

# Fleet Management Platform

Vehicle & Asset GPS Tracking & Telematics

Modular & Scalable – 1 to 100,000 assets

100+ App Partners



# Agenda

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- About Fleetistics
  - Relationships [Geotab, 3<sup>rd</sup> parties]
- Customer business case
- Equipment
- GPS tracking & telematics platform
  - 5 Pillars of Fleet Management
  - Demonstrate solutions for business case

Fleetistics is a great product with GREAT service!

We changed GPS providers last year and selected Fleetistics as our vendor of choice and it was the right decision! The product is very sophisticated and the service is superior. Lynn Rios was/is a real help in working with us through the sales cycle and follows up periodically to confirm our satisfaction while Darryl Arnold is a real "Master" at training. Couple this with competitive pricing and they can't be beat!!



Average Fleet Score

66.8



[Solution Evaluation Process \(SEP\)](#)

[Implementation](#)

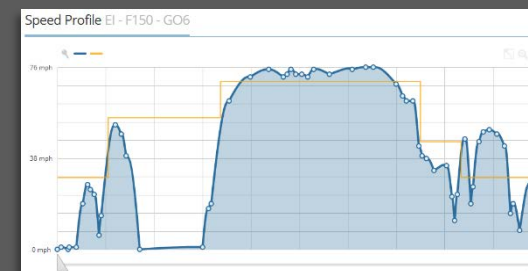
[Value added services](#)

[Fleet Maintenance](#)

[In-Cab Video](#)

[Asset Tracking](#)

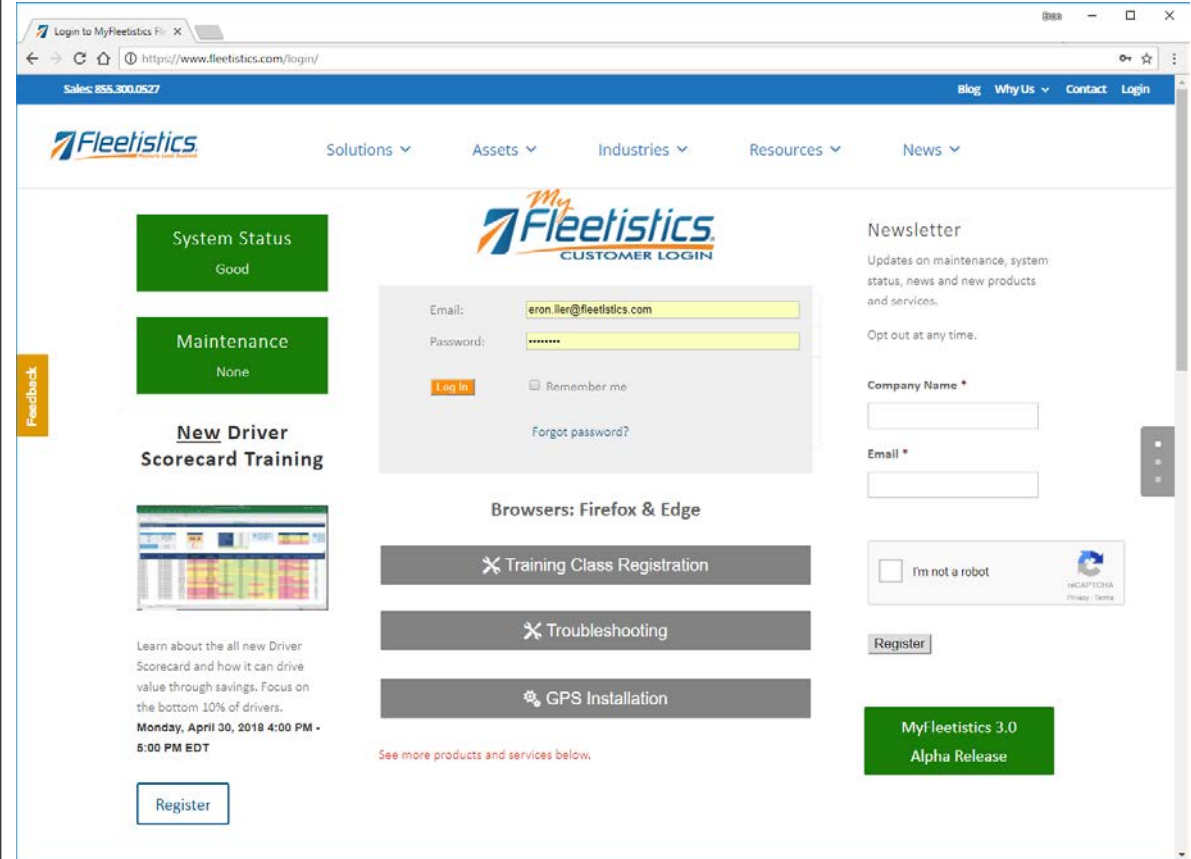
Extended Topics



# Fleetistics

Since 2001

Fleet management is what we do

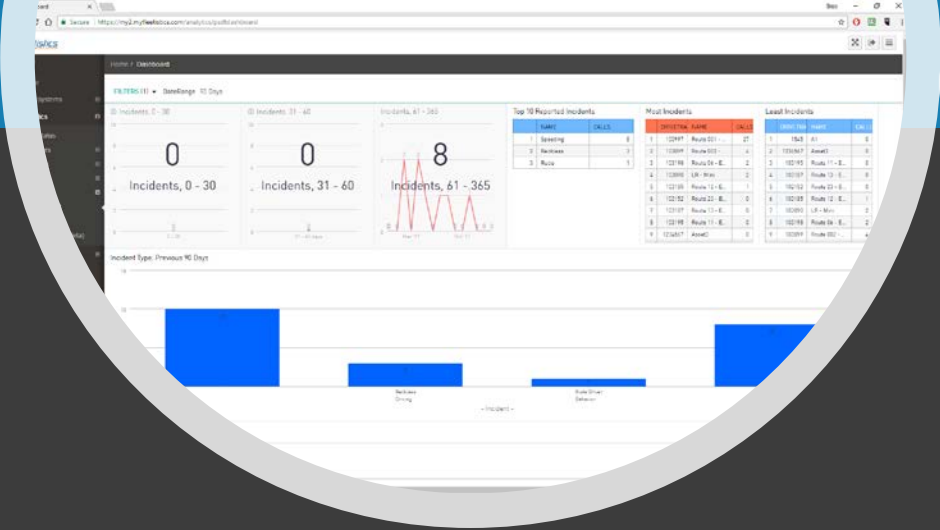


**Mission:** Supply the right solution to meet the *customer's* needs for the lowest investment while supported by industry leading customer service


**Core Values:** Persistence, Innovation, Communication, Attention to Detail and Accountability (PICAA)

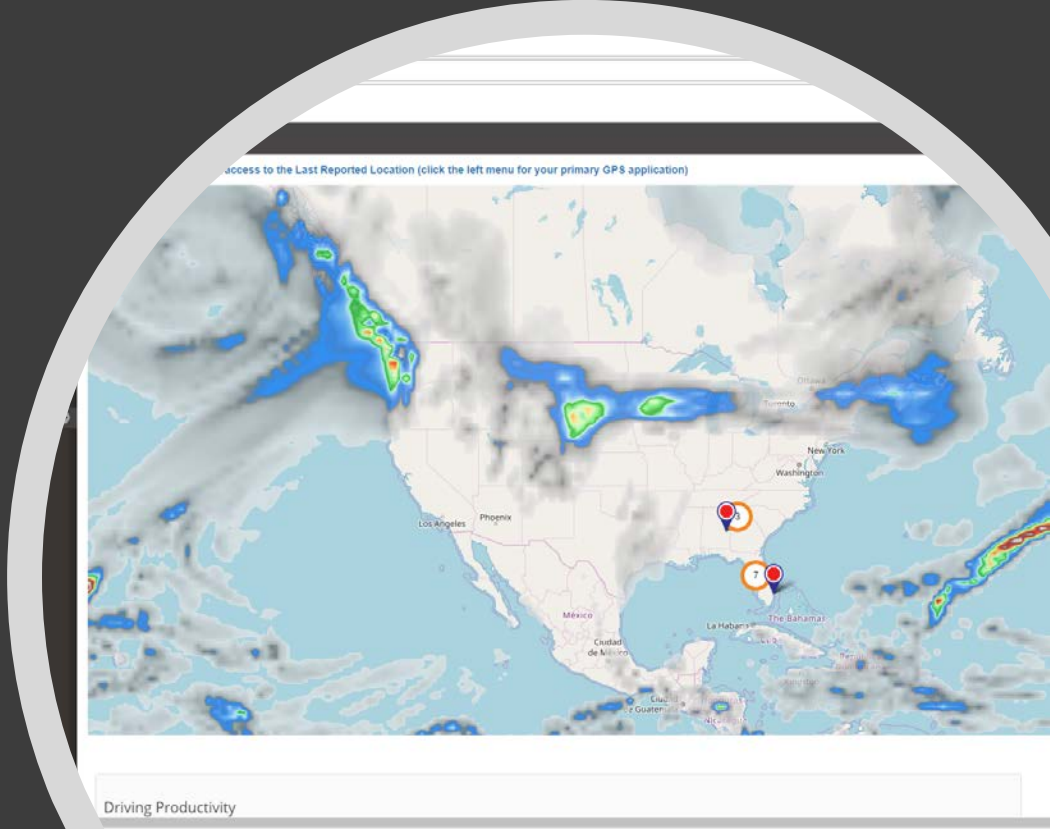
**STIR:** Support, Training, Implementation, Return on Investment

