Fleetistics

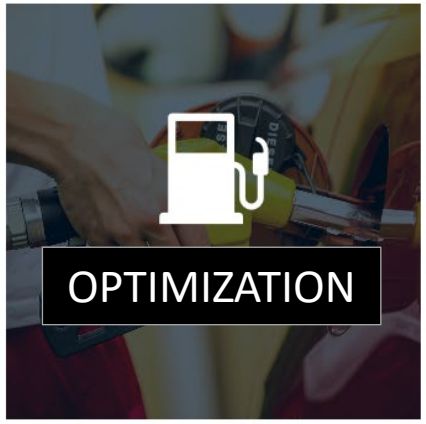
877.467.0326

Fleet Management Solutions

GPS & Telematics

Sourcewell
Formerly NJPA

Awarded Contract



Available to all Sourcewell members
Register today to see a live demonstration

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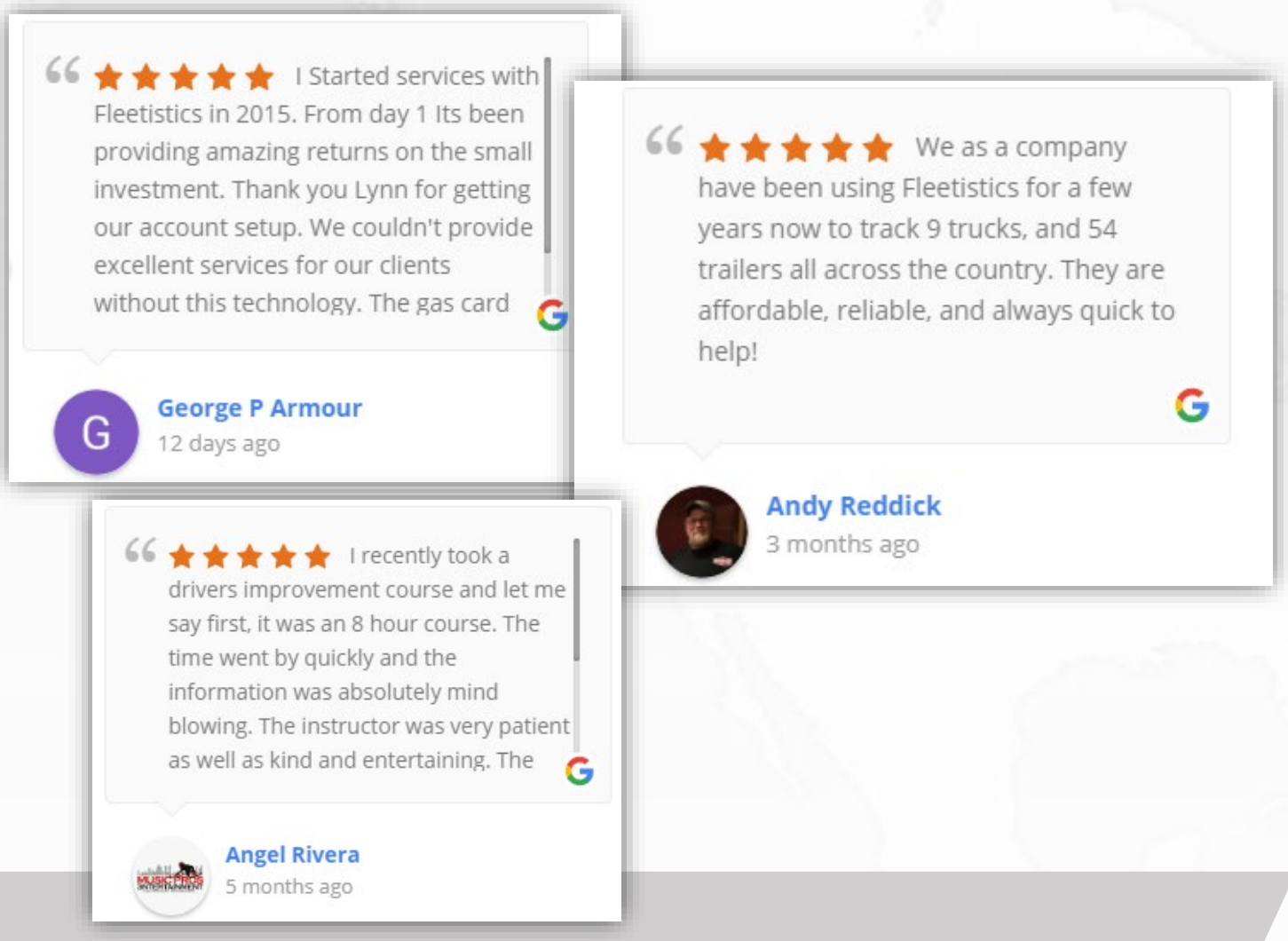

Overview

- 17+ years GPS experience
- Fleets up to 5,500+ devices & 350+ locations
- Sell & service across North America
- MyFleetistics
  - Fleet Management Portal
- Telematics is all we do
- Enterprise-class fleet management
- Superior training & implementation tools

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5 Pillars of Fleet Management

Safety

- Speeding
- Harsh braking
- Reverse
- Seatbelt
- Accident reduction

Fleet

- Automatic odometer
- Proactive maintenance
- Vehicle health
- Fuel consumption

Productivity

- Stop duration
- Dispatching
- Route efficiency
- Sales calls
- On-time service

Compliance

- HOS
- Company policies
- State/Federal laws
- Route adherence

Expandability

- Integrate w/3rd party software
- Power of the IOX
- Long term ROI

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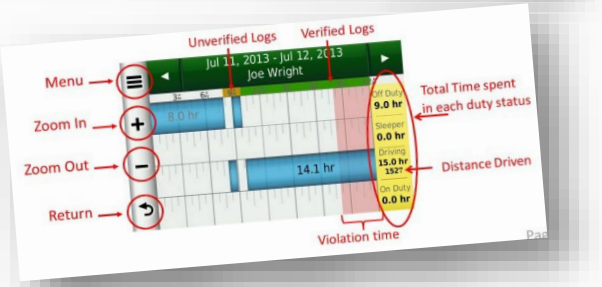
Functionality Available

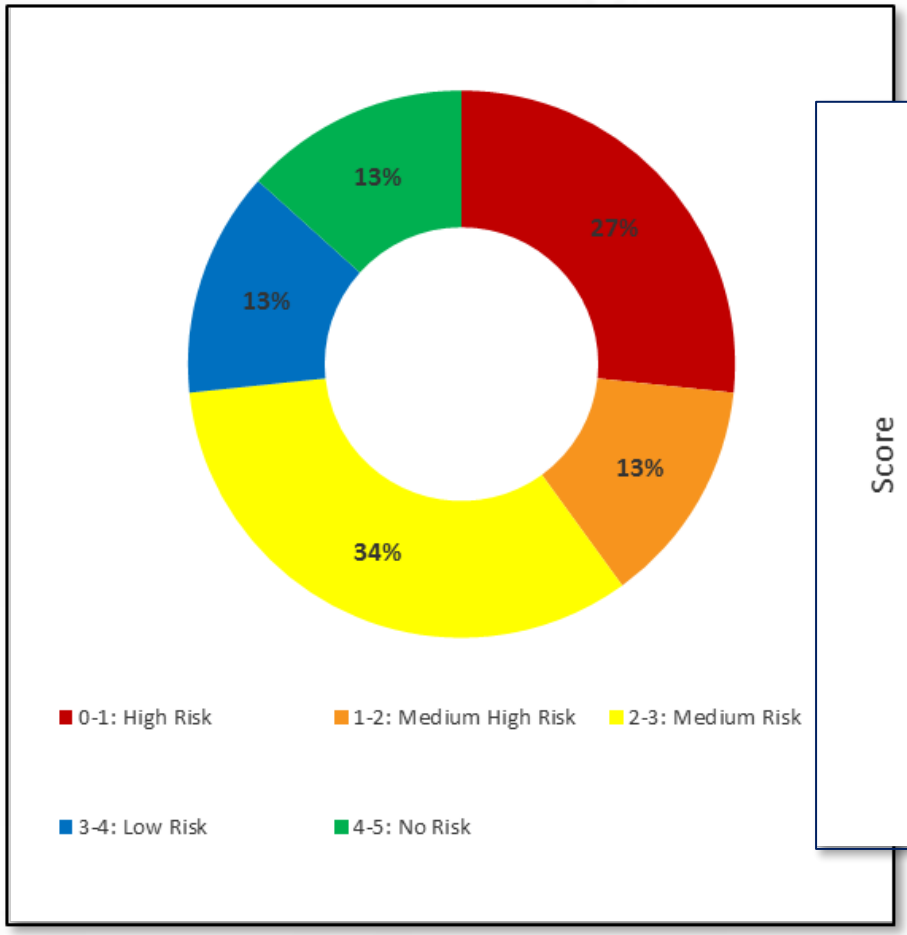
- Custom Dashboard
- Driver feedback
- Rules & custom rules
- Rule settings
- Engine diagnostics
- Accident data
- Zones
- Groups
- User security
- eLogs
- DVIR
- IFTA data
- Messaging
- Active Tracking
- Fuel Usage
- Speed profile



