

The Fleet Signal

Telematics intelligence for East African fleets. What changed in regulation, what it costs you, and what to do about it — every month.

ISSUE	PUBLISHED	READING TIME	NEXT ISSUE
01	August 2026	12 minutes	1 September 2026

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Why we are starting a newsletter, and what you get from it

00

There is no shortage of telematics marketing in this region. There is a serious shortage of telematics information a fleet manager can act on.

In the past six months, three separate Kenyan instruments have written telematics into law — the Traffic (Motor Vehicle Inspection) Rules, the NTSA (Operations of Commercial Vehicles) Regulations and the Traffic (School Transport) Rules. A fourth, from the Energy and Petroleum Regulatory Authority, would make GPS compulsory on every petroleum tanker on Kenyan roads.

Enforcement on most of these has been deferred, and that has been widely reported as a reprieve for operators. It is not a reprieve. It is a procurement window, and it is closing.

Meanwhile the underlying numbers have moved the wrong way. Global road deaths fell by twenty-one per cent between 2011 and 2025. In the WHO African Region they rose by

seventeen per cent. Kenya recorded five thousand and nine road deaths in 2025, and is running eleven per cent ahead of that pace in 2026.

This newsletter exists because the operators who will absorb the cost of all of this — the fleet managers, owners, saccos, transporters and school administrators — are consistently the last to be told what is coming.

Every month we will tell you three things: what changed, what it costs, and what to do about it. We will show our sources and date every figure. Where we do not know something, we will say so, and we will say who has to confirm it.

We will also write about the whole market, including our competitors. Where we mention our own platform, we will say so plainly.

If it is useful, forward it. If it is wrong, tell us.

Mohamud Ali Ahmed

MANAGING DIRECTOR & CHIEF EXECUTIVE · INTELLIFLEET 360

OUR STANDING PROMISE

What changed	Every regulatory movement across Kenya and the region, with the instrument named and the status stated plainly.
What it costs	Quantified wherever a defensible figure exists. Illustrative and vendor-reported figures are labelled as such — always.
What to do	One specific, dated action you can take this month. Not a philosophy. A task.

A note on balance. No more than one fifth of any issue of The Fleet Signal will be about IntelliFleet 360. This issue sits at roughly eight per cent by word count. If you think we have got that balance wrong, write to us and we will publish the correction.



THE BIG STORY • KENYA • REGULATION

Telematics is now written into Kenyan law. The enforcement clock is paused, not stopped.

Three sets of 2026 regulations require telematic systems on commercial and school transport vehicles. NTSA has suspended penalties. Here is what is actually in force, what is not, and why waiting is the expensive option.

What the law now says

Three instruments matter to any commercial operator in Kenya.

Traffic (Motor Vehicle Inspection) Rules, 2026 — gazetted as Legal Notice No. 13 of 2026 in February. These created the framework for annual inspection of specified vehicle categories, including vehicles more than four years old from the recorded date of manufacture, under Section 55 of the Traffic Act (Cap 403). Booking runs through the NTSA service portal on eCitizen.

NTSA (Operations of Commercial Vehicles) Regulations, 2026 — Regulation 9(d) requires a telematic system on commercial service vehicles. Regulation 9(h) requires underride protection devices.

Traffic (School Transport) Rules, 2026 — Rule 14 requires a telematic system on school transport vehicles; Rule 13 requires reflectorised red mechanical stop signal arms.

What happened in five weeks

26 June. NTSA issued a public notice, signed by Director General Eng. Nashon Kondiwa, confirming inspections would proceed at NTSA centres from 1 July, and stating that implementation of Regulations 9(d) and 9(h), and Rules 13 and 14, would be communicated separately.

28–29 June. After public confusion, NTSA clarified that commercial service vehicle operators would not be penalised under Regulation 9(d), and school transport operators would not be penalised under Rules 13 and 14. Traffic officers were instructed not to demand inspection certificates from private motorists at route checks.

1 July. NTSA confirmed mandatory inspection enforcement applies only where inspection is tied to a licensing requirement — that is, commercial and PSV. The Authority also signalled an intention to license seventy privately operated inspection centres.

Separately, a Senate committee scrutinising Legal Notice No. 13 of 2026 concluded the rules should be annulled, finding the Regulatory Impact Statement did not fully satisfy the Statutory Instruments Act.