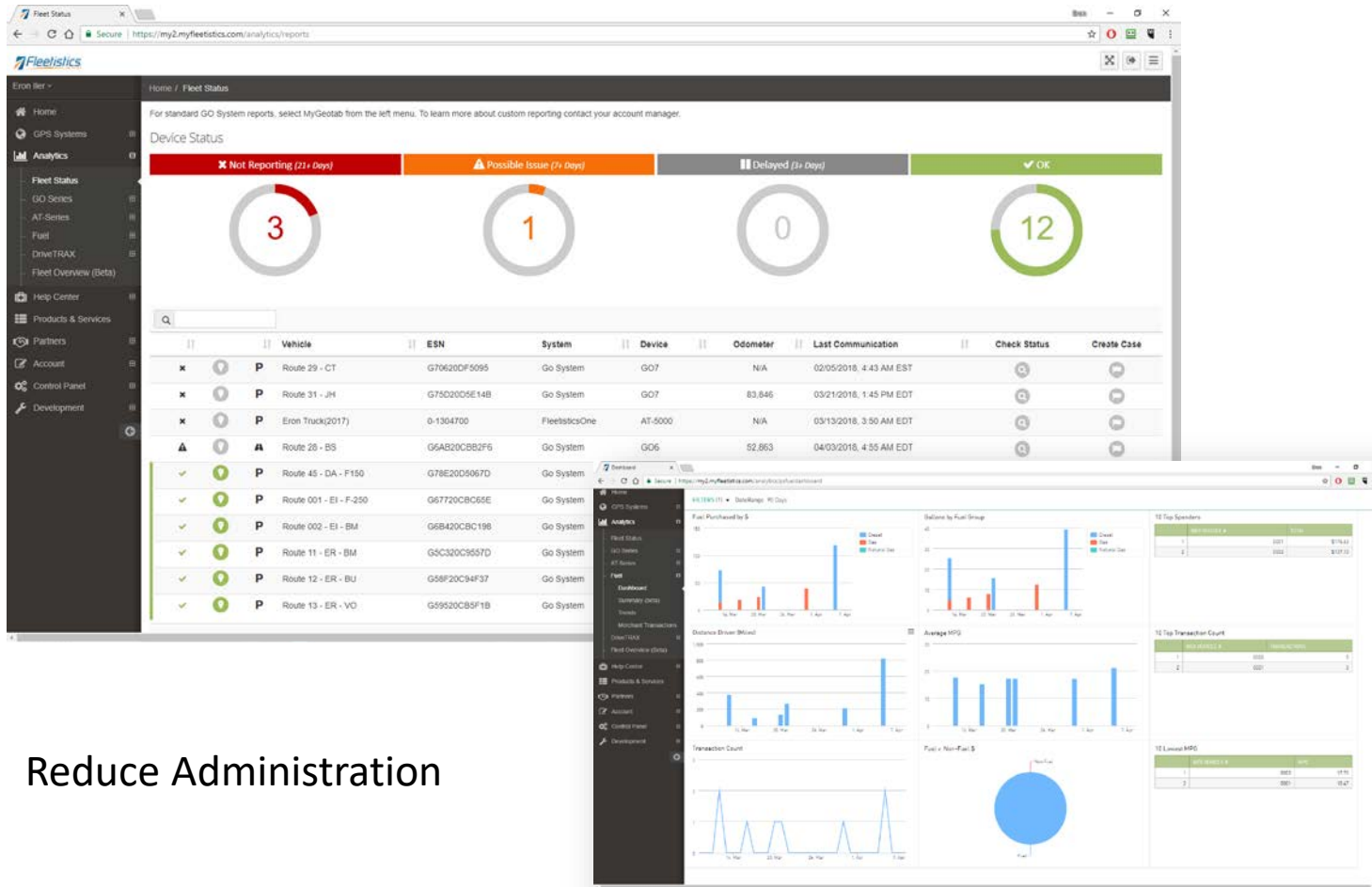




# Our Services

- Sales
- Help desk – Level 1 & 2 support
- Training
- 10 year Limited Lifetime Warranty 
- Implementation
- Business analysis
- Project management
- Custom development
- Integrations
- Specialty GPS trackers - assets





Reduce Administration

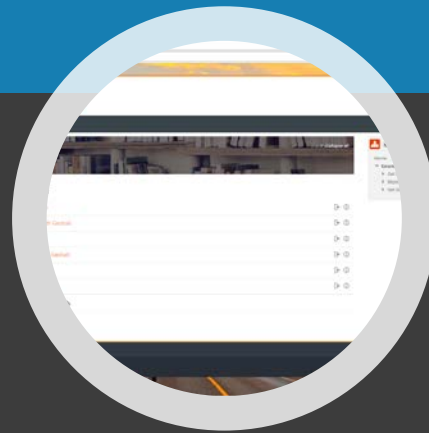
- GPS Tracking + Program Management + Added Services
  - Includes:
    - Support
    - Training
    - Billing
    - GPS system adds
    - Weather radar\*
  - Active Directory SSO\*
  - Easy Online Re-Order
  - DriveTRAX™\*
- \* Additional fees

# MyFleetistics Portal

**DRIVER NO. 104968**  
**866-948-TRAX**  
 www.4aGPS.com

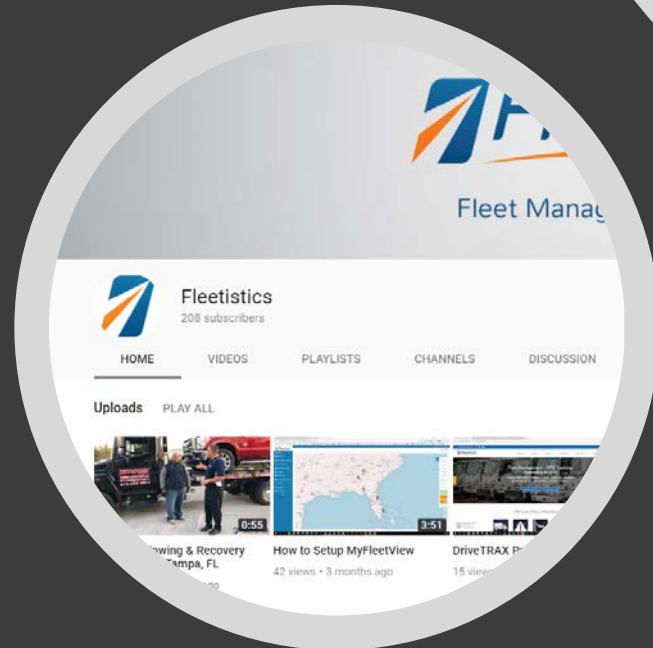
# Training

- Weekly group webinars
- Learning Management System [online course]
- Knowledge Base
- Video training
- Installation documentation – [view](#)
- Troubleshooting – [view](#)



**closed 1 hour before start time. Please register**  
 registered to Fleetistics customers and future customers. User must be in our system to be approved  
 knowledge.

	Date	Start Time
ing (60 minutes) ⓘ	4/17/2018	2:00pm EDT
utes) ⓘ	4/17/2018	3:30pm
agement ⓘ	4/18/2018	2:00pm
	4/19/2018	



# Training To Be Self Sufficient

- Installation
- Troubleshooting
- Onsite training
  
- Support
  - 8-5:30, M-F EST
  - Emergency afterhours
    - Website down, Accident