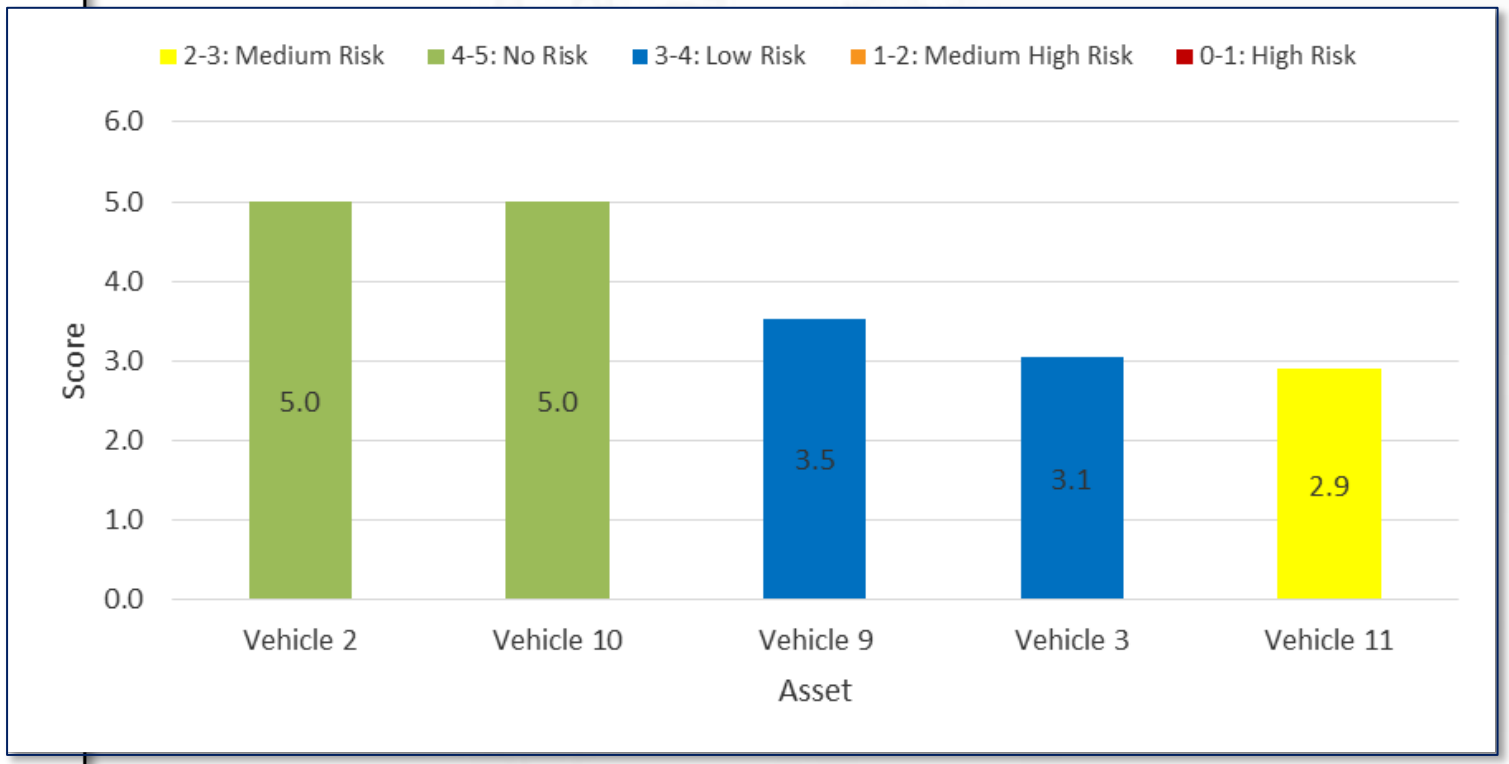
Some services are optional

Safety Dashboards

Fleet Score



Top 5 Best Drivers



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Analytics

- One size does not fit all
  - API & SDK
- User specific setup
- Enterprise architecture
- Behavior based data
  - GPS
  - Accelerometer
  - Engine use

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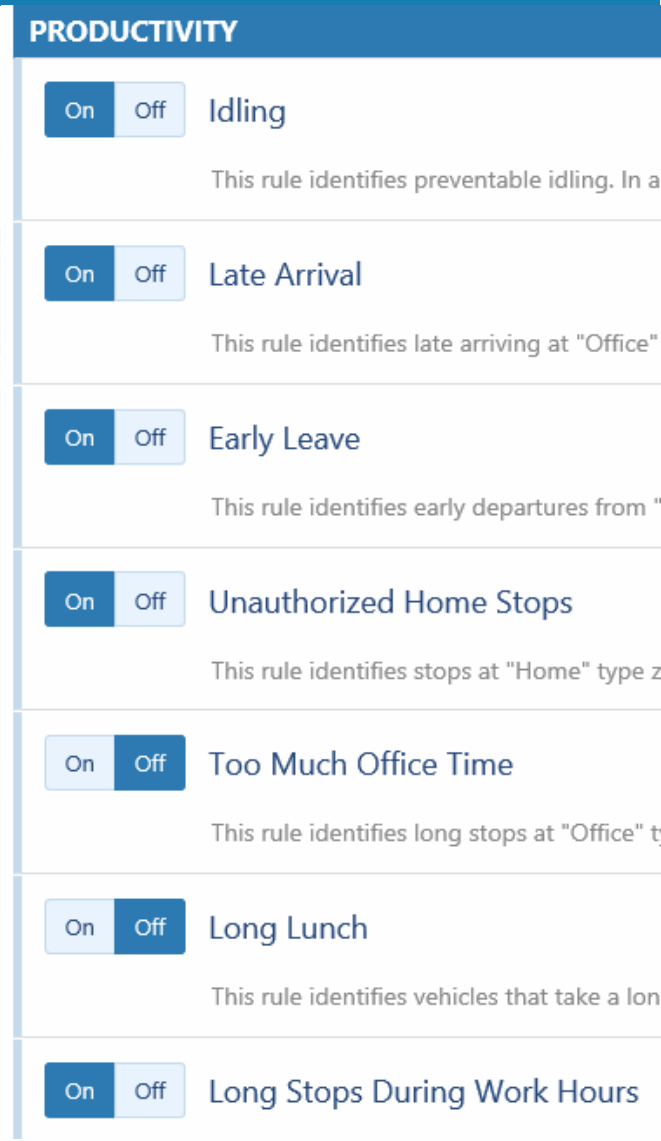
Flexible Rules

- Standard
  - Harsh breaking, acceleration, cornering
  - Speeding, seatbelt, idling, long stops
  - Zone violations – entry, exit, stop in or out
  - Engine light, low battery, backing
- Custom Rules
  - Stop outside zone at specific times
  - GO Talk message
  - Notification on event – zone violation
  - PTO engaged while speed over 5 mph
  - Refer over 34 degrees



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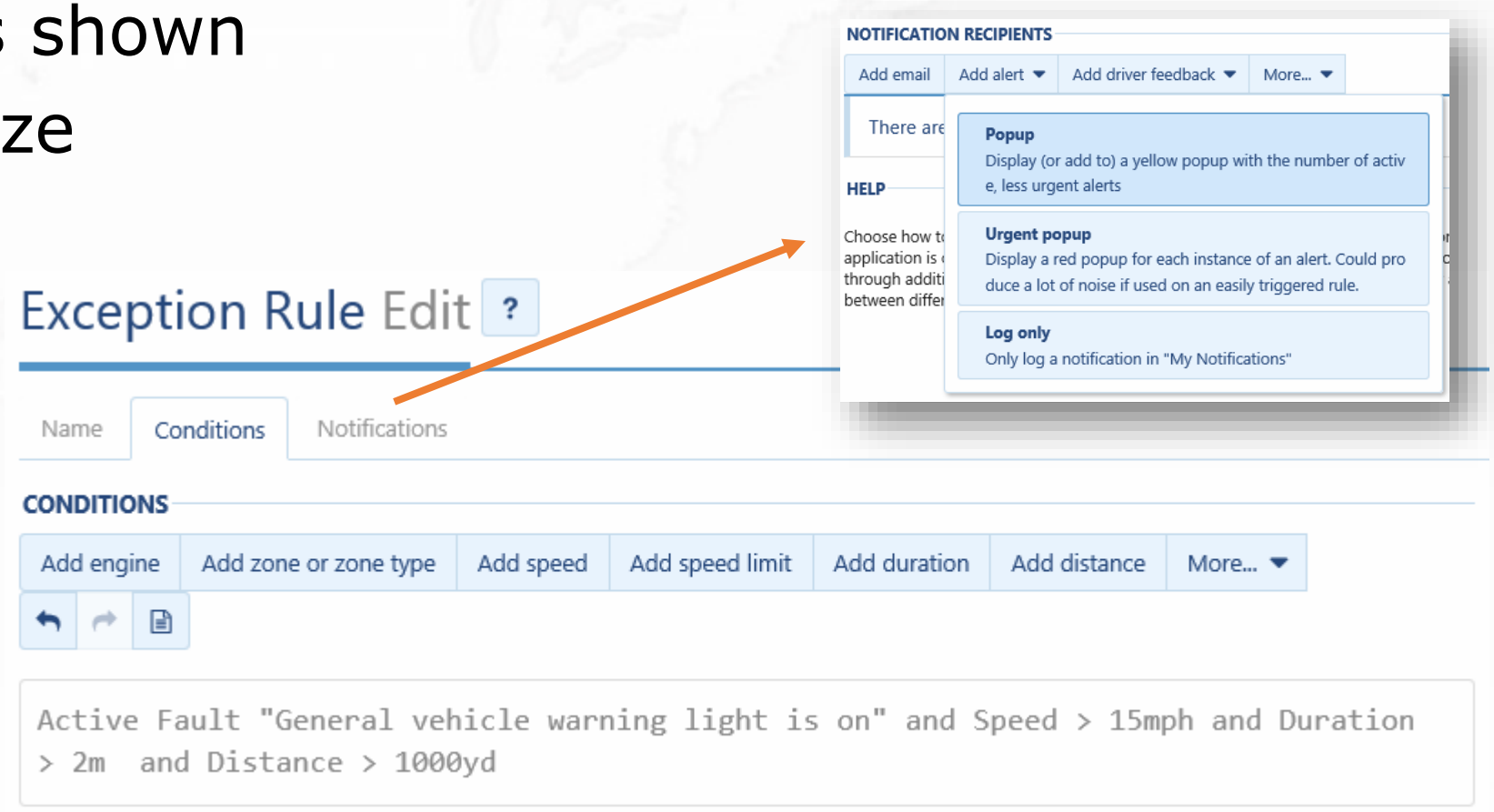
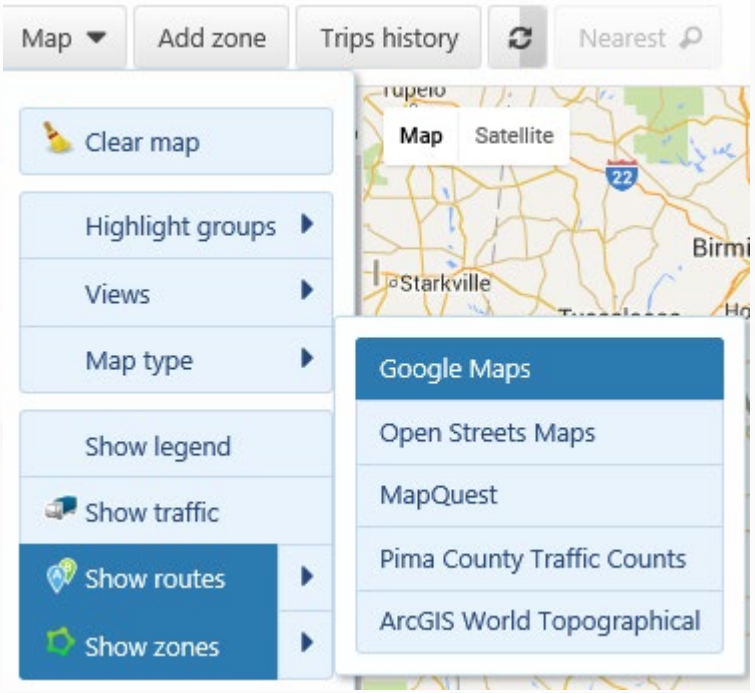
Custom Rule Settings

- Beyond the basics
- Vehicle flexible as shown
- Enterprise fleet size configuration by group
  - Engine type
  - Class
  - Department
  - Job function