A deferred penalty is an administrative decision. It can be reversed by notice — the underlying duty does not need re-legislating to bite.

Why “deferred” is not “cancelled”

01

One. The obligation exists in law today. Only the penalty is suspended. A deferred penalty is an administrative decision that can be reversed by notice. The underlying duty does not require re-legislation to become enforceable.

Two. The deferral is a capacity problem, not a policy reversal. NTSA is simultaneously expanding inspection capacity and standing down enforcement on the technical requirements. That is the signature of a regulator sequencing a rollout — not one retreating from it.

Three. The Senate challenge touches the Inspection Rules, not the telematics duty. The committee’s finding relates to Legal Notice No. 13 of 2026. Regulation 9(d) sits in a different instrument. Do not read the Senate report as removing the telematics obligation.

Four. Compliance windows are seller’s markets. Every mandated technology rollout in this region has followed the same curve: a long quiet period, a short notice, then a scramble in which installation slots, certified hardware and skilled fitters are all rationed and priced accordingly. Europe is watching exactly this happen right now as the smart tachograph requirement extends to light commercial vehicles — installers across several member states report capacity constraints and rising second-quarter installation costs.

The practical conclusion. Operators who specify and fit now choose their own vendor, negotiate their own price, run a proper pilot and train drivers unpressured. Operators who wait for the enforcement notice buy whatever is in stock, at whatever the market bears, in whatever timeframe the fitters can manage.

CUT THIS OUT AND KEEP IT

What we know versus what NTSA must still confirm

QUESTION	STATUS
Is a telematic system required on commercial service vehicles?	Confirmed — Reg 9(d), NTSA (Operations of Commercial Vehicles) Regs, 2026
Is a telematic system required on school transport vehicles?	Confirmed — Rule 14, Traffic (School Transport) Rules, 2026
Are operators currently penalised for non-compliance?	No — NTSA notice, 28–29 June 2026
What technical specification must the device meet?	Not yet published — NTSA to confirm
Will devices require type approval, and by whom?	Not yet published — NTSA to confirm
Must data be transmitted to an NTSA platform, on what protocol?	Not yet published — NTSA to confirm
Will approved-installer rules apply, as for speed limiters?	Not yet published — NTSA to confirm
When does enforcement commence?	Not yet published — NTSA to confirm

How to use this table. The four “confirmed” rows are what you plan against. The five “not yet published” rows are what you protect against — by specifying open, re-pointable hardware rather than proprietary units locked to a single cloud. See the vendor questions on page 08.

Regulation Watch

02

Where every obligation stands as at 1 August 2026. Verify current status with the relevant authority before acting.

● In force & enforced

● In law, enforcement deferred or in transition

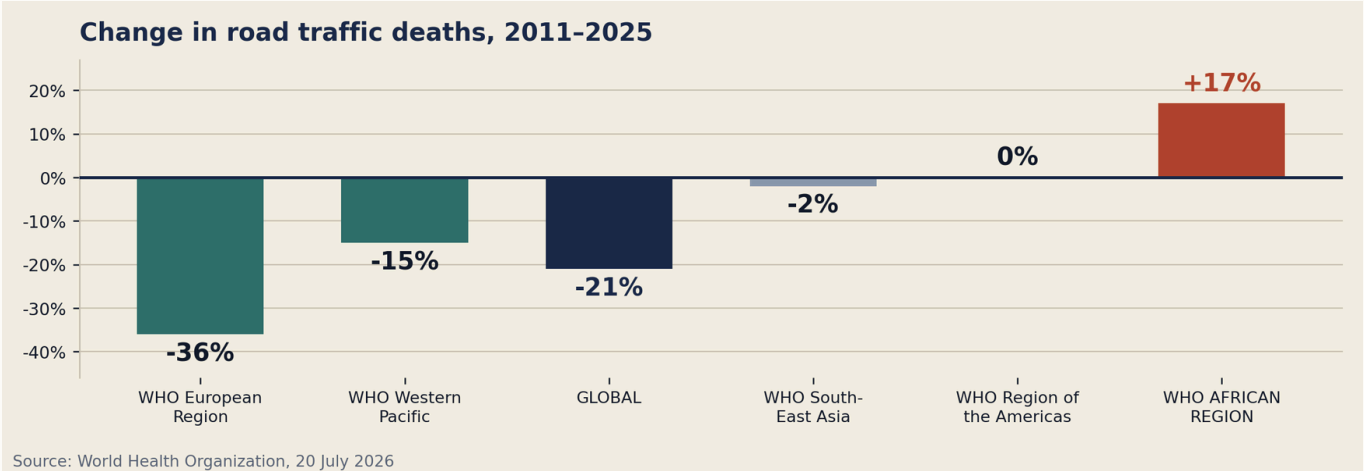
● In force, enforced, widely non-compliant