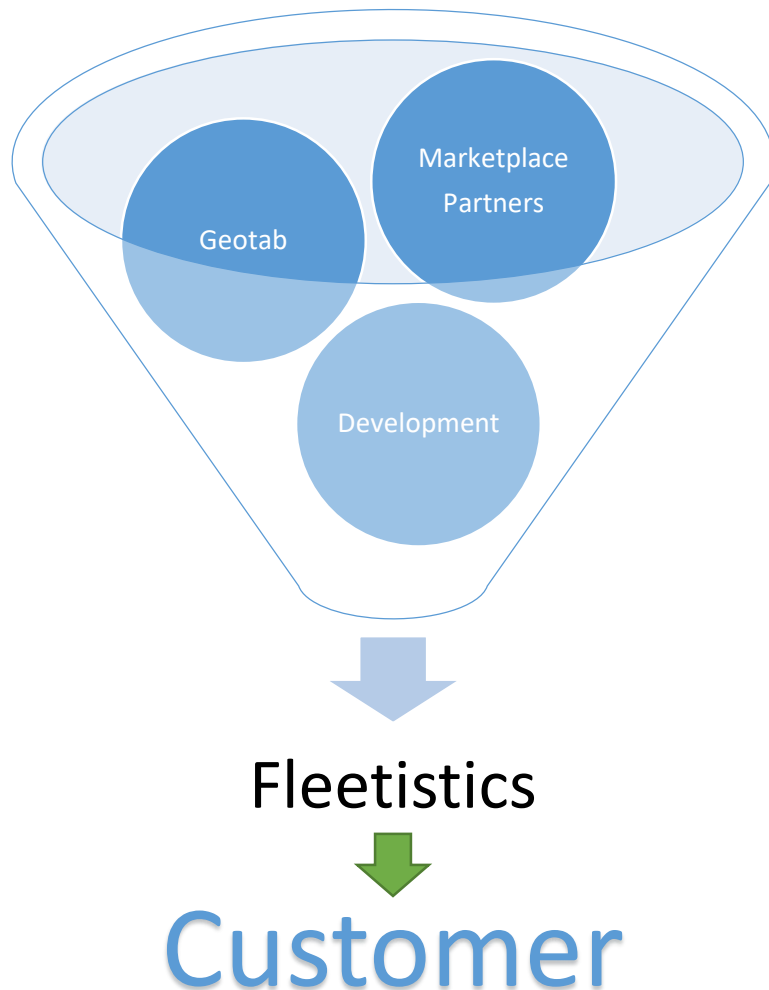
Installing the Y-Harness



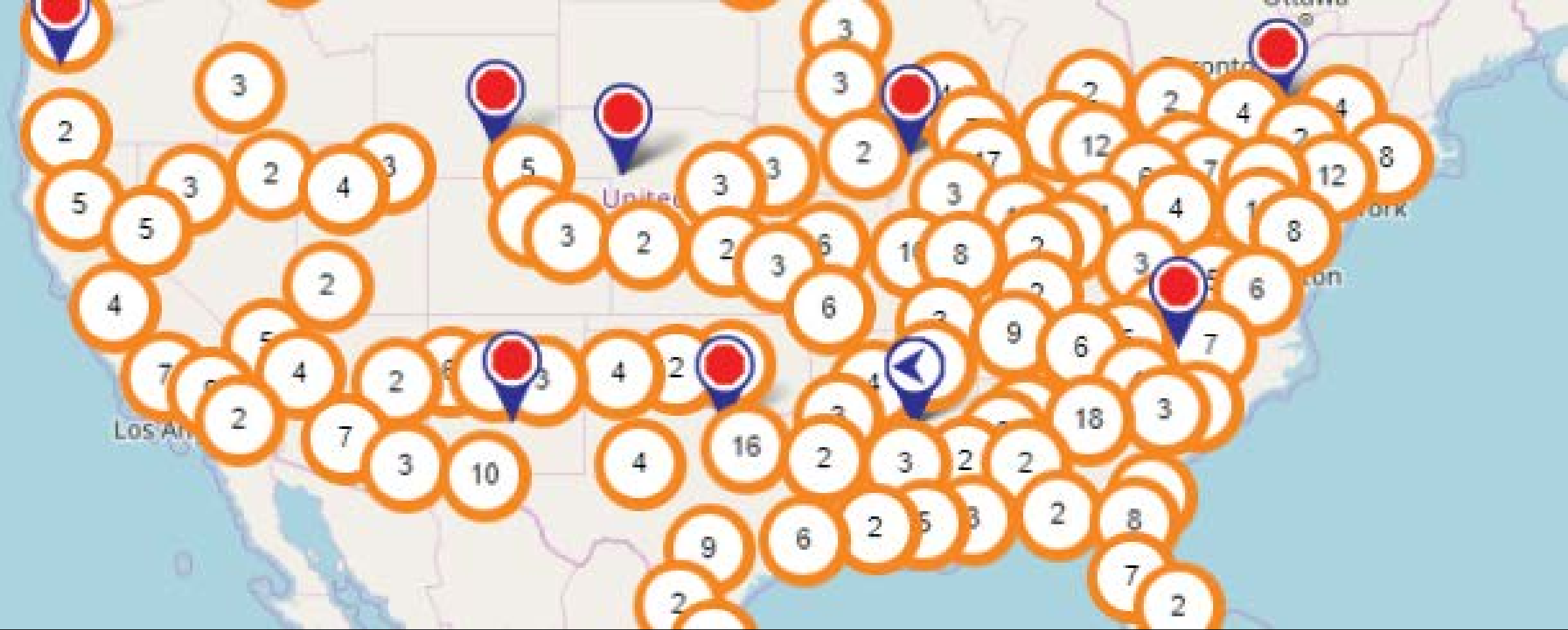
[Learn More About Installations](#)



# Partnerships



- Geotab
  - 1,000,000+ devices, 310,000 users
  - Manufacturer
    - Apple Model – End-to-End
  - Engineering
  - Level III
  - Marketplace [App Store]
  
- Marketplace Partners
  - Various products and services
  - Integrated with Geotab
  - Available without Geotab



# Customer Needs

Goals & Objectives of GPS  
Tracking & Telematics  
Investment

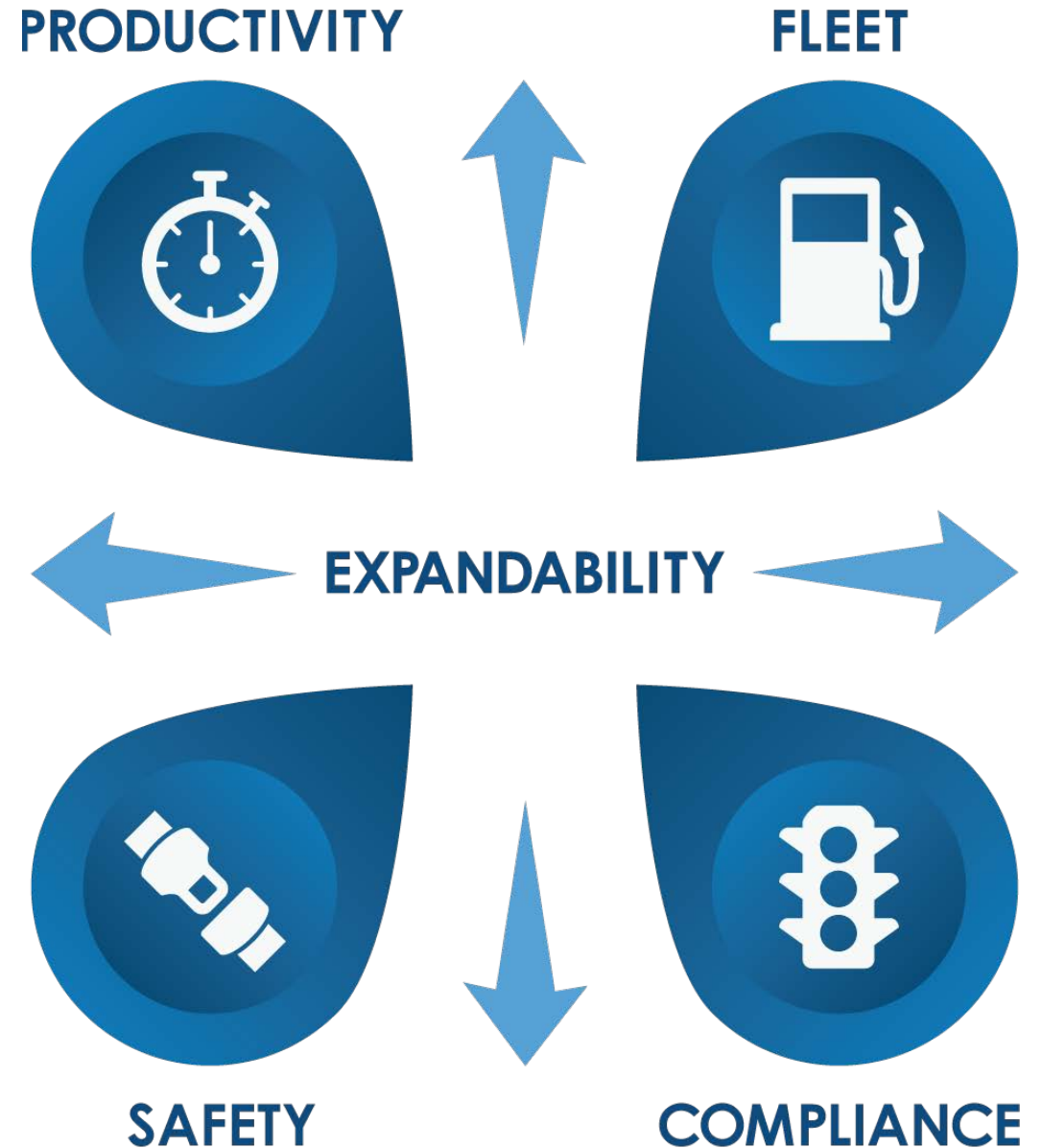
Understand	Understand your challenges
Present	Present solution(s) to challenges
Future	Long-term possibilities
Evaluation	Review solution evaluation process
Timeline	Agree to next steps & when

# Today's Goals

# Discovery

(if applicable)

- Top 3 issues – Why?
- Features you would like to have.
- Day in the life of a driver
- Communication method(s)?
- Organizational structure
- Fleet composition
- ELD, DVIR
- Assets tracking
- Maintenance



# Customer Identified Priorities

- Top 3
  - 1.
  - 2.
  - 3.
- Additional Desired Features
  - 1.
  - 2.
  - 3.
  - 4.
  - 5.