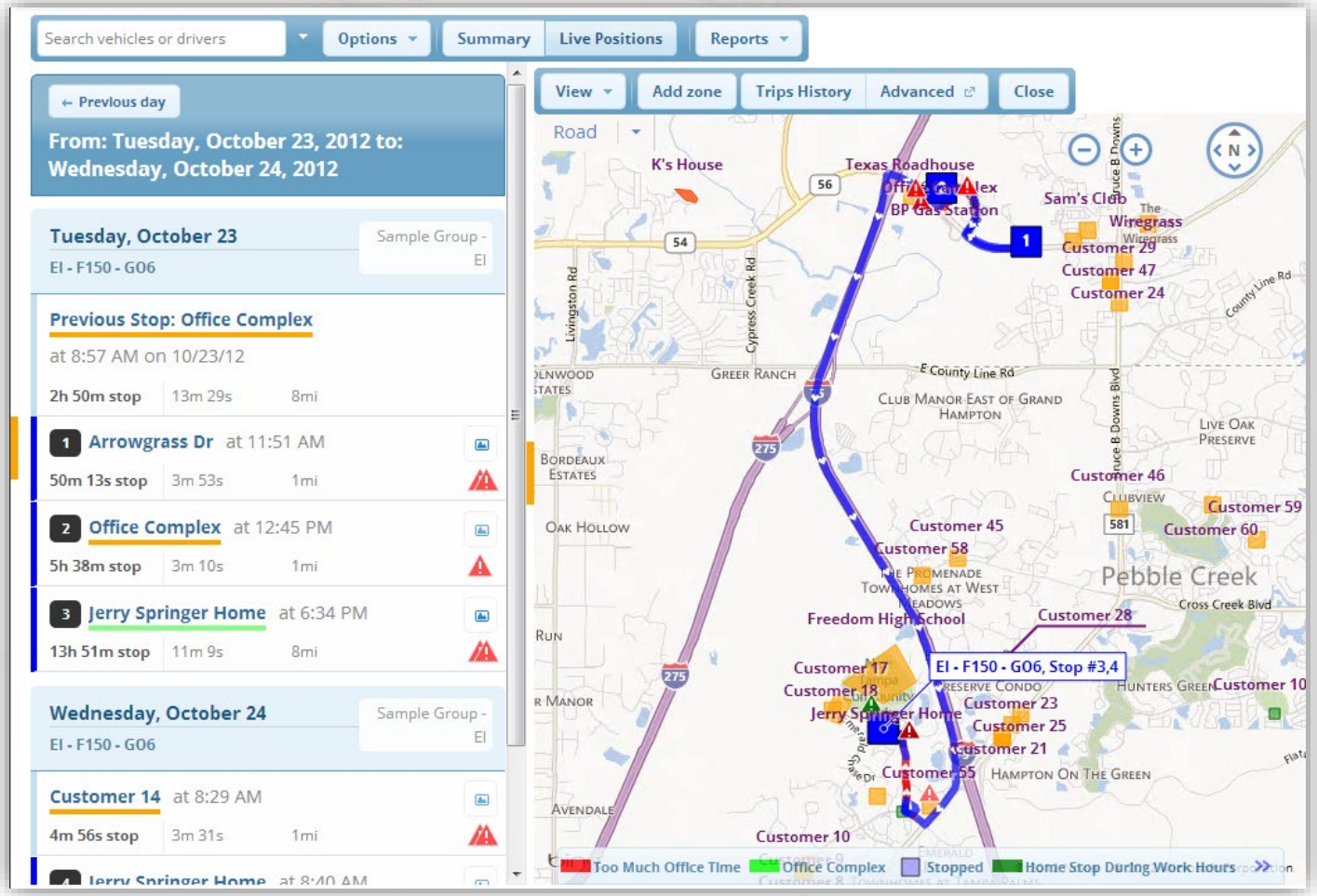
Flexible

- Multiple map options
  - Google
  - MapQuest
  - OpenStreetMaps - OSM
  - Web Map Server
- OSM
  - Community maps
  - Add roads, trails, etc.
  - Live in a day
  - Great for oil and gas type industry



90% of Users…

- …use the map for what they need
- Right information
- Easy to get to
- Quick review & move on

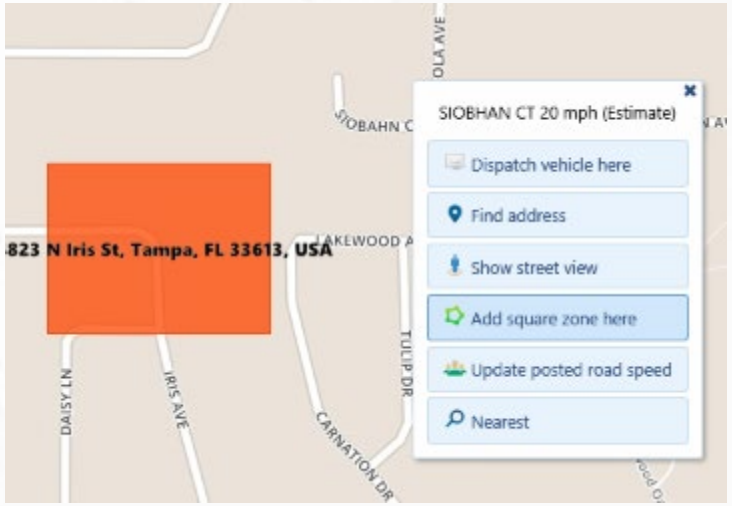


ExacTRAX – HD Tracking

- Second-by-Second logging
- Highest resolution in the industry
- Same price as 1-2 minute updates

Zones

- Robust import
  - 200,000 zones imported
- Custom or quick add
- Used with rules & alerts
- Customer zones
  - Time at customer v. billable hours
  - Time of arrival, departure
  - Speed in zone
  - PTO/Aux use in zone
  - Idle on job
- Territories
- Home office



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Time at Customer Location

- Zones enable tracking time spent with each customer
- Productivity, On-time Delivery, Billable Hours

Customer Visits

Route 03 - BLT

Fleetistics Corporate Office	Time of arrival:	03/15/16 08:38:18	Duration:	0s	Time of departure: 03/15/16 08:38:18

Route 09 - EI-FE

EI-F Driver Home	Time of arrival:	03/14/16 15:36:51	Duration:	17h 21m	Time of departure: 03/15/16 08:58:13
EI-F Driver Home	Time of arrival:	03/15/16 11:02:29	Duration:	8m 29s	Time of departure: 03/15/16 11:10:58
EI-F Driver Home	Time of arrival:	03/15/16 11:11:11	Duration:	4h 34m	Time of departure: 03/15/16 15:46:05
EI-F Driver Home	Time of arrival:	03/15/16 16:16:28	Duration:	7m 2s	Time of departure: 03/15/16 16:23:30

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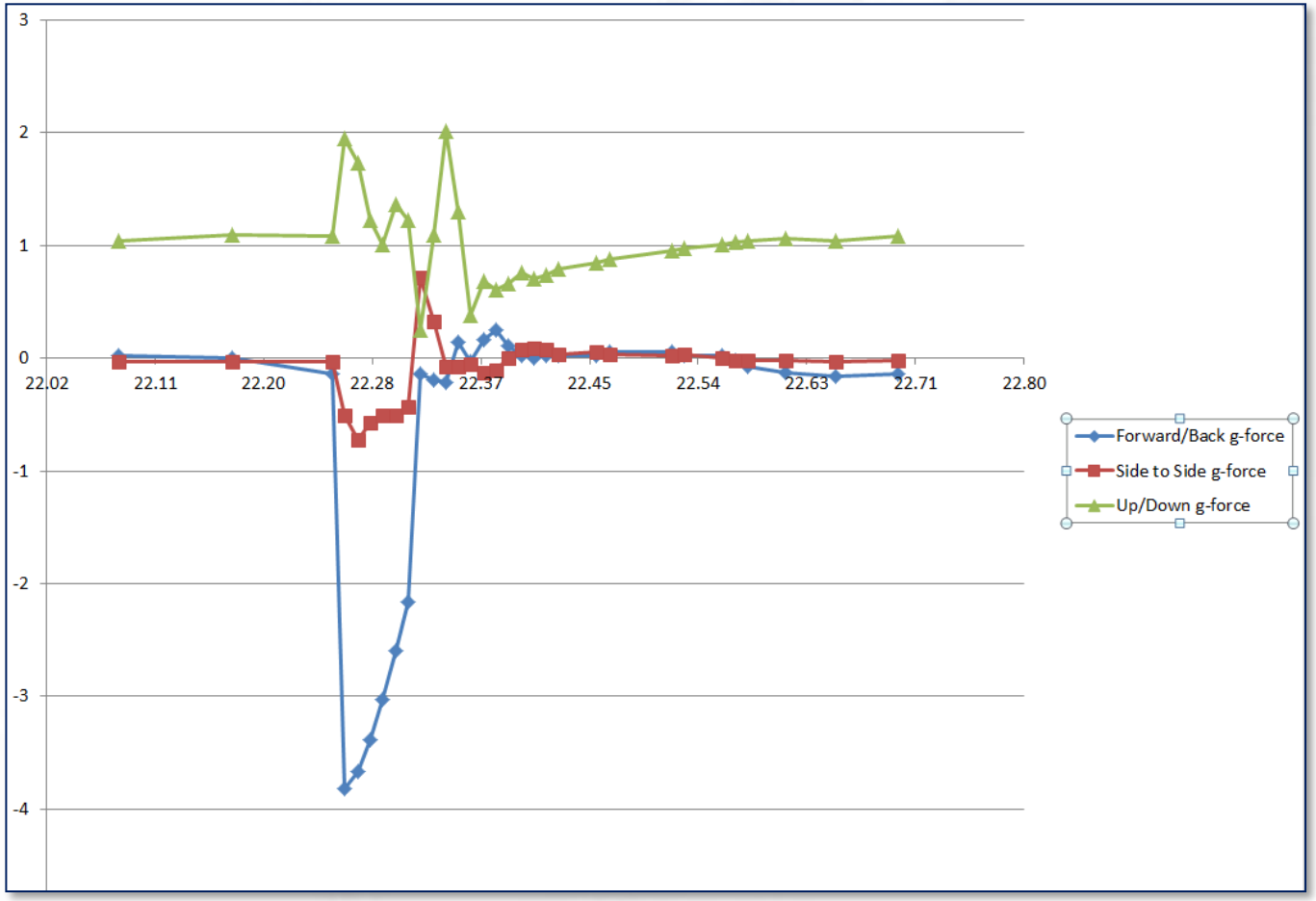
Accident Recreation

- Device captures 100 seconds before and 100 seconds after
- Automatic upload
- Equip with knowledge to analyze accidents in house
  - GPS data
  - Accelerometer data
  - Engine data



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Real Accident Story

- YouTube Video
- Our story about how telematics avoided a legal issue

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True Custom Reports

- Choose from standard reports with normal filters
- Create new and unique reports based on standard reports
- Custom reports utilize Excel
  - Custom formulas, formatting, design
- If that doesn’t work, Fleetistics can build a custom report and display in MyFleetistics

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Custom Report

Fleetistics

Driver Risk Score

From	Nov 01, 2013
To	Nov 30, 2013

Rule 1	30%
Rule 2	20%
Rule 3	10%
Rule 4	10%
Rule 5	10%
Rule 6	20%
Total (must equal 1	100% OK

Fleetistics

www.Fleetistics.com

877-467-0326, Opt 2

Asset	Group	Distance	Total Score	Rule 1 Score	Rule 2 Score	Rule 3 Score	Rule 4 Score	Rule 5 Score	Rule 6 Score
PV Dodge Van	Breakdown, Accelerometer Testing, Venter Family, Development, NM Test Group	832.41	4.3	5.0	5.0	4.4	0.0	4.9	4.3
PM Mazda	GO7 3G MTK Internal Field Testing, Support, NM Test Group	1064.75	3.8	4.7	5.0	4.6	0.0	5.0	2.0
SP GO6 CDMA Yaris 07	GO6 CDMA (Sprint) Beta Field Testing, Development, NM Test Group	892.13	4.0	3.3	5.0	4.4	1.4	5.0	4.9
NC Merlita	September 2012 Release Branch Group, NM Test Group	606.02	4.4	5.0	5.0	4.9	0.0	5.0	4.7
PV Matrix	On Job, Venter Family, Development, NM Test Group	388.18	4.1	5.0	5.0	4.0	0.0	5.0	3.5
DLB GO7 2013 Ford F150	David B's Group, NM Test Group	680.81	3.8	5.0	5.0	3.3	0.0	0.0	5.0

Senior Management Report

- High level overview to spot unwanted driving behavior
  - Can be emailed to management group daily, weekly or monthly

Risk Management Report

Company Name	Customer XYZ
Created on	Feb 11, 2011
From	Feb 10, 2011
To	Feb 10, 2011
Distance Unit	miles
Speed Unit	mph

Speed Bands

Stop Duration Bands

Looking very good!