WHERE	OBLIGATION	INSTRUMENT	STATUS	WHAT YOU MUST DO
Kenya	Telematic system , commercial service vehicles	NTSA (Operations of Commercial Vehicles) Regs, 2026 — Reg 9(d)	●	Specify and fit now; watch for the implementation notice
Kenya	Underride protection devices	Same — Reg 9(h)	●	Budget for retrofit on trailers and rigid HGVs
Kenya	Telematic system , school transport	Traffic (School Transport) Rules, 2026 — Rule 14	●	Schools and operators: begin the fleet audit before Term 1
Kenya	Reflectorised red mechanical stop signal arms	Same — Rule 13	●	Confirm supply lead times early
Kenya	Annual inspection, vehicles over four years	Traffic (Motor Vehicle Inspection) Rules, 2026 (LN 13/2026)	●	Mandatory where tied to licensing (commercial, PSV). Private enforcement suspended; Senate has recommended annulment
Kenya	Speed limiters, commercial vehicles	Traffic Act & NTSA framework	●	Fit only through an NTSA-approved installer; keep the certificate with the vehicle
Kenya	GPS on petroleum road tankers	Petroleum (Licensing of Petroleum Road Transportation Business) Regulations, 2025 — draft	●	In public participation. Penalties up to KSh 1 million, five years' imprisonment, or both. GPS reports must be produced to EPRA on seven days' notice
Kenya	Data protection registration & lawful processing	Data Protection Act, 2019	●	See page 10. Most tracked fleets in Kenya are exposed here
Kenya / EAC	Electronic cargo tracking seals	KRA notice, 30 January 2026 (RECTS)	●	Transition to a multi-vendor, user-owned e-seal model is under way
Rwanda	Speed limiters, all vehicles above 3,500 kg	RURA / RNP / RSB framework	●	80 km/h ceiling, GPS transmitting to the RURA platform, RNP-approved fitting centre only, annual re-certification
Uganda	Digital number plates	ITMS programme	●	Full compliance deadline January 2027; automated penalties under EPS Auto, payable within 72 hours
European Union for exporters & reference	Smart Tachograph 2 on LCVs above 2.5 tonnes in international transport	Regulation (EU) 2020/1054	●	In force from 1 July 2026 — the clearest signal yet that mandates travel down the weight ladder as hardware gets cheaper

Cross-border warning. A device approved in one EAC state is not automatically accepted in another. Kenya, Tanzania, Uganda and Rwanda each operate separate regulators and separate platforms. If you run the Northern Corridor, specify to the strictest ceiling on the route and hold the paperwork for every jurisdiction you touch.

By the Numbers

5,009 Kenyan road deaths in 2025 KNBS Economic Survey 2026	2,150 Deaths in the first half of 2026 — up 11% year on year NTSA, June 2026	KSh 450bn Estimated annual GDP loss to road crashes NTSA
1.16m Global road deaths in 2025 WHO, 20 July 2026	11,638 Reported crashes in Kenya in 2025, from 11,165 in 2024 KNBS	395,235 New vehicle and motorcycle registrations, Kenya 2025 KNBS Economic Survey 2026



READ THIS BEFORE YOU QUOTE A KENYAN ROAD DEATH FIGURE

Why are there two different tolls for 2025? NTSA reported 4,458; the KNBS Economic Survey reported 5,009. Neither is wrong. NTSA figures are compiled from police crash reports through the year and are usually quoted as at a cut-off date. The KNBS figure is the annual statistical series, published the following April, and captures deaths recorded after the initial report — including people who die of their injuries later.

Use KNBS for annual comparison and NTSA for in-year tracking. Never mix them in the same series. If a supplier quotes you a trend line that switches between the two, they have not checked their own numbers.