# Geotab Enterprise Platform

Premier enterprise fleet management solution

# 5 Pillars of Fleet Management



## Safety

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



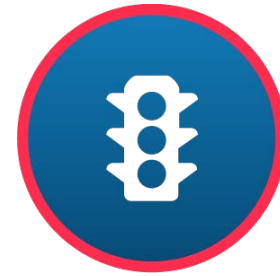
## Fleet

- Automatic odometer
- Proactive maintenance
- Vehicle health
- Fuel



## Productivity

- Stop duration
- Dispatching
- Route efficiency
- Sales calls
- Service



## Compliance

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



## Expandability

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



# Modular Equipment

Devices | Harnesses | IOX | Coaching | Assets


[download](#)





# Important Consideration

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- "All GPS are essentially the same"...Far from the truth
- Modular Design – Future Proof
- Complete Engine Diagnostics – Fault, Status, Diagnostic
- Accident data – 100 times per second
- 30,000 points stored
- Smart Algorithm – HD ExacTRAX™ 
- Harnesses
- IOX
- Driver ID
- Coaching – Buzzer or Speaker
- ELD



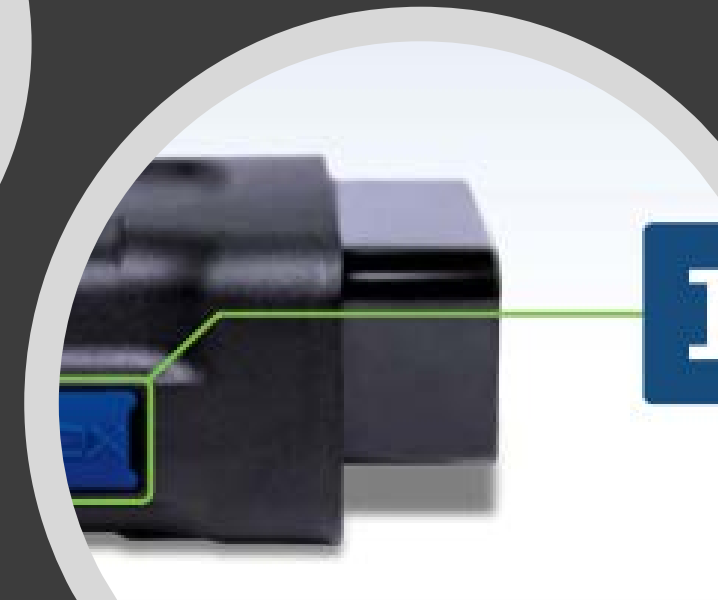


# GO Rugged

- IP-67 rated
- Heavy equipment
- Various harnesses
- Diagnostics or 3-wire
- Weatherized connectors
- Same UI as GO device

# Modular IOX

- IOX Port
  - Satellite modem
  - Driver ID - NFC
  - GOTalk speaker
  - USB
  - RS232
  - Compu-Spread Controllers, Dickey John Spreaders
  - Auxiliary (PTO) monitoring
  - Relay output
  - Bluetooth



# Harnesses

- OBD
  - Y-harness
  - Extension
  - Not required
- J-Bus
  - 6 or 9 PIN
  - Universal kit
  - Required
- One GPS device for both



# Plans



- Choose the right plan *by device*
- **Base - Recommended start plan**
  - GPS Tracking
- **ELD**
  - GPS Tracking + ELD + DVIR + Dispatch + Messaging
- **Pro**
  - Telematics & Diagnostics
- **ProPlus**
  - Active Tracking, Limited Lifetime Warranty, Roadside Assistance
- \*Options vary by plan and price paid.



## Fleet Management Plans to Meet Your Needs

The world's most modular, flexible and complete GPS tracker and fleet management system available - period. "Future proof" your fleet with many equipment and service options. Today there are over 100 3rd party integrations to meet any need today or in the future. Service plans below can be set for specific vehicles to maximize features and reduce costs. Equipment is modular and can be custom configured by individual vehicle.

Additional services: Driver ID, tablets & apps, temperature monitoring, collision avoidance, in-cab video, PTOs, Driver scoring and coaching, fuel management, enterprise fleet maintenance, OnCommand Connection by Navistar, and gamification of driving scores, to name a few.

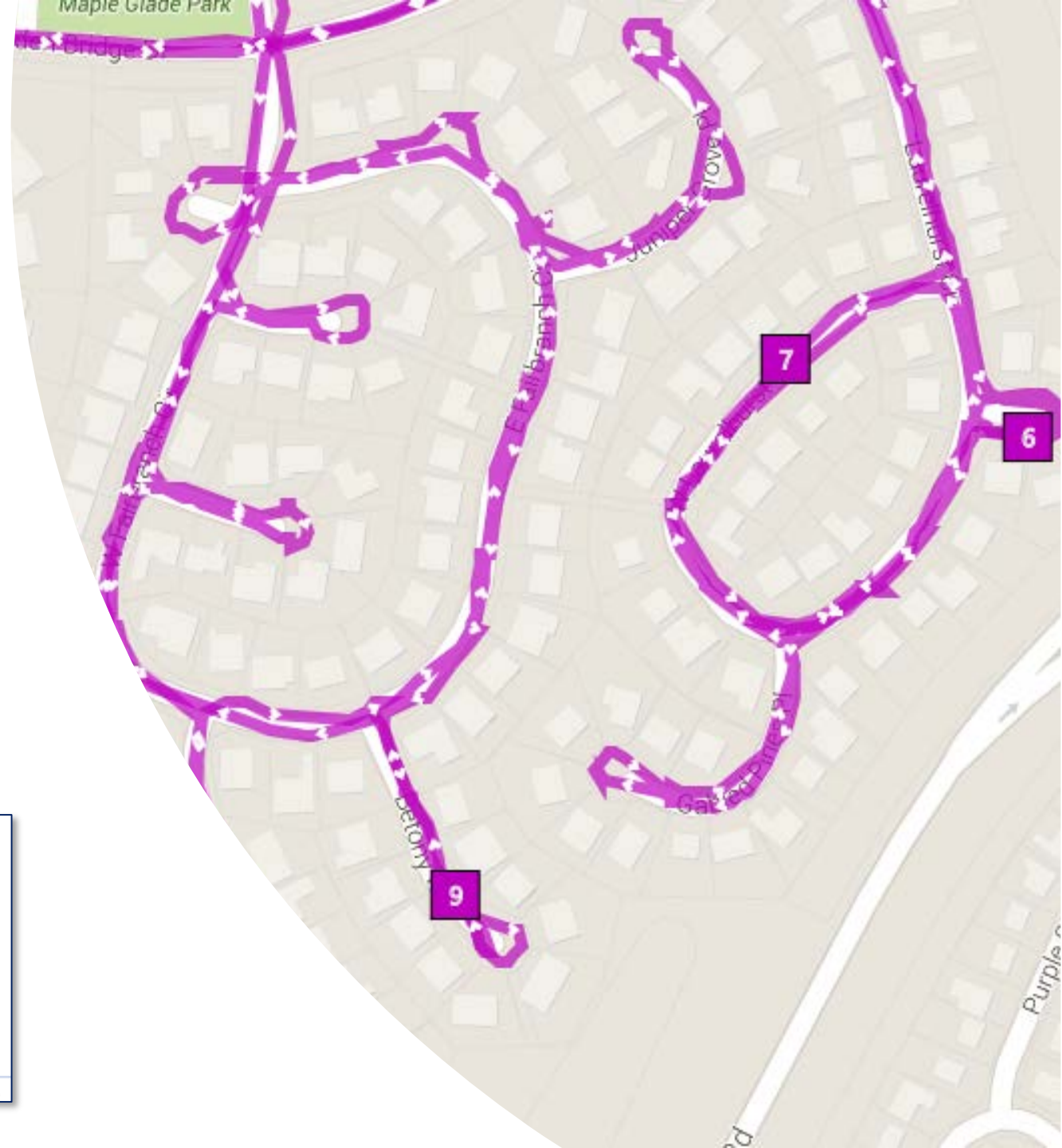
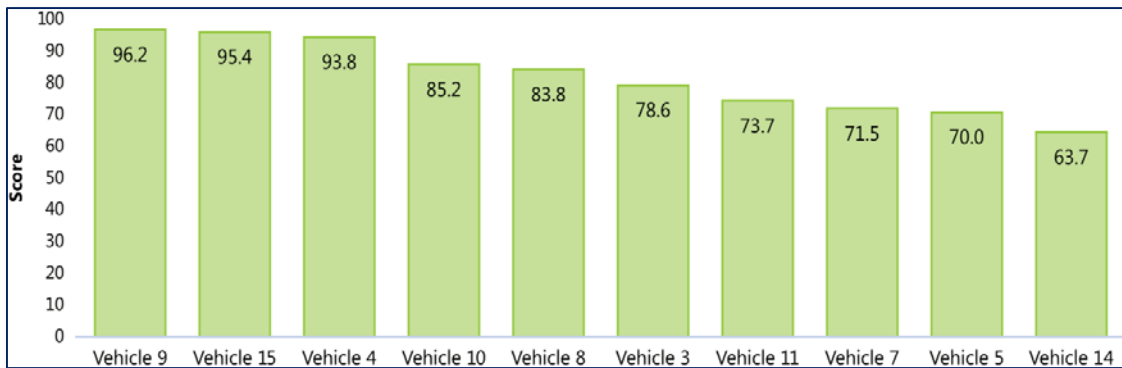
Don't pay the same or more for a system that is less capable and flexible. ⚡

