



# OFF THE GRID, STILL IN CONTROL

Fleet Visibility Beyond Cellular Limits



# Introduction

A long-haul driver loses cell signal an hour into a remote route in Northern Alberta. Dispatch goes dark. There's no location update, no ETA, no safety check-in—until he resurfaces hours later. For many fleet operators, **this isn't hypothetical. It's happening every day.**

In an industry increasingly shaped by real-time data, coverage **blind spots aren't just a communications problem—they're a business liability.** From safety and compliance to operational efficiency and customer trust, uninterrupted visibility is now a baseline expectation.



Yet, many North American fleets still face major operational blind spots in areas lacking reliable cell coverage. Satellite tracking is reshaping how fleets navigate those challenges. In the pages ahead, we explore the real-world impact of coverage gaps—and how new integrations between systems like [TracxTMS](#) and [Samsara](#) help trucking operations stay connected off the grid.

# The Coverage Gap: Cellular Dead Zones Across the U.S. & Canada

Despite the rapid expansion of cellular infrastructure, significant coverage gaps persist—especially in rural and remote regions.

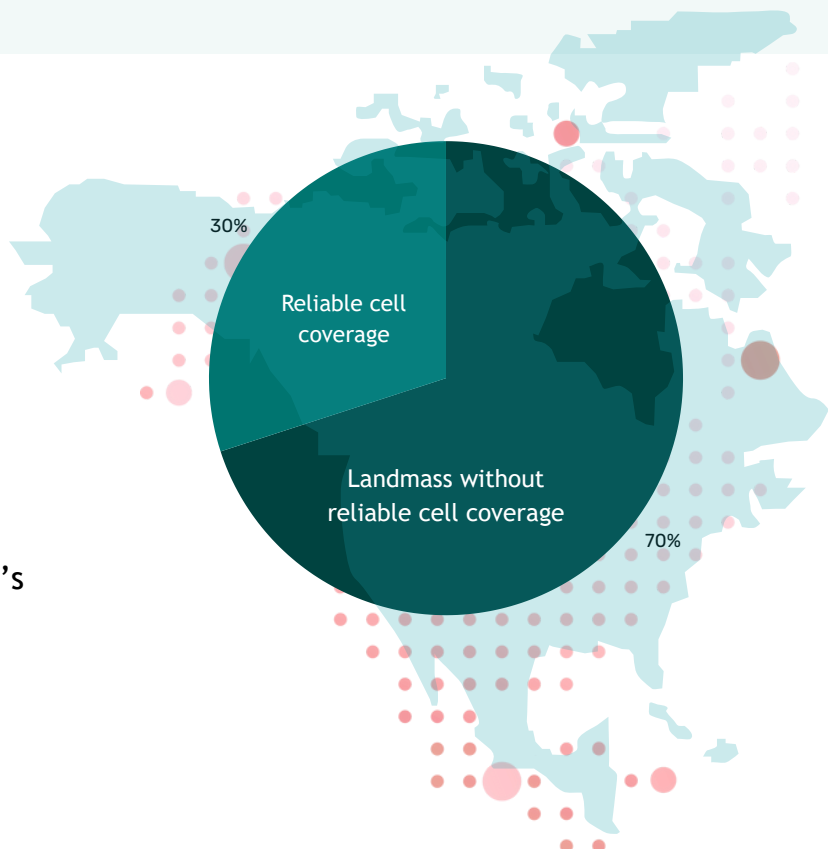
- In Canada, less than 30% of the landmass has reliable cell service.
- Across the U.S., **large regions**—especially in the mountains, Midwest, and rural South—still have major coverage gaps.

These gaps are most common in areas with:

- Low population density
- Challenging terrain (mountains, forests, deserts)
- Limited commercial incentive for infrastructure build-out

## The Problem?

Fleets operating in oil and gas, forestry, mining, and remote logistics often find themselves **navigating long stretches with no connectivity at all**. That's more than an inconvenience—it's a complete loss of operational awareness.



