization for both short and long term success. We can add customers to your KPAX program at the pace that is right for your team and your business.

At ACDI, we bring much more to the table than software support. Our team of Solutions Architects, Professional Services Engineers and Specialists can help to not only create a plan that works for your business but also can assist with setup, installations and training. Reach out to your ACDI representative today to find out more.



Frequently Asked Questions

As part of my transition plan, can ACDI help me with installing agents at my customer sites?

Yes, KPAX agents are easily installed within just a few minutes. ACDI can send the Liberty or software agent directly to your customer and work with them to quickly get it installed on their network?

My current fleet management software provider has me locked in a contract. Do I need to wait until that contract expires to move to KPAX?

No. This is actually the best time to transition. It's much more effective to use the remaining contract period to get customers on your KPAX system. ACDI will help you start getting KPAX installed during this time so that when your contract ends, you can terminate it with no loss of service for your customers.

If I transition my accounts while I'm still tied to an existing contract, will I have to "double pay" both my existing provider and KPAX during this time?

No. At ACDI, we understand how recent price hikes by other providers have impacted profitability and operational success. We're glad you're choosing KPAX and ACDI as your fleet management partner. We can set up your transition plan with considerations for any monthly minimums you may be obligated to so that the monthly KOIN subscription doesn't begin until your legacy contract expires or is terminated.

What is included in the KPAX program?

You get tremendous value with your KPAX subscription. You get access to the software including licensing and maintenance. The subscription also includes hosting in Microsoft Azure cloud services, Technical Support and API access.

Can KPAX coexist on the same network where I currently have my legacy fleet management software installed?

Yes. KPAX can be installed and run on the same network where another SNMP-based fleet management software is installed.