FLEET AND MARKET	VALUE	SOURCE
New motor vehicles registered, Kenya 2025	142,994	KNBS
New motorcycles and auto-cycles, Kenya 2025 (from 118,308)	241,763	KNBS
Registered motor vehicles, Kenya (December 2024)	≈ 4.97m	KNBS series
Registered vehicles, as cited by NTSA (June 2026)	> 6m	NTSA
Port of Mombasa throughput, 2025 — up 11.2%	45.6m t	KNBS
Fuel as a share of fleet operating cost, Kenya	up to 30%	Industry, Aug 2025
South Africa active fleet management systems, forecast 2028 from 2.3m in Q4 2023 — the regional maturity benchmark	3.8m	Berg Insight



The ninety-day telematics readiness plan

04

Whether or not you already run tracking, this is the sequence that survives an enforcement notice. Start today and you finish before the end of October.

DAYS 1–15 Know what you actually have

Most fleets discover at this stage that their asset register and their reality have quietly diverged.

- ☐ Build one sheet: registration, VIN, recorded date of manufacture, body type, licensing category
- ☐ Flag every vehicle more than four years old from the recorded date of manufacture
- ☐ Record make and model of every installed telematics device — and its **cellular network generation**
- ☐ Record speed limiter make, installer, certificate number and expiry
- ☐ Record inspection sticker validity; enforcement officers verify these through the NTSA mobile app
- ☐ Identify vehicles with no device, a dead device, or a lapsed subscription

DAYS 16–30 Fix data governance before you scale the data

This is the phase nearly every fleet skips. Page 10 explains why that is expensive.

- ☐ Confirm whether your organisation must register with the ODPC
- ☐ Identify and document your lawful basis for processing driver location and behaviour data
- ☐ Issue a written driver privacy notice — what is collected, why, how long it is kept, who sees it
- ☐ Complete a data protection impact assessment for systematic monitoring
- ☐ Set a retention schedule and enforce it in the platform. Indefinite retention is a liability, not an asset
- ☐ Confirm in writing whether your provider is a processor or a controller, and what happens to your data if you leave

DAYS 31–45 Write a vendor-neutral specification

Write the requirement before you take the demonstration, not after it.

- ☐ 4G LTE, with local buffering and automatic transmission on reconnection
- ☐ Multi-constellation GNSS, not GPS alone
- ☐ Jamming detection and tamper alerting delivered as reportable events
- ☐ Digital and analogue inputs sufficient for your future sensor plan — fuel, door, temperature, panic
- ☐ CAN or FMS gateway capability where the vehicle supports it
- ☐ **An open API and a full data export in a documented format** — the single clause that decides whether you are a customer or a hostage
- ☐ Written commitment on protocol support and firmware update policy

From pilot to premium reduction

DAYS 46–60

Pilot on ten per cent, and set the baseline

- ☐ Select a representative sub-fleet — not your best vehicles and not your worst
- ☐ Record the baseline before any coaching begins: litres per hundred kilometres, idle share, harsh events per thousand kilometres, unplanned downtime days per vehicle
- ☐ **Normalise every behaviour metric by distance.** Raw event counts punish your busiest drivers and are the fastest way to lose driver trust in a new programme

DAYS 61–75

Bring the drivers in

A programme drivers experience as surveillance will be defeated. One they experience as coaching will not.

- ☐ Explain the scoring method in full. If you cannot explain it, do not deploy it
- ☐ Publish what happens after a poor score — and make the first response coaching, not sanction
- ☐ Recognise improvement publicly and consistently, not occasionally
- ☐ Give drivers the right to see and challenge their own data

DAYS 76–90

Convert the data into money

- ☐ Take twelve weeks of behaviour data to your insurance broker *before* renewal, not after
- ☐ Ask specifically whether your insurer offers a telematics-informed rate, and what evidence they require
- ☐ Reconcile fuel purchases against measured consumption for the pilot period
- ☐ Build the business case for full rollout on your measured savings, not on brochure figures

TAKE THIS TO THE MEETING

Five questions to ask any telematics vendor before you sign

- 01 If I terminate, in what format do I receive my historical data, and how long does it take?
- 02 Is the hardware locked to your platform, or can it be re-pointed to another server?
- 03 Which cellular generations does this device support, and what is your migration path?
- 04 Are you registered with the ODPC, and will you sign a written data processing agreement?
- 05 When NTSA publishes the telematic system specification, what is your commitment on compliance — firmware update, hardware swap, or my cost?