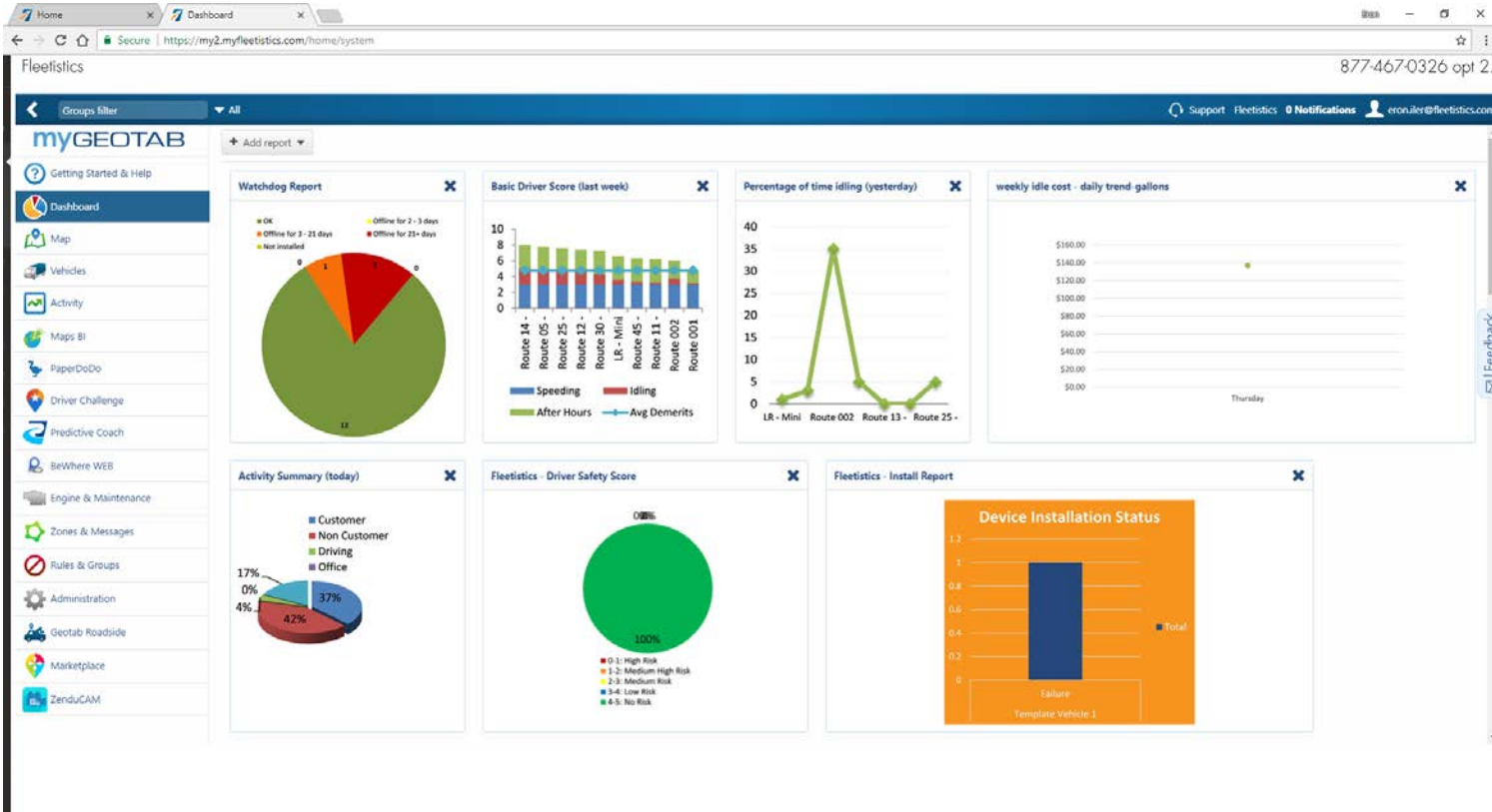


GPS Tracking	Electronic Driver Logs	+Telematics & Diagnostics	Enterprise Solution
Base	Base + ELD	Pro	ProPlus
<ul style="list-style-type: none"> <li>• Basic Feature</li> <li>• GPS Track, HD</li> <li>• Upgrade path</li> <li>• Custom reporting</li> <li>• Custom dashboards</li> </ul>	<ul style="list-style-type: none"> <li>• Basic Features</li> <li>• GPS Track, HD</li> <li>• Upgrade path</li> <li>• Custom reporting</li> <li>• Custom dashboards</li> </ul>	<ul style="list-style-type: none"> <li>• Advanced Features</li> <li>• GPS Track, ExacTRAX</li> <li>• GPS Track, HD</li> <li>• Upgrade path, Up or Down</li> <li>• Custom reporting</li> </ul>	<ul style="list-style-type: none"> <li>• Enterprise Features</li> <li>• GPS Track, ActiveTRAX (1 sec)</li> <li>• Upgrade path, Down</li> <li>• Custom reporting</li> <li>• Custom dashboards</li> </ul>

Fleet Management Ecosystem

# GPS Tracking & Telematics



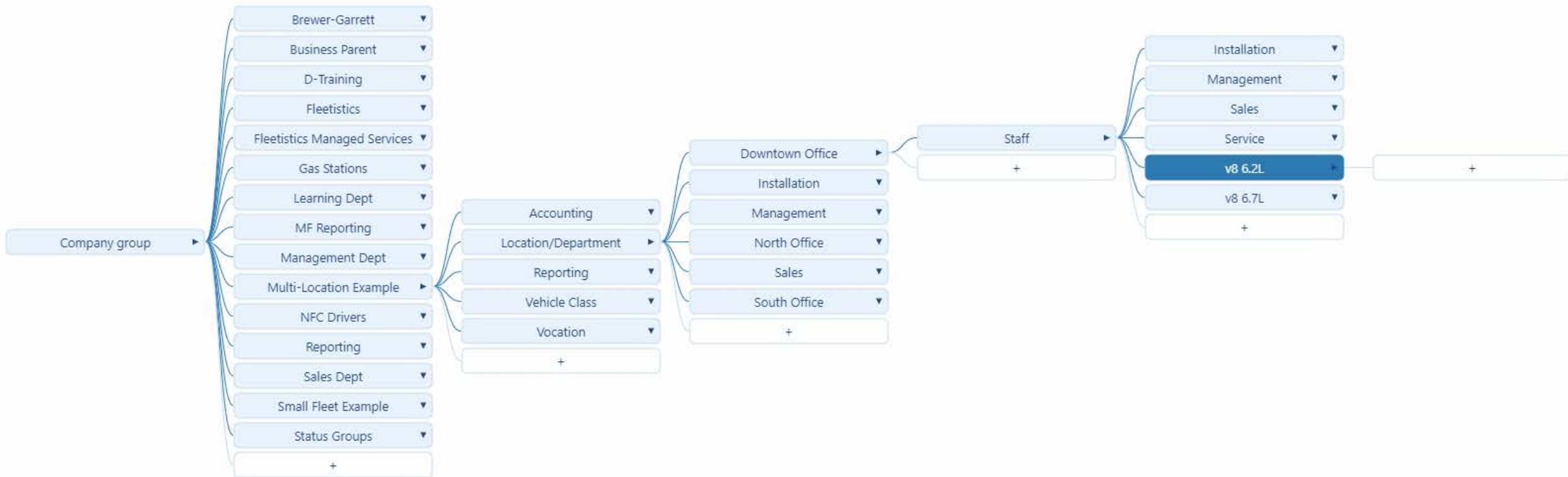


- Access GPS from MyFleetistics.com
  - Single Sign On
  - Active Directory authentication option
- Scalable from 1 to 100,000+ devices in one account
- Multi-Lingual
- Add-ins
- Customize by user

# UI Overview


# Groups

- Critical for complex data organization
- Access, reports, alerts





# Security

- Clearances
- Customization
- Minimize menu
- Audit log
- Dept of Homeland Security 

Security Clearances
Administrator
Admin - no change password
Admin Assistant
Admin-Demo User
Customer Administrator
demo view
Supervisor
Default user
Default user 2
Driver
Drive App user
Drive App Fuel Tracker
Drive App User + Messages

### Security Clearance Edit ?

Parent: \_\_\_\_\_

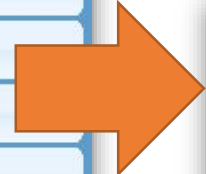
Name:

Search for feature:

Access to feature:

- Accident Wizard. Create or download accident keys.
- Administer Add-Ins
- Administer alarm sounds
- Administer certificates
- Administer device's driver feedback settings
- Administer devices
- Administer devices (delete/unplug/replace)
- Administer distribution lists
- Administer DVIR logs
- Administer exception rules

- Getting Started & Help
- Live Map
- Trips History
- Vehicles & Devices
- Customers & Zones
- Drivers & Activity
- Rules & Groups
- Administration



- Getting Started & Help
- Live Map
- Administration

# Mapping

- 90% of daily use
- Current location
- History
  - HD Logging
  - ProPlus
- Exceptions
- Zones
- Dispatch
- Stops
- ESRI integration

The screenshot displays the GEOTAB mapping interface. At the top, there are navigation tabs: Search vehicles or drivers, Options, Summary, Live Positions, and Reports. Below this, a date range is set from Tuesday, October 23, 2012, to Wednesday, October 24, 2012. The interface is split into two main sections: a trip history list on the left and a map on the right.