# The Risk: When Visibility Fails, Everything Slows Down

When a vehicle disappears from view in a remote region, the impact ripples. Dispatchers are forced to make decisions with incomplete information. Drivers become isolated. Customers are left waiting for answers. And compliance systems—dependent on accurate, timely data—start to fall out of sync.

## Operational Blind Spots

Without real-time location data, dispatch loses the ability to confirm deliveries, adjust for delays, or reroute based on road conditions. Fleet performance becomes reactive instead of proactive. Small disruptions—missed ETAs, stalled trucks, lost hours—compound into operational inefficiencies and lost revenue.

## Safety & Compliance Risks

Lone drivers operating beyond the network face more than inconvenience—they face real danger. With no way to signal distress or call for help, their safety becomes an open question until they re-enter cell range. These visibility gaps also jeopardize compliance with FMCSA regulations, especially regarding Hours of Service (HOS) and ELD data continuity. Contracts with strict data and location tracking requirements, such as USPS deliveries, are also at risk.

## Customer Expectations, Interrupted

Today's customers expect more than delivery—they expect visibility. Blind spots create uncertainty, erode trust, and diminish the competitive edge that accurate, real-time updates provide.

# The Solution: Satellite Tracking + TracxTMS Integration

Fleet visibility used to depend on cell towers. When the signal dropped, so did insights, support, and control. That's not a sustainable model.

With Samsara's satellite-enabled Vehicle Gateway and real-time integration with TracxTMS, fleets can operate with complete visibility—whether they're in a city or miles into a rural delivery.

Satellite fills the connectivity gap. TracxTMS turns that connection into insight.

Every fifteen minutes, location updates keep vehicles visible—even when they're out of reach. One-way and two-way syncing means dispatchers can track drivers, monitor HOS, receive documents, and get alerted the moment an asset enters or exits a geofenced location. Emergency signals can be sent

from anywhere and everything syncs automatically when coverage returns.

- ETS that stay accurate—even in off grid zones
- Safer conditions for lone drivers and remote routes
- Instant alerts for emergencies —no signal required
- Compliance records that don't depend on cell coverage
- Centralized, real-time data in one operational dashboard.

## The Result?

Fleets don't just stay connected. They gain a system that adapts to the reality of how, and where they work. It's a **continuous connection to your operations so you can make real-time decision, even off the grid.**



# A Use Case: Visibility in the Most Remote Miles

Picture a regional fleet hauling specialized equipment through the Appalachian foothills and rural stretches of Pennsylvania and West Virginia. The terrain is rugged, the roads are winding—and for hours at a time, drivers drop off the grid. No updates. No tracking. No visibility until they're back in range.

This was routine.

Then the company implemented TracxTMS integrated with Samsara's satellite-enabled Vehicle Gateway. Now, dispatchers can monitor vehicle locations even deep in the backcountry. Drivers have an SOS button within reach. And key operational data—location history, hours of service, geofencing events—syncs automatically when coverage returns.



What used to be the hardest part of the route is now just another part of a visible, connected operation.

# Getting Started

To add satellite-powered tracking to your fleet, you'll need:

- ✓ A Samsara Vehicle Gateway and Satellite Modem (*installed in each vehicle*)
- ✓ A TracxTMS subscription (*existing or new customers*)
- ✓ API integration enabled between Samsara and TracxTMS (*standard, no dev work required*)



Connect with  
TracxTMS



Sync with  
Samsara



Start  
Tracking

Installation is simple, and most fleets are up and running within days.

Whether you're operating across cellular dead zones or preparing for long-haul visibility, **TracxTMS** makes it easy to connect, configure, and stay in control.


[Get in touch with us to learn more](#)



# Conclusion

**Fleet management doesn't stop where the cell signal fades.** For operations that rely on uninterrupted visibility—whether for safety, compliance, or customer trust—coverage gaps are no longer acceptable risks.

Satellite connectivity has shifted from backup plan to baseline infrastructure. And when it integrates directly into your core systems—like TracxTMS—it becomes part of how you operate, not just how you react.



Fleets that adopt this mindset aren't just filling blind spots. They're building resilience, improving support for their drivers, and gaining a clearer view of their entire operation.

**The road ahead won't always be connected.  
But with the right tools, your fleet always can be.**