On insurance. Commercial fleet cover in Kenya is priced on vehicle type, load capacity, age and coverage area — not on how your drivers actually drive, because insurers have had no way to measure it. Telematics changes what you can evidence at renewal. Reported premium reductions for telematics-backed commercial fleets in sub-Saharan Africa run in the range of fifteen to twenty-eight per cent (*vendor-reported; not independently verified — treat this as a reason to have the conversation, not as a saving you can bank*).



The 2G problem nobody has budgeted for

05

A large share of the trackers running in East African fleets today are 2G-only. They are a stranded asset, and the write-off is arriving faster than most operators think.

The economics that put 2G everywhere. Cheap modules, excellent rural coverage, a tiny data requirement. For fifteen years, 2G was the correct engineering choice for vehicle tracking in this region, and nobody should be embarrassed about having bought it.

What changed. Operators are re-farming 2G and 3G spectrum to 4G and 5G. Safaricom and other regional operators have been progressively reducing legacy network capacity in favour of 4G LTE and 5G expansion.

Why the failure mode is worse than an outage. Coverage does not vanish on a date. It degrades unevenly — first in re-farmed urban cells, then along corridors. What you see is intermittent position gaps that look exactly like driver

interference or device faults. Fleets spend months investigating the wrong problem, disciplining the wrong people, and replacing units that were never broken.

The buying rule for 2026. Specify 4G LTE — Cat 1, Cat 1bis or Cat M1 depending on your data need. Do not wait for 5G. Industry expectation is that 4G retirement begins in the 2030s and extends into the 2040s, so a 4G device bought today has its full commercial life ahead of it.

Two non-negotiable companions. Local flash buffering, so the device stores and forwards through coverage gaps rather than losing the trip. And multi-constellation GNSS, so position is retained where network is not.

THE AUDIT, IN FOUR STEPS

- 01 Export your full device list from the telematics platform
- 02 Map each model to its cellular generation from the manufacturer datasheet — not from the invoice
- 03 Count the 2G-only units and locate them by vehicle
- 04 Price replacement against your depreciation schedule, not against your monthly subscription

Most fleets find the number is larger than they assumed, and that the units are concentrated in their oldest, hardest-working vehicles — the ones that can least afford to go dark.

A 2G tracker does not fail on a date. It degrades on a map.

Your telematics data is personal data. Most Kenyan fleets are not treating it that way.

06

The Data Protection Act, 2019 is in force and actively enforced. Continuous tracking of identified drivers sits squarely inside it. This is the exposure nobody in the telematics industry wants to discuss.

Why it applies. The Act gives effect to Article 31 of the Constitution and is modelled broadly on the GDPR. Continuous location and behaviour data tied to a named driver is personal data. Collecting it continuously is systematic monitoring.

Registration. Registration with the Office of the Data Protection Commissioner is mandatory above defined thresholds, which include annual turnover above KSh 5 million and more than ten employees. A great many transport operators clear both thresholds and have never registered.

Data protection officer. Organisations carrying out systematic monitoring at scale fall within the categories required to designate a DPO.

Lawful basis — the trap. Consent is a weak basis in an employment relationship, because it is difficult to argue it was freely given. Legitimate interest is usually the more defensible basis for fleet safety monitoring — but it must be documented, balanced against driver rights, and disclosed.

A clause buried in an employment contract is not a substitute for a privacy notice.

Purpose limitation. Data collected for road safety and asset protection cannot be repurposed for unrelated performance management or discipline without fresh justification. This is where most disputes will originate.

The principles that bite hardest. Data minimisation — do you genuinely need one-second position on a parked vehicle? Storage limitation — what is your retention period, and can you evidence that you enforce it? Integrity and confidentiality — who inside your business can pull a named driver's movement history, and is that logged?