**Trip History (Tuesday, October 23):**

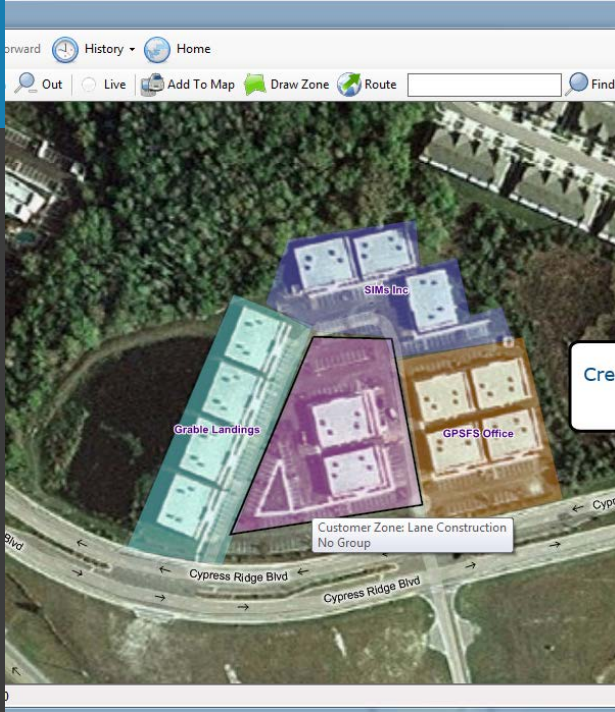
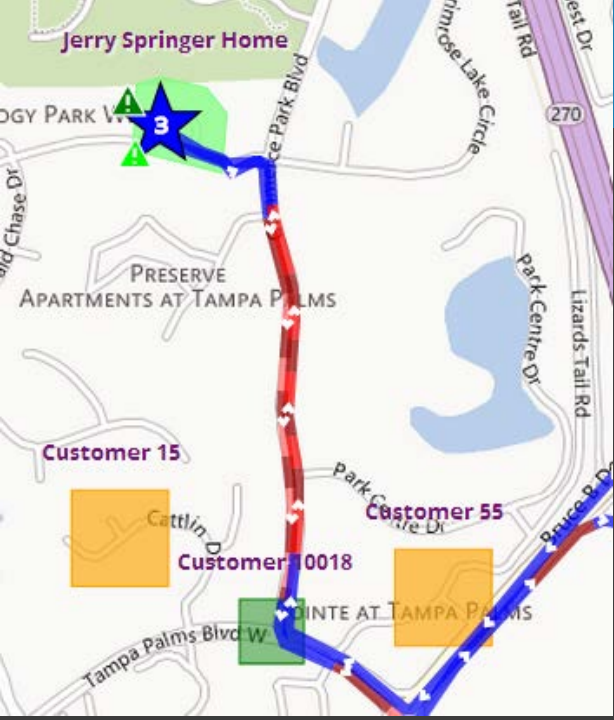
- Previous Stop: Office Complex** at 8:57 AM on 10/23/12. Duration: 2h 50m stop, 13m 29s, 8mi.
- 1 Arrowgrass Dr** at 11:51 AM. Duration: 50m 13s stop, 3m 53s, 1mi.
- 2 Office Complex** at 12:45 PM. Duration: 5h 38m stop, 3m 10s, 1mi.
- 3 Jerry Springer Home** at 6:34 PM. Duration: 13h 51m stop, 11m 9s, 8mi.

**Trip History (Wednesday, October 24):**

- Customer 14** at 8:29 AM. Duration: 4m 56s stop, 3m 31s, 1mi.
- 4 Jerry Springer Home** at 8:40 AM.

**Map:** The map shows a route starting from the Office Complex, passing through Arrowgrass Dr, Office Complex, and Jerry Springer Home. Various customer locations are marked, including Customer 10, 17, 18, 21, 23, 25, 28, 29, 45, 47, 55, 58, and 59. A legend at the bottom indicates: Too Much Office Time (red), Office Complex (green), Stopped (blue), and Home Stop During Work Hours (purple).

**Map Controls:** A dropdown menu is open, showing options: Dispatch vehicle here, Find address, Show street view, Add square zone here, Road speed detail, and Update posted road speed.

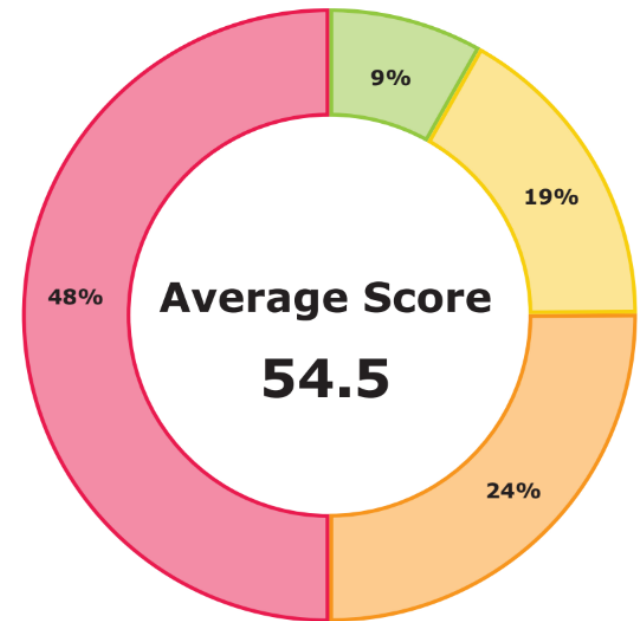


# Zones

- Associated with exceptions
- Filter data for reporting
  - Customer Visit
  - Zone violations
- Color code
- Expire by date
- Assign to group
- Import from csv or xls
- Various shapes

# Telematics

- Accelerometer
  - Front to rear
  - Side to side
  - Up and down
- 100x/second
- Aggressive driving feedback buzzer
- Prevent accidents through training



■ Low Risk 
 ■ Mild Risk 
 ■ Medium Risk 
 ■ High Risk



# Accident Reconstruction

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- Wii© game controller
- Clearer picture of driving behaviors
- Auto detect accidents based on g-force events
- GoTalk option
- Only available with Pro mode telematics option

# Reports

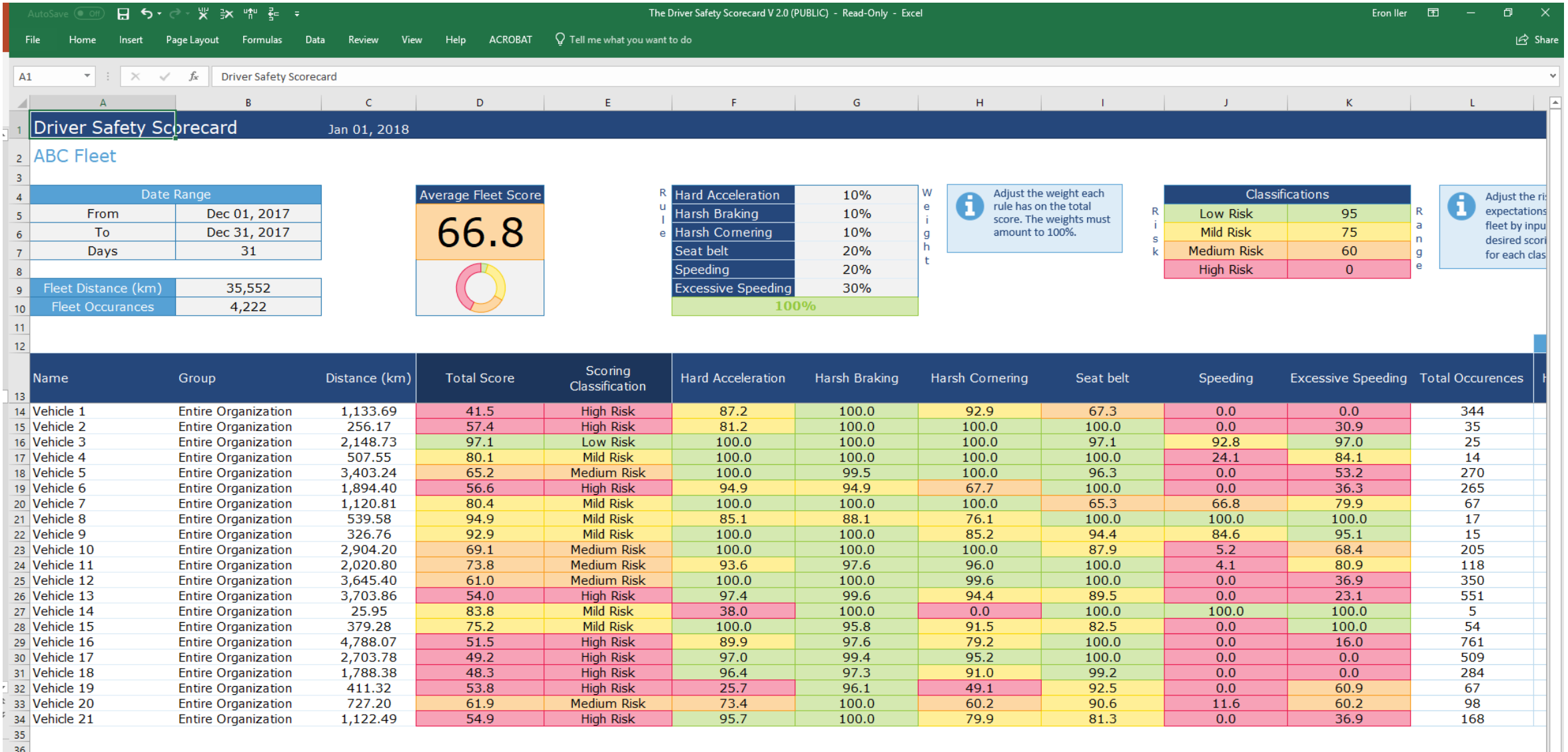
- Filter v. Customize
- Scheduled delivery
- Control data by group
  - Limit data scope by group
  - Only see what is in a users fleet
- Focused on 5 Pillars