Not good

Item	Group	Speed > 75	Speed > 80	Speed > 85	Average Speed	Stop < 10 mins.	Stop > 10 mins.	Stop > 20 mins.	Stop > 30 mins.	Stop > 40 mins.	Stop > 50 mins.	Idling > 5 mins.	Idling Duration	After Hours Trips	Tamper Signs	Total Distance	Total Stops
Truck 1	Delivery	0	0	0	23	7	0	1	1	1	1	1	0:11	0	0	14.69	11
Truck 2	Delivery	0	0	0	46	7	4	0	0	2	0	0	0:06	1	0	453.57	13
Truck 3	Delivery	0	0	0	28	13	3	0	1	1	1	0	0:01	1	0	137.78	19
Truck 4	Delivery	2	0	0	47	4	3	0	0	0	3	1	0:13	3	0	427.98	10
Truck 5	Delivery	0	0	0	53	1	0	0	0	0	0	0	0:00	0	0	23.95	1
Truck 6	Delivery	0	0	0	31	5	0	2	1	0	3	0	0:07	3	0	157.17	11
Truck 7	Delivery	1	0	0	43	9	1	0	0	2	3	0	0:05	3		225.84	15
Truck 8	Delivery	0	1	0	49	6	3	2	0	1	3	0	0:01	2	0	208.63	15
Truck 9	Delivery	0	0	0	47	10	1	0	2	0	2					314.06	15
Truck 1	Delivery	0	0	0	13	1	0	0	0	0	1					2.37	2

Fleet utilization data

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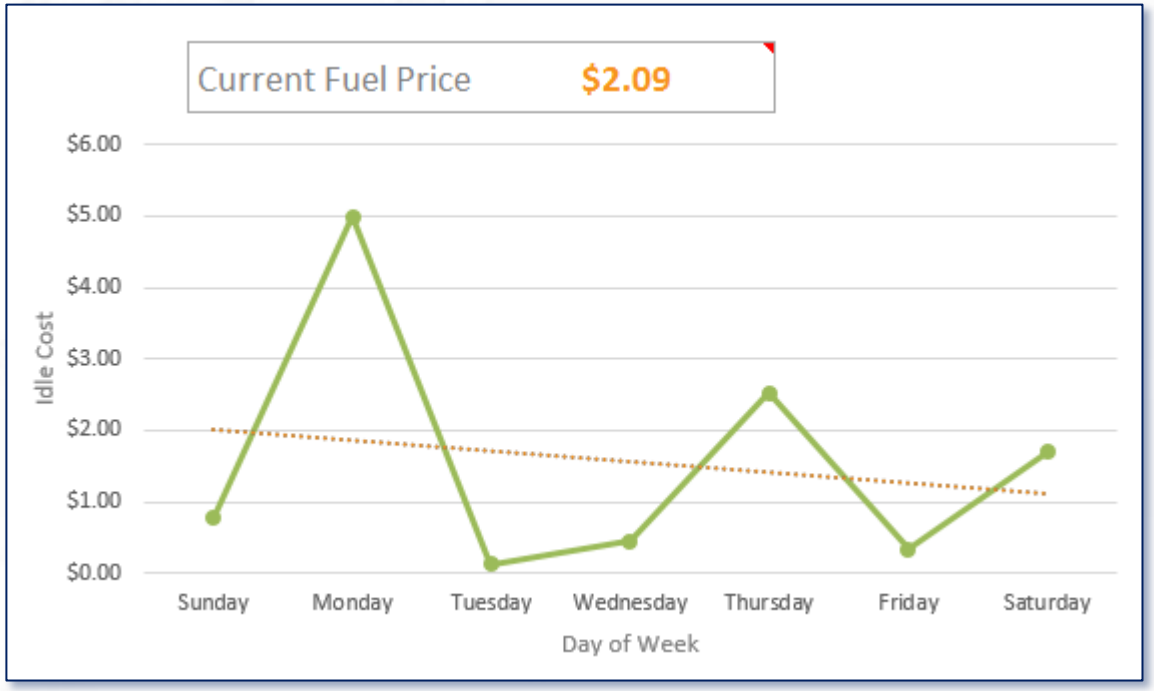
Useful Reports

- Driving habits
- Workers congregation
- Real-time mileage
- Asset utilization
- Engine faults



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Productivity

- Automated report distribution
  - Email reporting
  - No need to login to the UI
- Report Customization
- Reports in Excel or PDF for easy distribution
- Real-time notification of broken rules
- Reprocessing Data against new rules and zones

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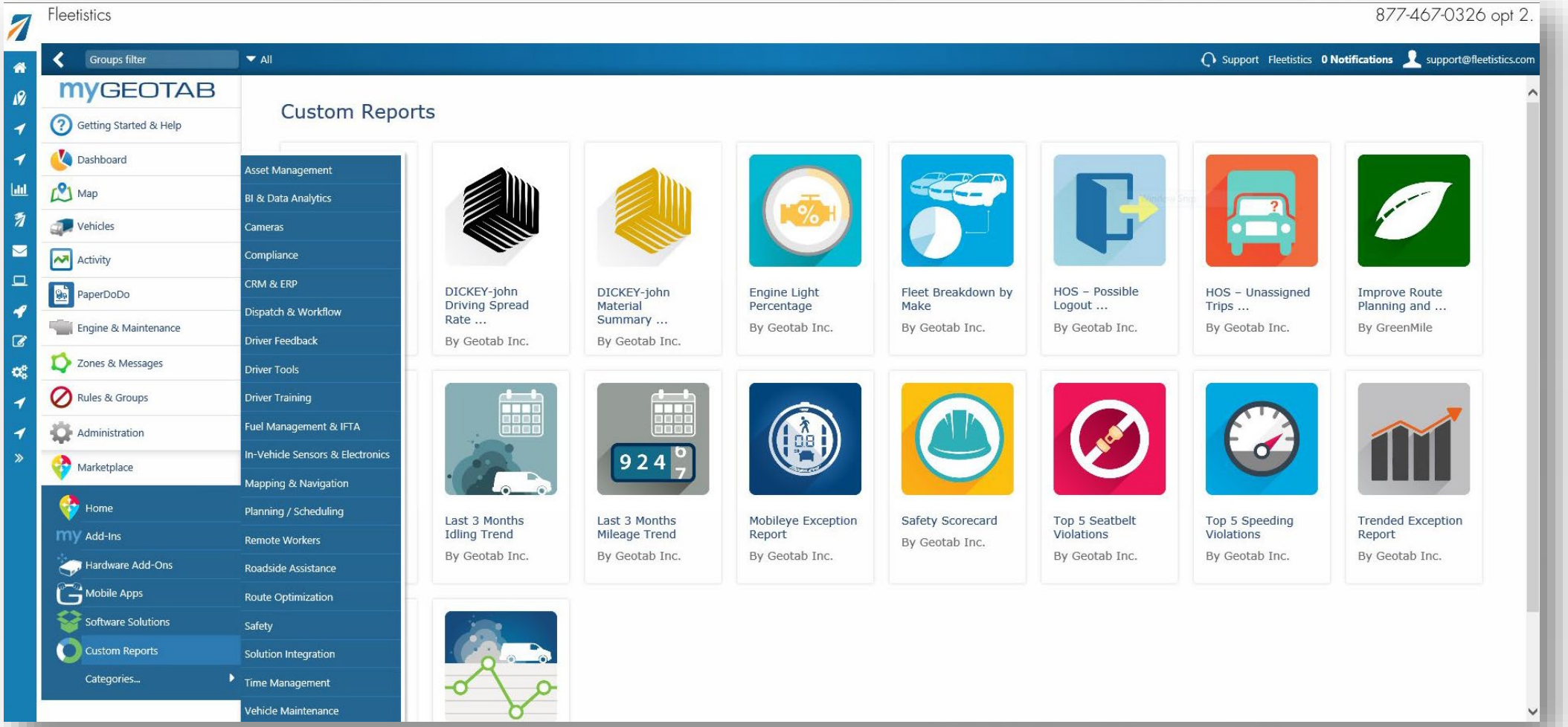
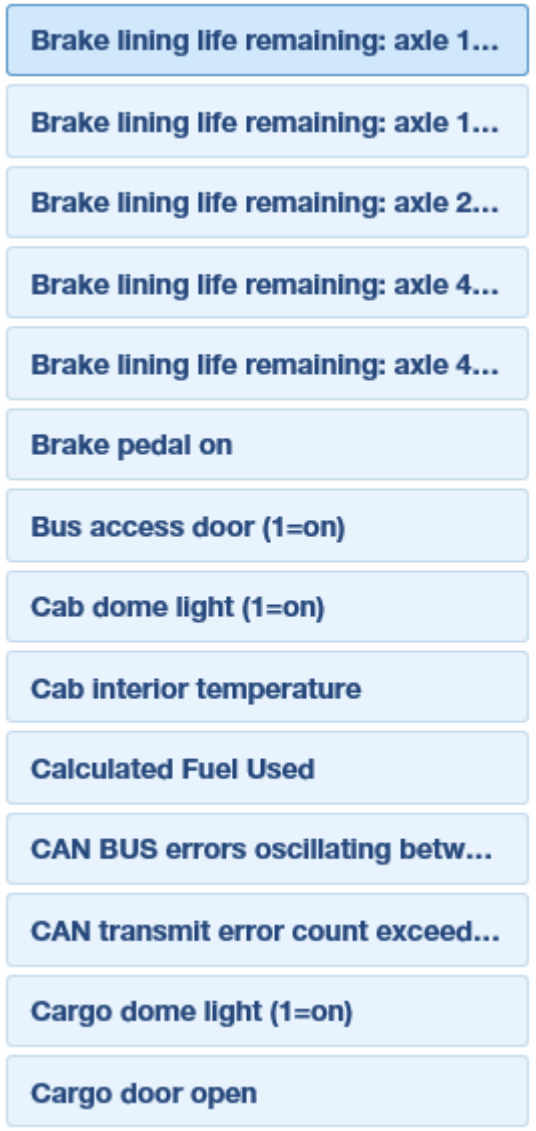
Marketplace Customer Reports