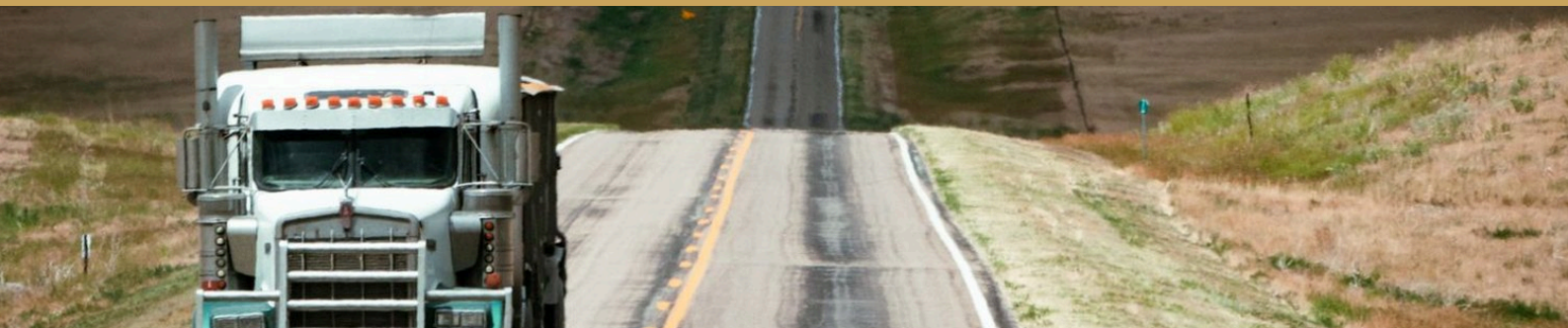
Enforcement is real. The ODPC conducts inspections and audits and has issued enforcement notices and penalties across multiple sectors. Failure to comply with an enforcement notice can attract fines of up to KSh 5 million, imprisonment, or both — and directors and company officers can face criminal liability.

SELF-ASSESSMENT

What good looks like — seven checks

- ☐ ODPC registration current, and the certificate on file
- ☐ Lawful basis identified and documented in writing
- ☐ Driver privacy notice issued, acknowledged and retained
- ☐ Data protection impact assessment completed and reviewed annually
- ☐ Retention schedule enforced in the platform, not merely written on paper
- ☐ Written data processing agreement with your telematics provider
- ☐ A named person accountable — by role, not by goodwill

Standing disclaimer. IntelliFleet 360 is not a law firm and this is not legal advice. Data protection obligations turn on the specifics of your processing. Take advice from a Kenyan data protection practitioner before relying on any position set out here.



When your tracker lies to you

07

Jamming makes a vehicle disappear. Spoofing makes it appear somewhere it is not. The second is far more dangerous, and most fleet platforms are not configured to catch it.

Jamming. Broadband radio noise across the GNSS frequencies. Cheap, widely available, and often disguised as a USB stick or a cigarette-lighter charger. A low-power unit plugged into a cab socket can suppress reception over a meaningful radius. The position freezes or goes blank — which at least is detectable, because the absence of data is itself a signal.

Spoofing. Counterfeit satellite signals that overpower the genuine ones, so the receiver computes and reports a false position. The vehicle looks perfectly compliant on your

screen while it is somewhere else entirely. A platform that only checks whether data is arriving will never see it.

The regional evidence. South African policing data recorded 420 truck hijackings in a single quarter of 2025. TAPA EMEA recorded 2,670 cargo theft incidents across all nine provinces over eighteen months, with reported losses of R577 million — drawn from the small minority of incidents that reported a value at all, meaning the true figure is materially higher. Organised cargo crime follows corridors, not borders.

EIGHT COUNTERMEASURES, CHEAPEST FIRST

- 01 Treat signal loss as an **event requiring response**, not a gap in a report. Configure the alert today — it costs nothing
- 02 Alert on tamper and power disconnection
- 03 Corroborate GNSS position against cell-tower position. Divergence is the cheapest spoofing indicator available
- 04 Enforce **route corridors**, not simple destination geofences. A spoofed position that follows a plausible road is invisible to a geofence and obvious against a corridor
- 05 Multi-band, multi-constellation GNSS receivers
- 06 Devices with dead-reckoning, to hold continuity through short degradations
- 07 Explicit jam and spoof detection reporting in the device firmware
- 08 A covert secondary tracker on high-value assets, on an independent power source

The management point. None of this is hardware alone. A fleet with excellent devices and no alert-response procedure is not protected. Decide now: who receives the alert at 02:00, what are they authorised to do, and how long do they have to do it?

