

Day 4 — Key Points to Keep

1. TCO beats sticker price

Fuel, driver, maintenance and resale decide lifetime cost.

2. Match network to demand

Hub-and-spoke for dispersed volume; point-to-point for dense lanes.

3. Last mile decides margin

Clustering, sequencing and proof of delivery are the levers.

4. Telematics is management data

Location, driver behaviour, fuel and predictive maintenance.

5. Compliance is operational

Permit, fitness, licence, insurance, PUC, e-way bill.

6. Green fleets are planning inputs

BS-VI, CNG/LNG, EV last mile, carbon reporting.

MY TAKEAWAY: _____

MY QUESTION: _____

Videos used today: hub-and-spoke vs point-to-point • what is telematics • e-way bill rules explained