POWERFLEET®

SOLUTION BRIEF

MHE DEALER SOLUTIONS

Extend your offering beyond the truck

Bring brand-agnostic access control, digital pre-use checks, pedestrian detection, and mixed-fleet visibility into more customer conversations.

THE MHE DEALER OPPORTUNITY

Customers often operate mixed fleets across brands, sites, and equipment types. That creates opportunities for dealers to support access, safety, and visibility requirements beyond the equipment itself.

THE COST

Mixed fleets, rental assets, and used equipment can leave access, checks, and safety data split across separate systems or manual processes. That makes it harder for dealers to give customers a complete answer.

THE FIX

Powerfleet gives dealers a brand-agnostic way to add access control, digital checks, and safety visibility to any truck make, for customers whose requirements go beyond standard-fit systems.

THE MHE DEALER CHALLENGE

New customer requirements extend beyond the truck sale

Customers need consistent ways to manage access, safety checks, and fleet visibility across mixed material handling fleets. For dealers, that raises questions a standard-fit system cannot always answer.

01 Access control is inconsistent

Basic PIN codes, manual processes, and different access methods make authorised use harder to manage across brands, sites, and equipment types.

02 Safety checks are difficult to track

Paper-based or disconnected pre-use checks make it harder to track inspections, defects, and follow-up actions.

03 Fleet visibility is fragmented

Different manufacturers, truck ages, and propulsion types leave access, inspection, usage, and safety data in separate systems.

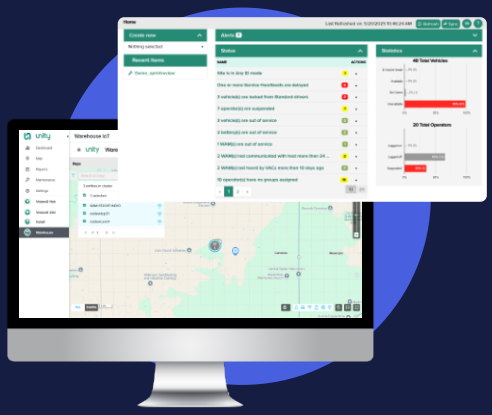
THE POWERFLEET SOLUTION

Connected solutions for dealer-led customer conversations

Powerfleet helps dealers address access control, digital pre-use checks, pedestrian detection, and mixed-fleet visibility without replacing existing equipment.

Forklift Gateway provides access control, digital pre-use checks, safety data capture, and operational visibility across mixed MHE fleets. Its button-led design is built for daily use in demanding environments, including outdoor yards, cold storage, rental fleets, and used equipment.

AI Pedestrian Proximity Detection uses camera-based AI to detect pedestrians near moving MHE and alert operators to potential risk. It supports safer interaction between people and vehicles in busy operating environments.



Powerfleet Unity connects access, inspection, safety, and usage data across vehicles, sites, and systems. It gives larger or multi-site customers a clearer view of fleet activity, reporting, and trends in one place.

FROM TRUCK SALE TO CUSTOMER SOLUTION

Powerfleet helps MHE dealers:

- Extend customer conversations beyond the truck sale
- Offer a brand-agnostic option across any truck make
- Address access, safety, and visibility requirements
- Support mixed, rental, and used MHE fleets
- Create new aftermarket revenue opportunities

Have a customer opportunity in mind?

Speak to Powerfleet about where our solutions could fit your customer base and current sales opportunities.

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