Six things that moved this month

08

KRA moves RECTS to user-owned electronic seals

In a notice dated 30 January 2026, the Kenya Revenue Authority announced a transition to a multi-vendor, user-owned electronic cargo tracking seal model under the Regional Electronic Cargo Tracking System. RECTS monitors transit cargo in real time across Kenya, Uganda, Rwanda and the Democratic Republic of Congo along the Northern Corridor, from monitoring centres in Nairobi, Kampala and Kigali. The change responds in part to persistent seal shortages.

What it means for you: transporters gain vendor choice and less dependence on KRA stock allocation — and also assume responsibility for seal condition and availability. Budget for it.

Uganda accelerates digital number plates

Uganda's Intelligent Transport Monitoring System is targeting production of up to one million digital plates in 2026, supported by a factory at Kyambogo. Motorists have until January 2027 to comply. Enforcement runs through an Automated Express Penalty System using CCTV and the digital plates, with payment due within 72 hours before a surcharge applies.

What it means for you: any Kenyan operator running into Uganda should plan for plate migration and expect automated, camera-generated penalties rather than roadside discretion.

Rwanda remains the region's strictest regime

Rwanda requires an approved speed limiter on every vehicle above 3,500 kg — including construction plant, agricultural vehicles and private HGVs, not only PSVs — set to 80 km/h with no highway exception. Devices must be GPS-enabled and transmit to the RURA platform. Installation is restricted to RNP-approved fitting centres, and annual re-certification is required.

What it means for you: specify to Rwanda's ceiling if you run there, and keep re-certification current. Self-installation invalidates compliance outright.

EPRA moves on petroleum tankers

Draft Petroleum (Licensing of Petroleum Road Transportation Business) Regulations, 2025 would require every permit holder to fit a GPS-based tracking device capable of generating distance, location and speed reports on petroleum tankers, and to produce those reports to EPRA within seven days of a request. Contravention would attract penalties of up to KSh 1 million, five years' imprisonment, or both. The regulations were published for public participation and have not yet been gazetted.

What it means for you: oil marketers and haulage contractors should treat this as near-certain, and specify *reporting* capability now — not merely tracking.

Kenya's electric fleet reaches operational scale

Kenya launched its National Electric Mobility Policy on 3 February 2026. Total EV registrations crossed 35,000 in 2025, against 796 in 2022, with electric two-wheelers the majority. BasiGo reports 136 electric buses deployed across Kenya and Rwanda, 102 of them in Kenya, with more than 1,200 further reservations.

What it means for you: electric assets need a different data set — state of charge, charging session records, battery health and depot dwell time. If your platform cannot report those, your EV pilot is flying blind.

Ethiopia goes electric-first

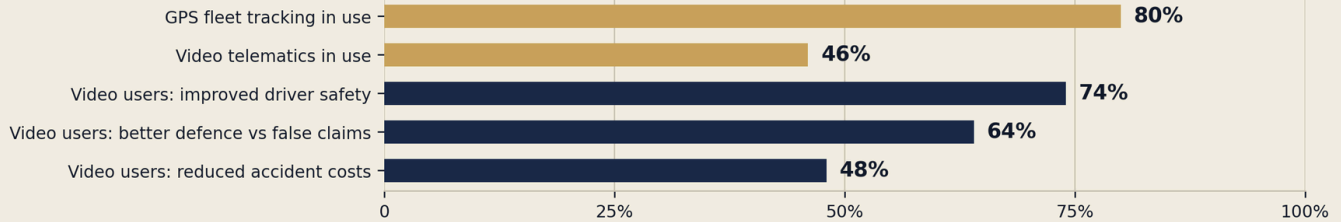
Ethiopia has banned the import of internal combustion engine vehicles and permits duty-free EV imports through 2026. Addis Ababa's EV population has grown sharply (*third-party estimates; treat specific counts as indicative*).

What it means for you: Ethiopia is now the clearest example in the region of a market where the telematics requirement is EV-native rather than retrofitted from diesel practice.