Engine Diagnostics

- Improve uptime
- Scheduled v. Unscheduled
- Rename unknown diagnostics
- Battery voltage
- ABS
- Braking lining by axle
- Water in fuel
- Man-down button – 3rd party

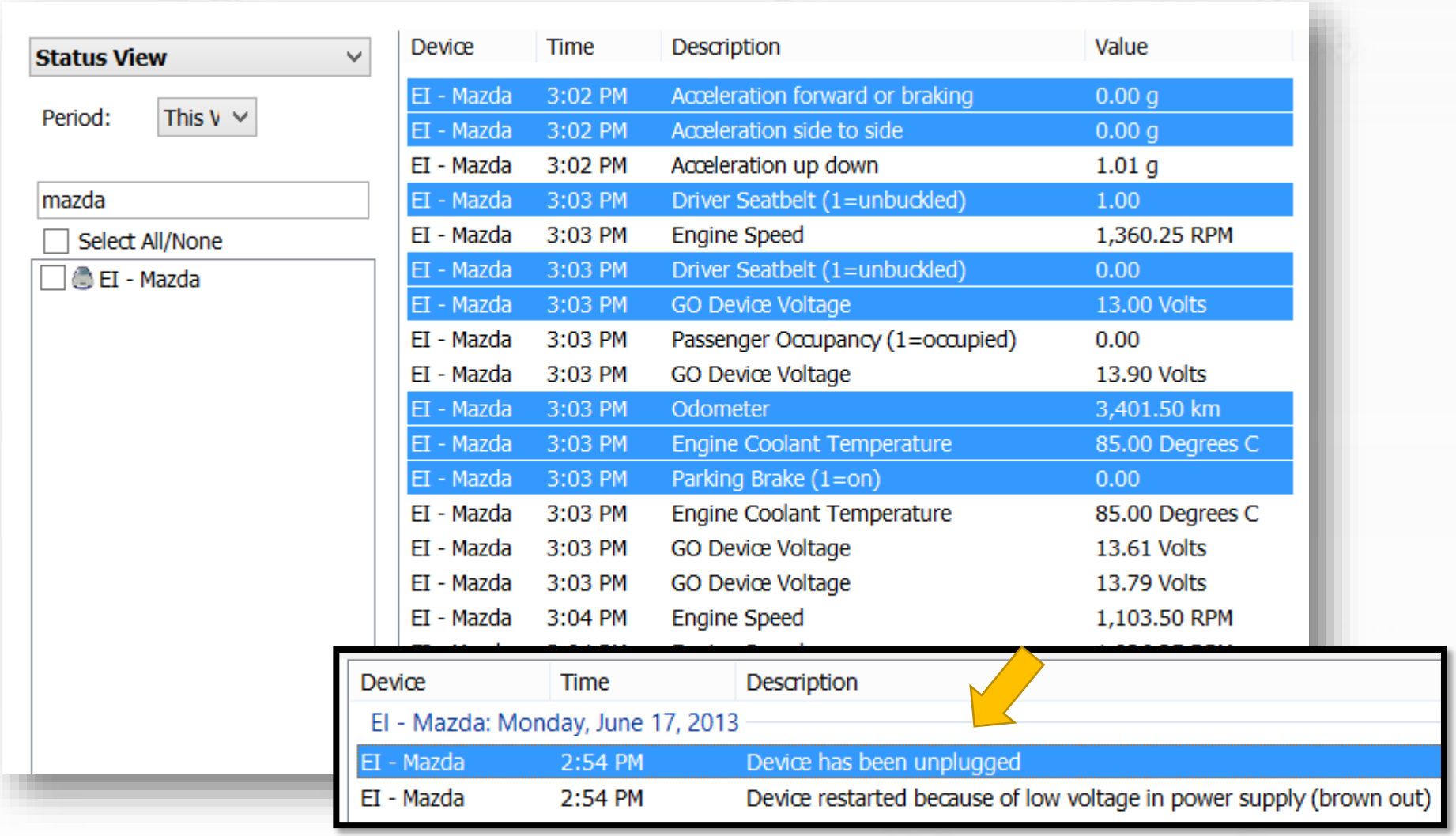


Fleet – Diagnostics & Maintenance

- Second by second diagnostic data
- Proactive engine alerts
- Monitor fluid levels, temperatures, and pressures
- Proven track record integrating with a variety of fleet maintenance providers:
  - Navistar's OnCommand
  - Cummin's Connect
  - Decisiv
  - EBE
  - And many more…

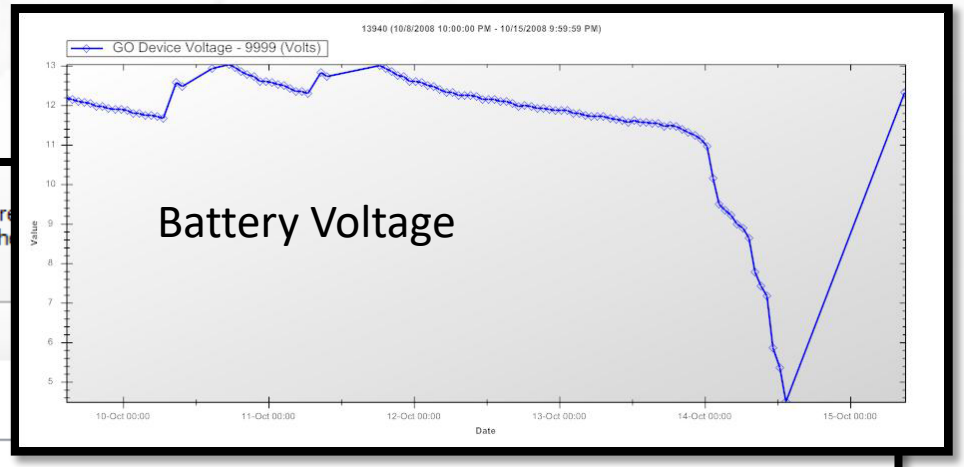
BY3K-207 '10 DODGE	6:59 AM	GO Device Voltage	12.89 Volts
BY3K-207 '10 DODGE	7:24 AM	Fuel Level Input	40.78 %
BY3K-207 '10 DODGE	8:14 AM	Engine coolant temperature	90.00 Degrees C
BY3K-207 '10 DODGE	8:14 AM	Fuel Level Input	29.41 %
BY3K-207 '10 DODGE	8:14 AM	Odometer	48,996.30 km
BY3K-207 '10 DODGE	8:21 AM	Fuel Level Input	96.08 %
BY3K-207 '10 DODGE	11:13 AM	Engine coolant temperature	91.00 Degrees C
BY3K-207 '10 DODGE	11:13 AM	Fuel Level Input	71.76 %
BY3K-207 '10 DODGE	11:13 AM	Odometer	49,176.60 km
BY3K-207 '10 DODGE	11:52 AM	Fuel Level Input	73.73 %
BY3K-207 '10 DODGE	12:19 PM	Engine coolant temperature	90.00 Degrees C
BY3K-207 '10 DODGE	12:19 PM	Fuel Level Input	63.92 %
BY3K-207 '10 DODGE	12:19 PM	Odometer	49,213.50 km

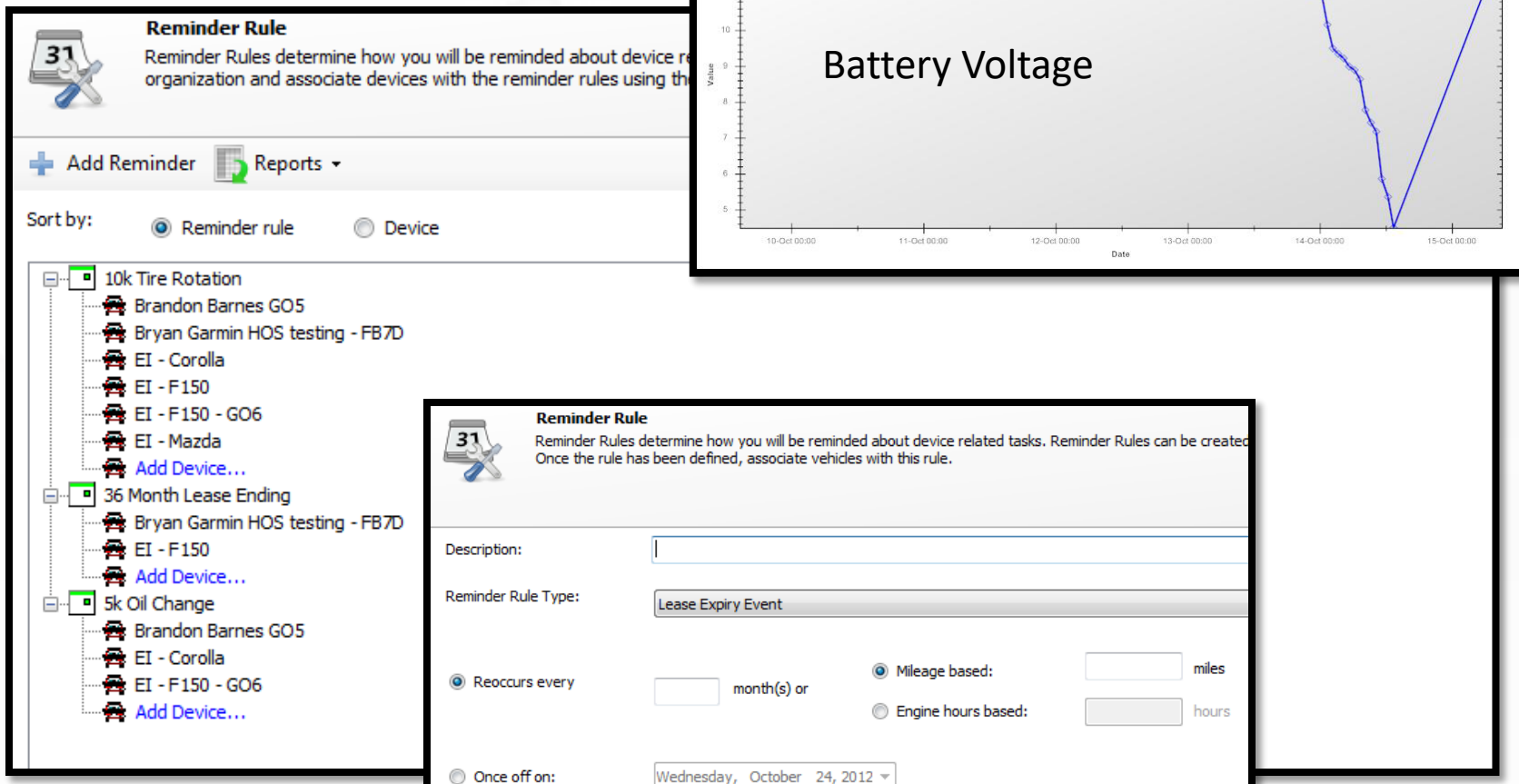
Status & Fault Data

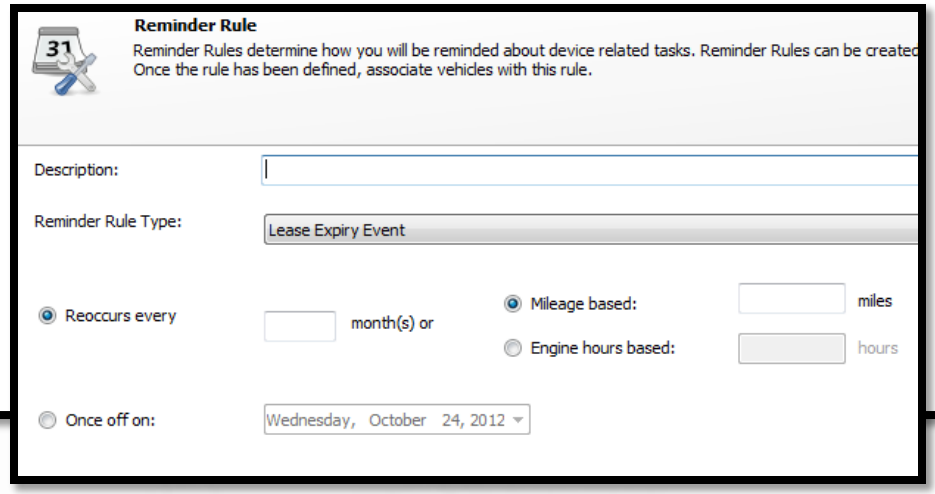


Maintenance

- Routine maintenance
- Reminders
- Based on days, hours or miles
- Odometer report
- Review report







