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2 MONTHS AGO

Gorilla Safety launches program for fleets left behind by One20's unexpected exit from the ELD business

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Electronic Logging Device (ELD) providers [Gorilla Safety](#)

(<http://www.fleetequipmentmag.com/gorilla-safety-offers-10-per-month-aobrd-help-small-fleets-transition-eld-mandate/>) introduced a special program targeted toward fleets left abandoned by ONE20, an ELD provider that [recently announced that it would cease operations and exit the market](#)

(<http://www.fleetequipmentmag.com/one20-goes-out-of-business-apps-will-no-longer-work/>), effective June 18, and that its devices will no longer work after that date.

Gorilla Safety is offering those who subscribed to ONE20's F-ELD a free ELD subscription through the end of 2019, with the purchase of the ELD hardware. Former F-ELD users can provide proof of their F-ELD purchase, and Gorilla Safety's Prime8

ELD service will be free to qualifying fleets and owner operators.

Gorilla Safety's Prime8 ELD is a basic, full suite of services catering to independent owner-operators, which keeps fleets and drivers compliant on the road. The hardware is a plug-and-play system that takes just a few minutes to install into any truck. The app provides driver logs, user lists and details, vehicle lists, accident details and investigation, GPS tracking and daily logs, among other features.

“The ELD business has become a crowded space with many providers—not all of which are reliable and sustainable—amid the changing fleet and safety landscape, one now dictated by the FMCSA's ELD mandate,” said Mark Walton, co-founder and chief executive officer of Gorilla Safety. “Gorilla Safety has on-boarded fleets of varying sizes and needs and offers the industry a range of special programs to keep fleets compliant. In the case of ONE20, Gorilla Safety decided to aid fleets impacted by that company's decision to terminate support for its product through its latest free subscription offering that will take users through the end of next year. This will ensure their compliance, safety and ease of use when using our advanced tools.”

The Prime8 solution is appropriate for most fleets, but former F-ELD users also have the option to upgrade to one of Gorilla Safety's premium packages, if they choose, for an extra fee, the company noted.

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Zonar launches reseller program

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Zonar (<http://www.fleetequipmentmag.com/zonar-samsung-galaxy-tab-e-tablet-mobile-portfolio/>) has announced a program enabling technology solution providers to sell Zonar solutions to businesses and schools. Authorized resellers will be able to sell and support Zonar solutions for customers of all sizes, creating new revenue opportunities for partners and easier access to Zonar smart fleet offerings for more businesses, the company said.

“The introduction of Zonar’s reseller program is part of our ongoing commitment to the channel and helps our partners grow their business and expand their reach into other verticals,” said Gary Schmidt, vice president of business solutions at Zonar. “Our channel partners are instrumental to our company’s growth and the Zonar reseller program will ensure everything we do—from the development of our products and solutions to our sales, support and marketing frameworks—supports them.”

Zonar says it will provide resellers with training, support, tools for sales and marketing and access to tools for integrating Zonar solutions into their customers’ business operations. Resellers can bill their customers directly, and can bundle additional services and support with Zonar’s fleet management solutions. Zonar will provide resellers with subject matter experts for any customer-specific business and technical requirements.

Zonar is rolling out the program to pilot partners across North America. The Zonar reseller program is now open for applications from interested companies.

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