What mature markets do now, East Africa will do next

09

What fleets are actually running, and what they get from it



Source: Verizon Connect Fleet Technology Trends Report 2026 (n ≈ 900 fleet professionals)

Video moved from optional to normal. Adoption reached forty-six per cent of surveyed fleets in 2026, up ten percentage points since 2023. Among users, seventy-four per cent report improved driver safety and sixty-four per cent report better protection from false claims. That last figure matters most in a jurisdiction where liability is contested at the roadside.

Predictive maintenance is the open gap. GPS adoption is at eighty per cent; predictive maintenance is far behind it. For East African fleets running high-utilisation assets on poor surfaces, this is arguably the higher-value application — and the competitive window is still open.

Regulation follows capability down the weight ladder. The EU smart tachograph requirement moved from heavy goods vehicles to light commercial vehicles above 2.5 tonnes in international transport from 1 July 2026. The direction of travel is unambiguous: as hardware gets cheaper, the threshold gets lower.

The lesson. Every one of these shifts arrived in mature markets *before* it was legislated. Kenya has gone almost straight to legislation. Operators reading the current deferral as breathing space are misreading a compressed timeline.

ASK THE DESK

I already have NTSA-approved speed limiters. Does that satisfy Regulation 9(d)?

Almost certainly not, and you should not assume it does. A speed limiter is a *control* device — it restricts engine output. A telematic system is a *reporting* device — it records and transmits position, speed, distance and behaviour. Some modern limiters include a GPS reporting module; many do not. Until NTSA publishes the technical specification for Regulation 9(d), nobody can tell you definitively whether a given limiter qualifies. Ask your installer, in writing, whether the unit transmits and to which platform. Keep the answer.

Do I legally have to tell my drivers they are being tracked?

Yes. Under the Data Protection Act, 2019 you must inform data subjects what personal data you collect, why, on what lawful basis, how long you keep it and who has access. A driver is a data subject. Covert tracking of employees is very difficult to defend. Beyond the legal position, the practical one is stronger: transparent programmes change behaviour, covert ones produce sabotaged devices and grievances.

Should I buy hardware now, or wait for NTSA to publish the specification?

Buy now — but buy defensively. Specify 4G, multi-constellation GNSS, an open API, full data export and, critically, hardware that is not locked to a single platform. If a device can be re-pointed to a different server, a future NTSA platform requirement becomes a configuration change rather than a fleet-wide replacement. The operators who will be hurt are those buying cheap proprietary units that can only ever talk to one vendor's cloud.

Questions for the next issue: askthedesk@intellifleet360.com

What to watch

NTSA implementation notice for Regulation 9(d), Regulation 9(h), and School Transport Rules 13 and 14	No date announced. The single most consequential pending item for Kenyan commercial fleets
Senate action on Legal Notice No. 13 of 2026	Following the committee recommendation for annulment
Gazettement of the Petroleum (Licensing of Petroleum Road Transportation Business) Regulations	Following the close of public participation
NTSA licensing of private inspection centres	Seventy centres signalled; watch for the application and standards framework
KRA multi-vendor electronic seal rollout under RECTS	Watch for the approved vendor list
EPRA maximum retail price announcement	Mid-month, every month. Still the single biggest input into fleet fuel budgeting in Kenya
Uganda ITMS migration	Ahead of the January 2027 compliance deadline

ONE THING TO DO THIS MONTH

Run the fleet audit. It takes an afternoon.

Pull your asset register. For every vehicle record four fields: recorded date of manufacture, licensing category, installed device model, and cellular network generation. That one sheet tells you your exposure to the inspection rules, to Regulation 9(d), and to the 2G sunset — all at once.

REQUEST THE AUDIT TEMPLATE — FREE

A pre-built sheet with those four fields, the ninety-day checklist from pages 07–08, and the five vendor questions. No cost, no obligation, no sales call unless you ask for one.

How this issue was made

COLOPHON

The Fleet Signal is published monthly by IntelliFleet 360 LLP, Nairobi, Kenya. Issue 01, August 2026.

We write about the whole market, including our competitors. Where we mention our own platform we say so plainly. If you think we have got the balance wrong, tell us and we will publish the correction.

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Next issue Tuesday 1 September 2026

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SOURCES FOR THIS ISSUE

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TELEMATICS INTELLIGENCE FOR EAST AFRICAN FLEETS

PUBLISHED BY INTELLIFLEET 360 LLP • NAIROBI, KENYA