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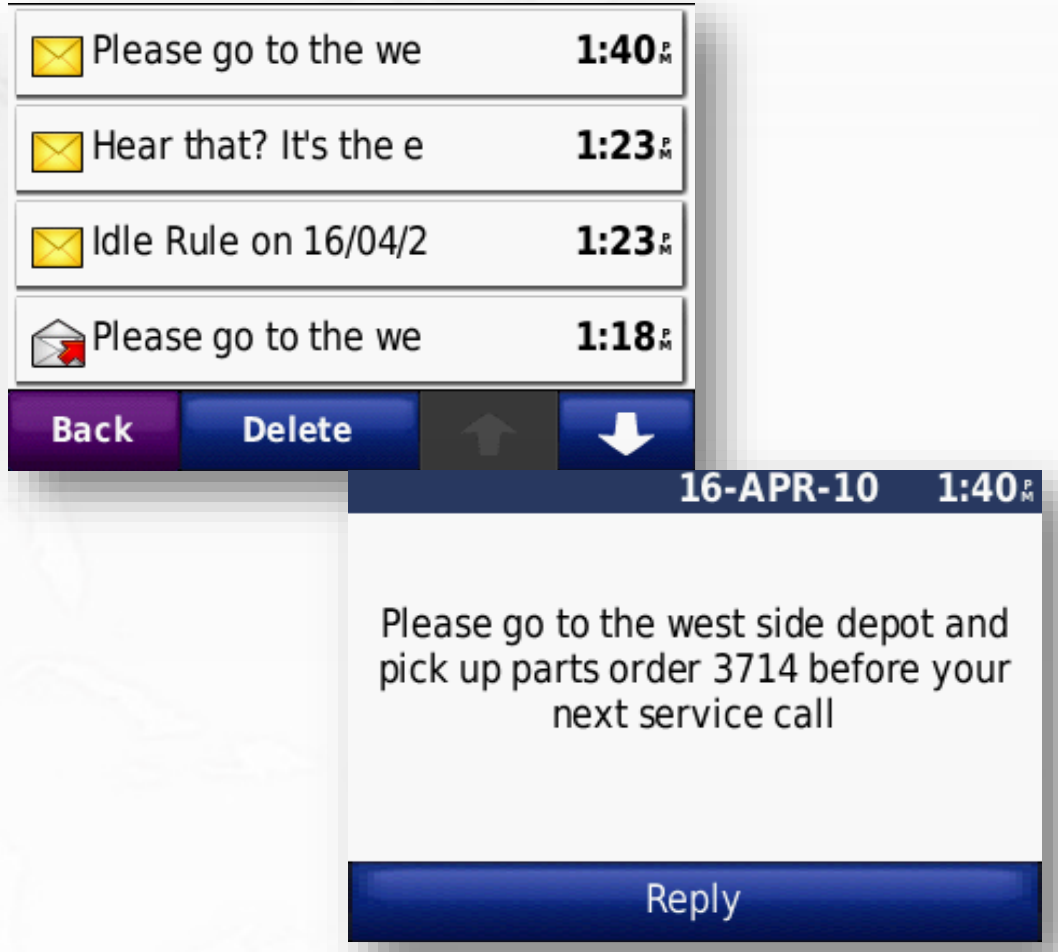
Dispatching Features

- Directions
- Basic routing
- Text messaging
- Add to existing GO7 device
- Does not require additional data plan like tablet
- Optional service, additional small fee from Geotab



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Future Proof Equipment

- Flexible configuration to meet future needs
- Customize at vehicle level
  - "One size does not fit all"
- Add or upgrade features as needed

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Driver ID

- Associate a driver with every trip
- Best for shared vehicles
- Buzzer sounds if no tag ID’d
- Added to GO7
- NFC tags are secure
  - Cannot buy online
- Optional item, add at any time

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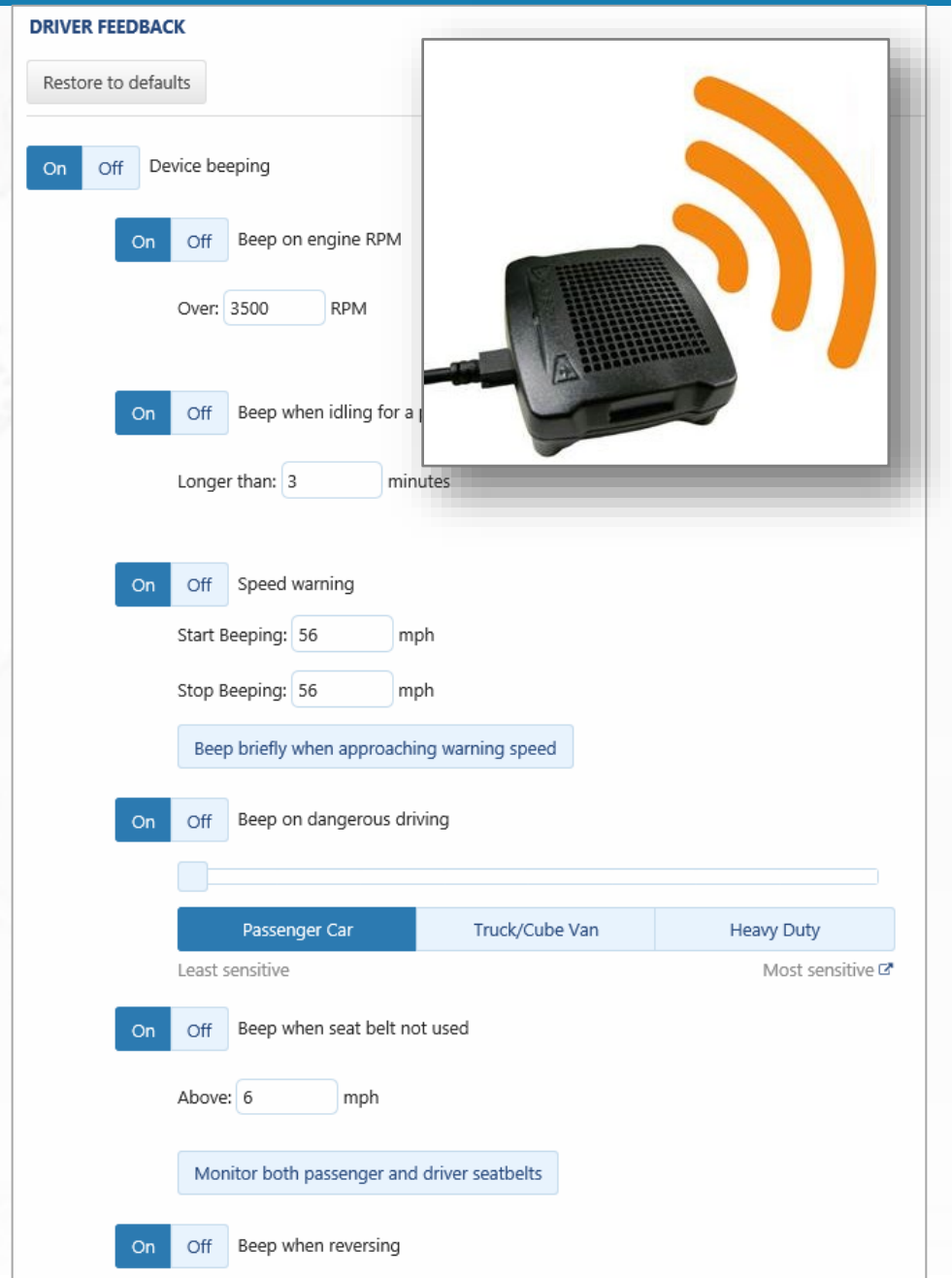
Driver Feedback

- Coach driver to exhibit wanted behavior
- Customize
  - Configurable by group or vehicle
- Dramatic swift results
  - Support with HR policies
- GO Talk - video



Installation

- Implementation Planning
  - Self installation
    - Train-the-trainer
    - No hidden cost of ownership
  - Contract installation
    - Will be expensive on large trucks
    - Variables
      - # of locations
      - Vehicle types
      - "Accessories" used
      - Vehicle accessibility
      - Drive time
- Prevent Tampering

Optional mounting bracket

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IOX Expanders

- Smart cable with circuit board
  Daisy chain to create your custom solution
- Get the right data
- Examples:
  - eLogs
  - Driver ID
  - Temperature sensors
  - Tire pressure monitors
  - Auxiliaries

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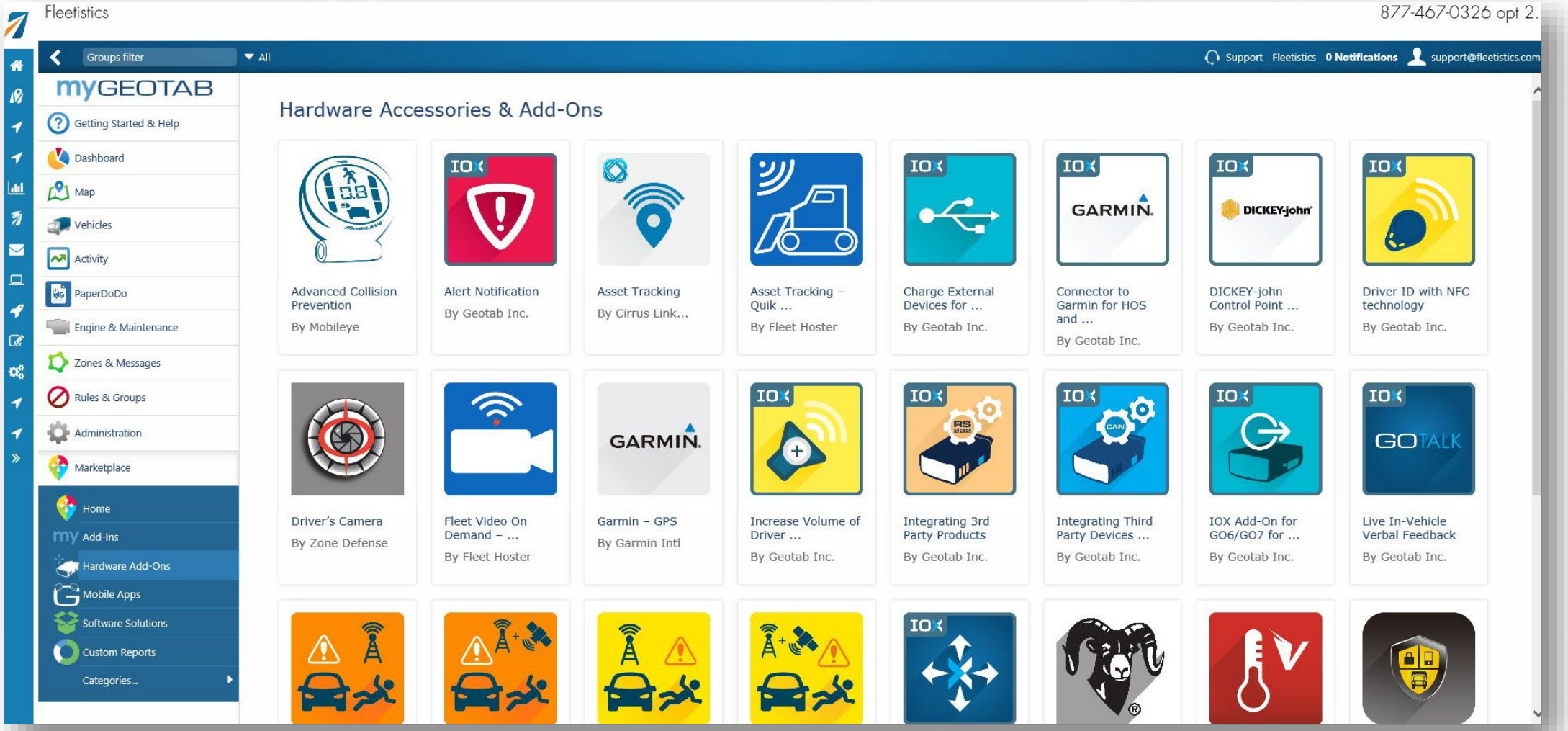
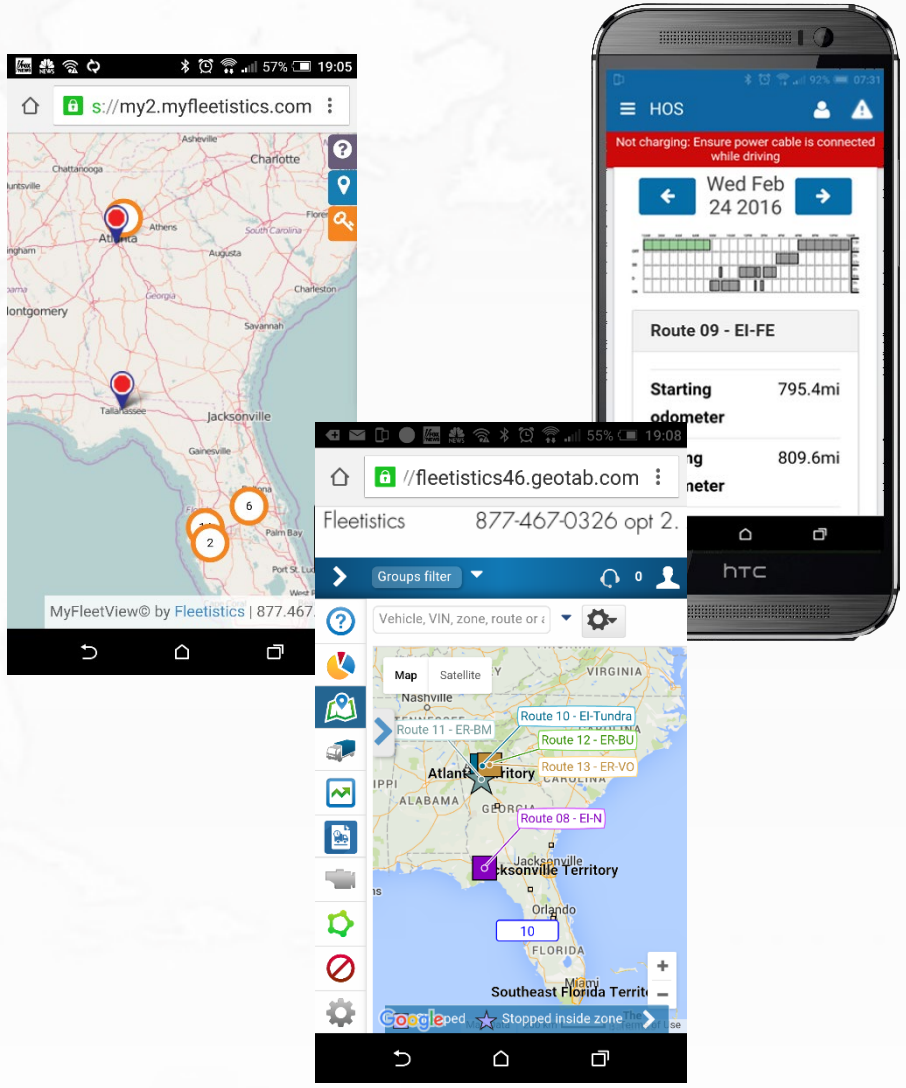
3rd Party Equipment



Mobile Apps

- Various options
  - HTML 5 compliant
  - Android or iOS
- Geotab Drive
- MyFleetView
- Marketplace Partners
  - Ex. Paper DoDo



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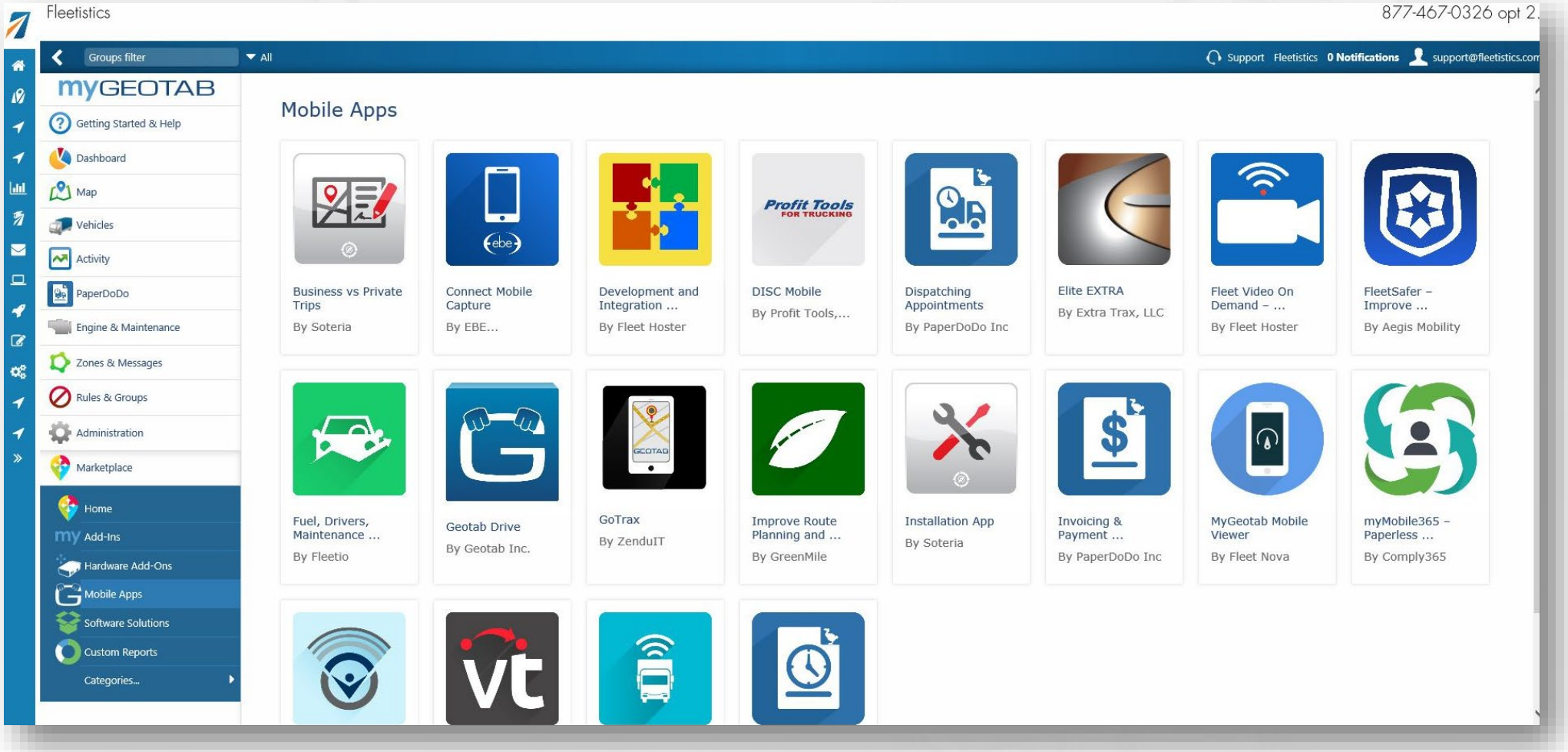
Marketplace Apps



"I have absolutely loved with working with all of you at Fleetistics. Fleetistics is a fantastic company to work with and has such quality people. Every one of has been so helpful."
Katie,
GPS Project Manager
500 vehicle fleet

MyFleetistics

Custom Integration for Value-Added Services

Option products and services – Not with NJPA

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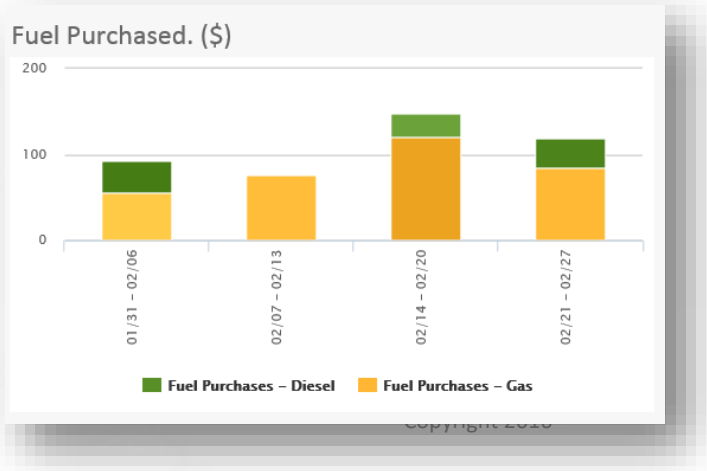
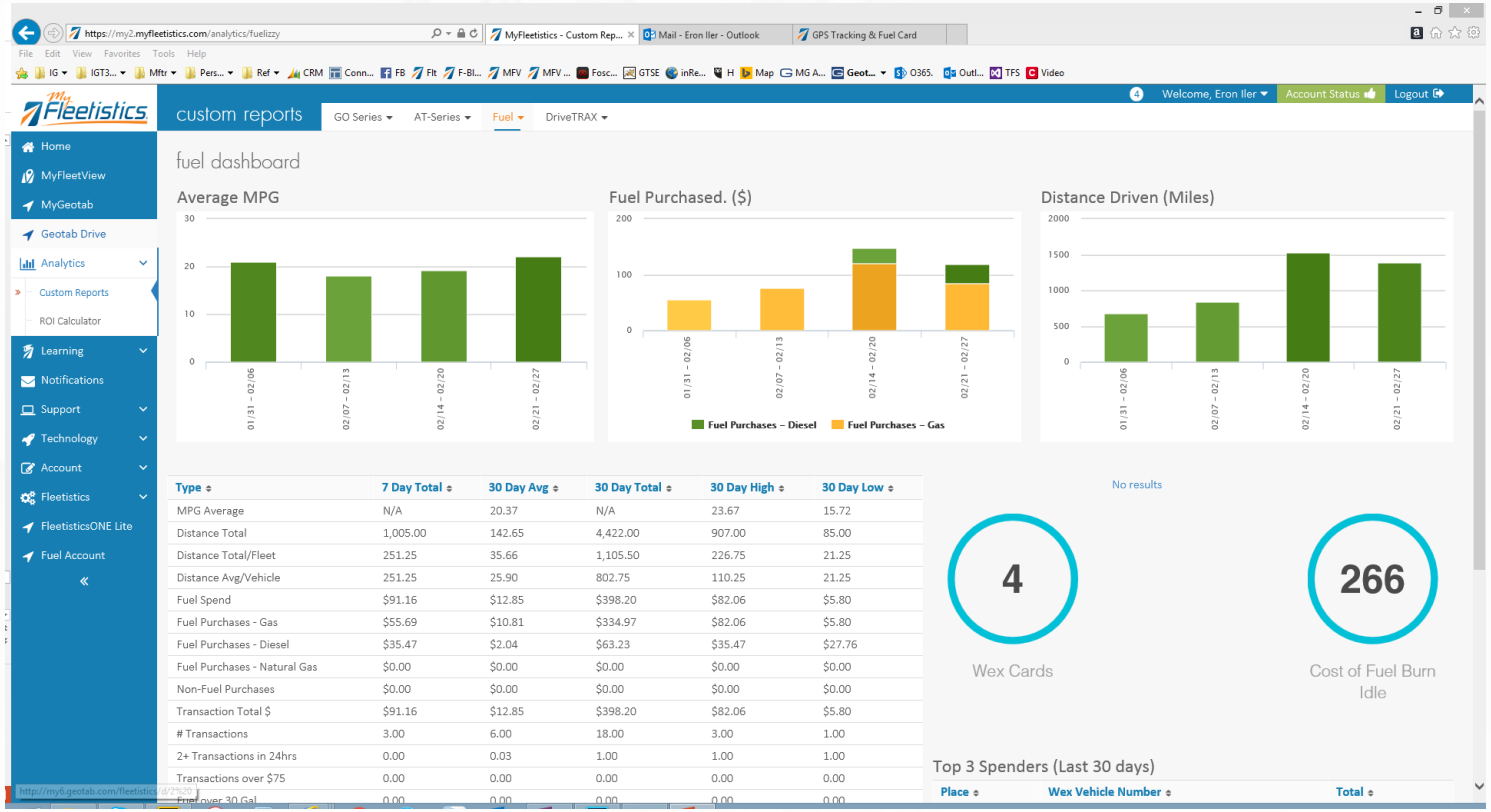
MyFleetistics

- One of a kind PM portal
- Designed for big fleet program management
- Consolidates tools, training, custom data, administration and multiple telematics providers
- Designed to reduce PM time
- Location for custom data solutions & value added services



MyFleetistics & WEX Dashboard

- Still get all benefits of WEX account at no additional cost
- Custom development available to integrate with other fuel data
- Key info in one location



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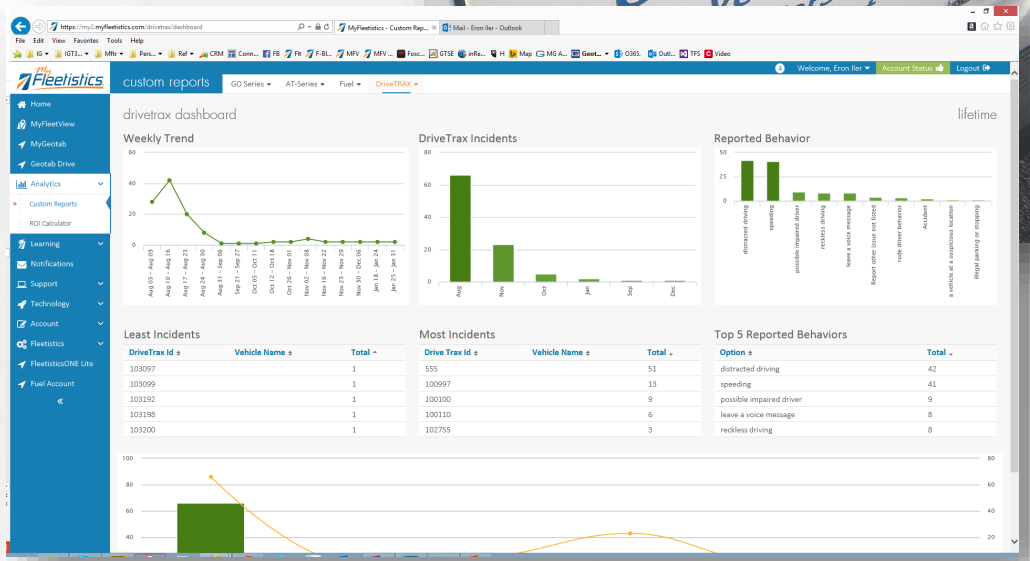
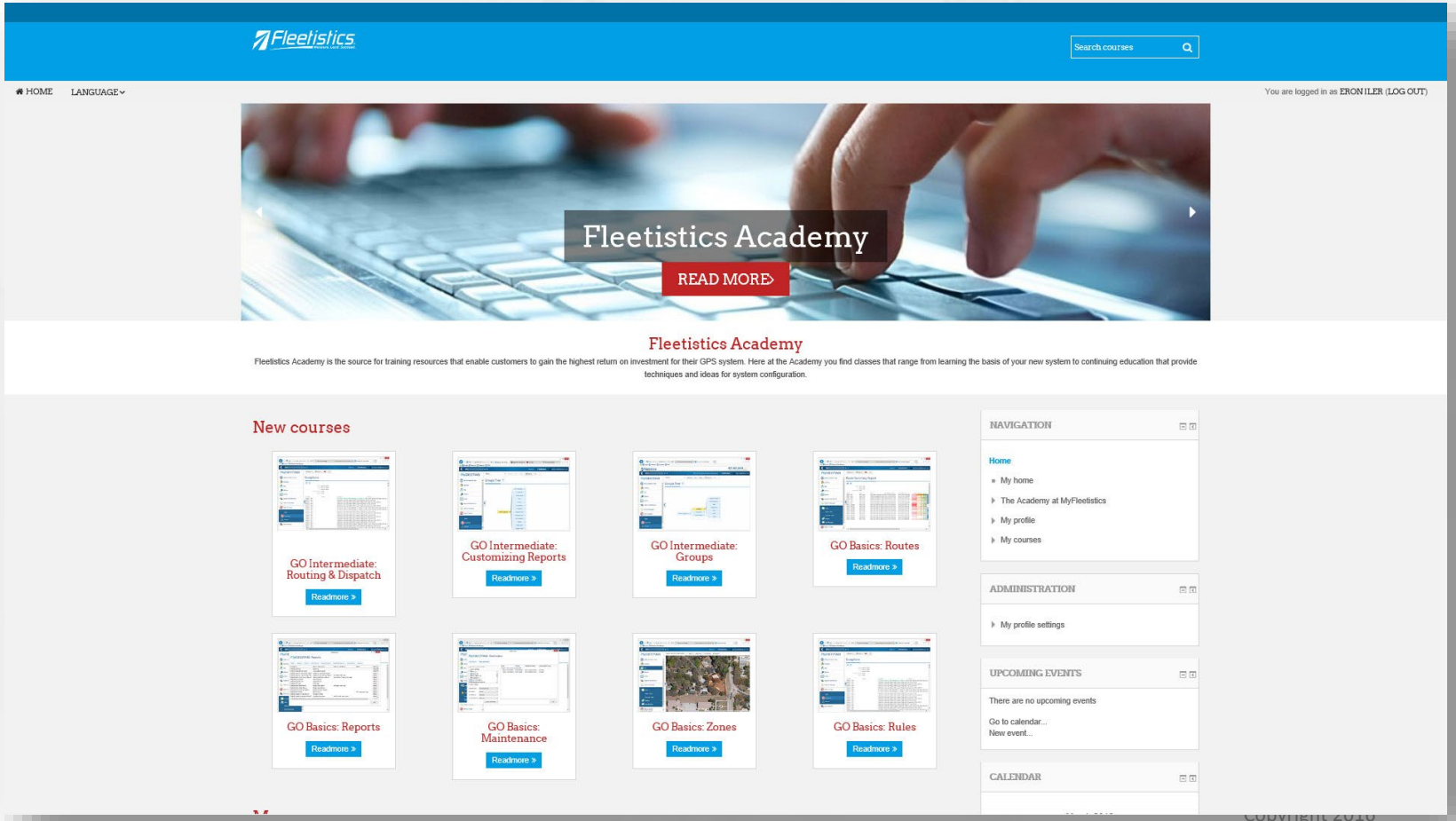
DriveTRAX

- GPS tracking doesn't tell the entire story
- Safety in layers
- Very cost effective
  - 1st year free
- GPS data + audio file sent to customer
- Dashboard & Report



Academy – user learning

- ROI is maximized if employees are well trained to use data
- Fulltime PM is recommended
- Part of mgmt. training
- User & Company report card in dev



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Assets, Trailers & Equipment

- Variety of rugged asset trackers
- Reduced rates
  - MFV
  - Lite UI
- Inventory
- Theft
- Wired
- Battery

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Customer Service & Training

- Standard support hours 7am to 7pm EST
- Online support from 7pm to 12am EST
- Emergency support from 12am to 7am
- Onsite training
  - National Safety Council Certified Training
- 24/7 online training library
- Weekly webinars
- Fleetistics Academy

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Our Road to Success

- Understanding your needs today
- Knowledge to uncover future needs
- Keys to a successful deployment
  - Training: onsite, online videos, webinar, LMS, NSC
  - Installation: Fleetistics or train the trainer
- Telematics Administrator
  - Manage users, vehicles, rules and exceptions, reports etc.
- The right data to the right people at the right time

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