	Hard Acceleration	Harsh Braking	Harsh Cornering
	87.2	100.0	92.9
	81.2	100.0	100.0
	100.0	100.0	100.0
	100.0	100.0	100.0
High Risk	100.0	99.5	100.0
Medium Risk	94.9	94.9	67.7
Low Risk	100.0	100.0	100.0
Very Low Risk	85.1	88.1	76.1
Extremely Low Risk	100.0	100.0	85.2
Medium Risk	100.0	100.0	100.0

er 23, 2012 to: Wednesday, October 24, 2012 [← Previous day](#)

Location	Time	Stop Duration	Distance
<u>Office Complex</u>	at 8:57 AM on 10/23/12	2h 50m stop	13m 29s 8mi
	at 11:51 AM	50m 13s stop	3m 53s 1mi
<u>plex</u>	at 12:45 PM	5h 38m stop	3m 10s 1mi
<u>inger Home</u>	at 6:34 PM	13h 51m stop	11m 9s 8mi

# Driver Safety Scorecard



# Report List

- Standard
- Custom
- Make it your own
  - [view live account]

The screenshot shows the Fleetistics web dashboard. The top navigation bar includes a 'Groups filter' set to 'All', '0 Notifications', and the user 'eron.iler@fleetistics.com'. The main content area displays a list of reports under two categories: 'Device Report' and 'Engine Fault'. A preview window is open over the 'Current Odometer Reading' report, showing a table of data and a bar chart.

Company Name	Fleetistics
Created on	Apr 16, 2018
Distance Unit	miles
Sum of Current Odometer	
Short Name	Total
Route 31 -	83846
Route 05 -	55791
LR - Mini	54459
Route 28 -	52875
Route 25 -	47038

The bar chart on the right of the preview window visualizes the 'Sum of Current Odometer' for each route, with the y-axis ranging from 0 to 90,000 miles. The routes are labeled as Route 31 -, Route 05 -, LR - Mini, Route 28 -, and Route 25 -.



# Rules

- Set standards
- Seatbelt, speeding, afterhours
- By vehicle class
- Easy toggle or create syntax
- Rules trigger exceptions
- Notification options

The screenshot shows the 'Exception Rules' configuration page. At the top, there is a search bar and buttons for 'Add', 'Notification Templates', 'Distribution Lists', and 'Reprocess Data'. The main section is titled 'SAFETY' and contains several rule configurations:

- Harsh Braking:** Includes an 'On/Off' toggle, a slider, and vehicle class selection (Passenger Car, Truck/Cube Van, Heavy Duty). Description: "When set to Passenger Car, the rule will trigger when there is a drop in speed of 17 km/h or 10 mph in a single second. A force of ... would shift to the front. Lose objects on the seat would likely be thrown to the floor."
- Hard Acceleration:** Includes an 'On/Off' toggle, a slider, and vehicle class selection. Description: "When set to Passenger Car, the rule will trigger when speed increases 16 km/h or 10 mph in a single second. A force of ½ G would ..."
- Harsh Cornering:** Includes an 'On/Off' toggle, a slider, and vehicle class selection. Description: "When set to Passenger Car, the rule will trigger when a hard or aggressive turn causes a force greater than ½ G to be exerted on ... rule. The load could shift and unrestrained objects on the seat could be thrown."
- Speeding:** Includes an 'On/Off' toggle, a 'SPEED OVER LIMIT' slider, and a numeric input field set to '9 mph'. Description: "Speed is monitored against the posted road speed. Posted road speed information is not always accurate so the threshold should ... trip then no violation will be logged there."
- Seatbelt:** Includes an 'On/Off' toggle.

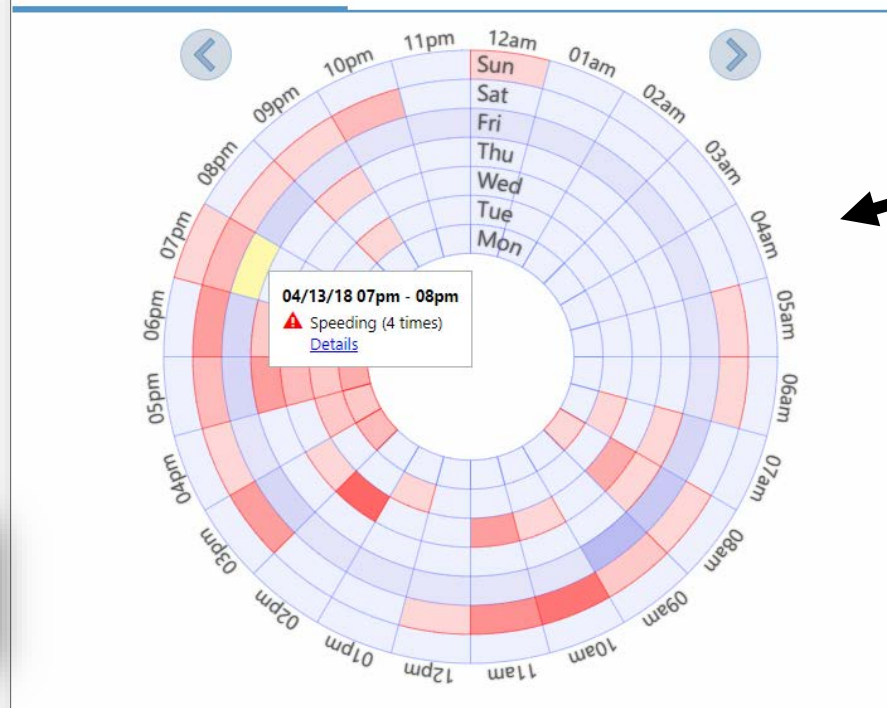
# Exceptions

- Rules violated
- Distribute by group
- Deliver in report
- Email alert

## Exceptions ?

<span style="color: magenta;">■</span> Engine Fault	41d 11h 29m 15s 279 mi	<b>6</b>	Vehicles: 4	
<span style="color: red;">■</span> Engine Light On	19d 17h 8m 49s 135 mi	<b>1</b>	Vehicles: 1	
<span style="color: red;">■</span> Route 25 - Ignition Off	1d 18h 10m 33s 0 mi	<b>1</b>	Vehicles: 1	
<span style="color: red;">■</span> Unauthorized Home Stops	12h 17m 5s 0 mi	<b>7</b>	Vehicles: 2	
<span style="color: red;">■</span> Fleet Idling	1h 14m 37s 0 mi	<b>4</b>	Vehicles: 2	
	36m 41s 46 mi	<b>39</b>	Vehicles: 5	
	30m 57s 0 mi	<b>1</b>	Vehicles: 1	
	13m 10s 18 mi	<b>15</b>	Vehicles: 4	
	1m 8s 1 mi	<b>2</b>	Vehicles: 2	
	41s 0 mi	<b>46</b>	Vehicles: 7	
	36s 0 mi	<b>3</b>	Vehicles: 1	

## Exceptions summary



### NOTIFICATION RECIPIENTS

# Diagnostics

- Status, Measurements, Diagnostics
- Unplanned downtime
- Battery
- Fuel
- Real-time v. delayed
- Odometer
- Maintenance reminders

Device	Time	Description	Value
EI - Mazda	3:02 PM	Acceleration forward or braking	0.00 g
EI - Mazda	3:02 PM	Acceleration side to side	0.00 g
EI - Mazda	3:02 PM	Acceleration up down	1.01 g
EI - Mazda	3:03 PM	Driver Seatbelt (1=unbuckled)	1.00
EI - Mazda	3:03 PM	Engine Speed	1,360.25 RPM
EI - Mazda	3:03 PM	Driver Seatbelt (1=unbuckled)	0.00
EI - Mazda	3:03 PM	GO Device Voltage	13.00 Volts
EI - Mazda	3:03 PM	Passenger Occupancy (1=occupied)	0.00
EI - Mazda	3:03 PM	GO Device Voltage	13.90 Volts
EI - Mazda	3:03 PM	Odometer	3,401.50 km
EI - Mazda	3:03 PM	Engine Coolant Temperature	85.00 Degrees C
EI - Mazda	3:03 PM	Parking Brake (1=on)	0.00
EI - Mazda	3:03 PM	Engine Coolant Temperature	85.00 Degrees C
EI - Mazda	3:03 PM	GO Device Voltage	13.61 Volts
EI - Mazda	3:03 PM	GO Device Voltage	13.79 Volts
EI - Mazda	3:04 PM	Engine Speed	1,103.50 RPM
EI - Mazda	3:04 PM	Engine Speed	1,026.25 RPM
EI - Mazda	3:04 PM	Acceleration forward or braking	0.05 g
EI - Mazda	3:04 PM	Acceleration side to side	0.25 g
EI - Mazda	3:04 PM	Acceleration up down	0.99 g

## Reminder Rule Edit ?

Conditions Vehicles

Description:

Reminder rule type: General Maintenance Add new type

Create reminder based on time: No Reoccurs every Once-off

month(s)

Create reminder based on usage: No Engine hours

No Mileage

mi

## Reminder Rules

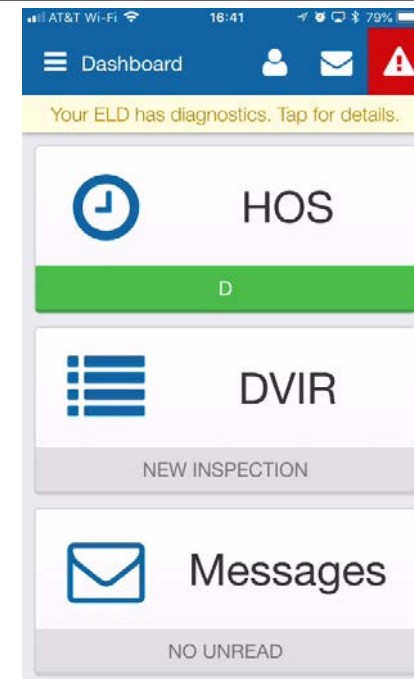
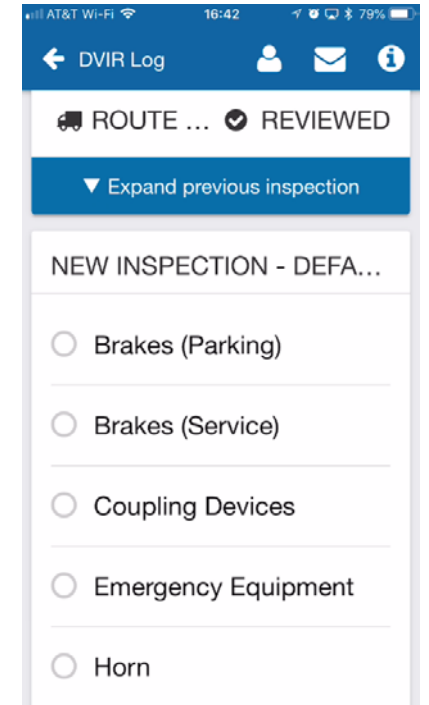
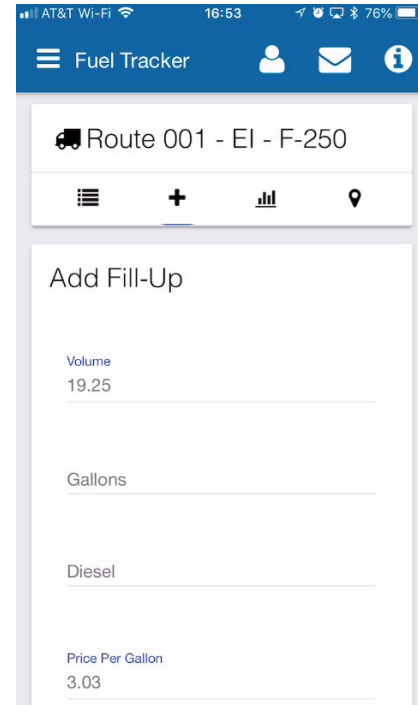
10k Tire Rotation	Reminder rule type: General Maintenance	Month(s): 10	Miles: 10000
36 Month Lease Ending	Reminder rule type: Lease expiration	Month(s): 36	
5K Mile Oil Change	Reminder rule type: Oil Change	Month(s): 3	Miles: 5000
5k Oil Change	Reminder rule type: Oil change	Month(s): 6	Miles: 5000
5k Oil Change (Joel test)	Reminder rule type: Oil Change		Miles: 5000
7,500 Mile Oil Change	Reminder rule type: Oil change		Miles: 7500
Bi-Annual Inspection	Reminder rule type: Inspections	Month(s): 6	
Brake pad replacement	Reminder rule type: Brakes		Miles: 50000
Check washer fluid	Reminder rule type: General Maintenance		Miles: 1500

# Maintenance Reminders

- Traditional Maintenance
  - Oil changes, tire rotations, etc.
  - Date, engine hours, miles
- Other Uses
  - Tags due
  - Lease
  - Drivers license

# Drive App

- HOS-ELD
- DVIR
- Two-way messaging



# ELD– EASY!

- Reflects paper logs so little training
- Countdown to violation
- DVIR
- Trailers
- Edits
- Driver Sign-Off
- Back office edits
- Audit log



# Dispatcher UI

- Admin can edit
- Driver re-verifies

**Duty Status Logs** Total items 12

Thursday, March 10, 2016 Driver: Lynn Rios Total Driving Distance: 16mi

Status	Time	Location	Notes
OFF	03/10/16 12:43	26699 FL-56, Wesley Chapel, FL 33544, USA	Trailer test add Ir Route 14 - LR - AM
ON	03/10/16 08:39	2604 Cypress Ridge Blvd, Wesley Chapel, FL 33544, USA	my trailer,Trailer test add Ir 1mi Route 14 - LR - AM
D	03/10/16 08:18	4917 E Whiteway Dr, Tampa, FL 33617, USA	
ON	03/10/16 08:17	4917 E Whiteway Dr, Tampa, FL 33617, USA	
SB	Continued from previous day		

Wednesday, March 09, 2016 Driver: Lynn Rios

SB	03/09/16 22:35	4917 E Whiteway Dr, Tampa, FL 33617, USA	
OFF	03/09/16 19:06	4917 E Whiteway Dr, Tampa, FL 33617, USA	
D	03/09/16 18:59	4900 FL-580, Tampa, FL 33617, USA	
ON	03/09/16 18:50	4900 E Busch Blvd, Tampa, FL 33617, USA	
D	03/09/16 18:16	2383 Willow Oak Dr, Wesley Chapel, FL 33544	
ON	03/09/16 12:21	2340 Willow Oak Dr, Wesley Chapel, FL 33544	
OFF	03/09/16 12:19	2604 Cypress Ridge Blvd, Wesley Chapel, FL 33544	

**Duty Status Logs** Total items 12

Thursday, March 10, 2016 Driver: Lynn Rios Total Driving Distance: 16mi

Time	OFF	SB	D	ON
00:00 - 13:00				
13:00 - 17:00	4h	16m		
17:00 - 08:00		8h	18m	
08:00 - 08:18			0h	21m
08:18 - 12:43				4h
12:43 - 24:00				5m

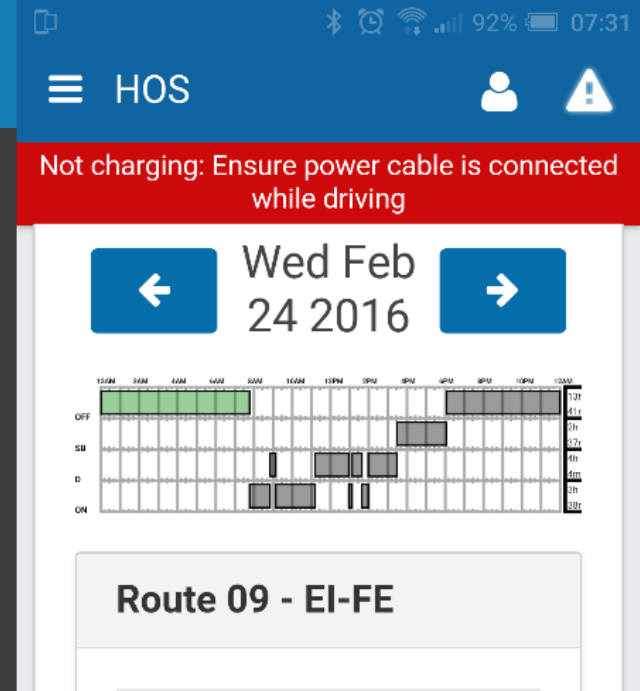
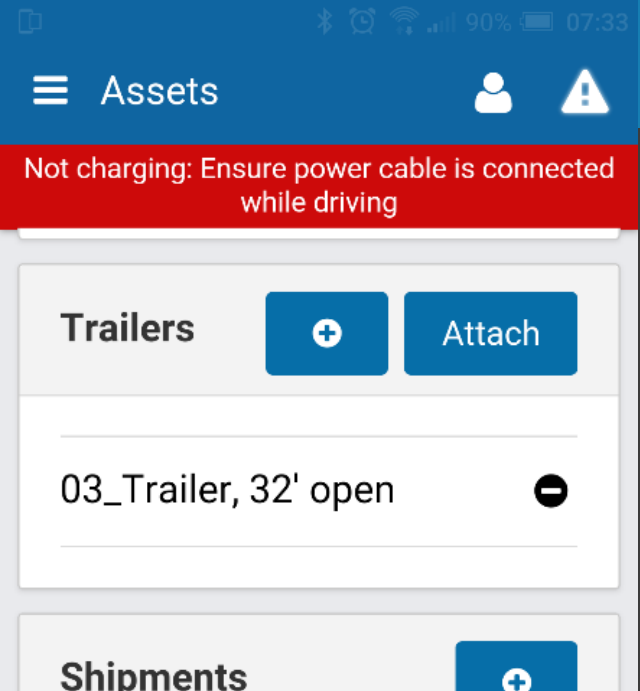
Status	Time	Location	Notes
OFF	03/10/16 12:43	26699 FL-56, Wesley Chapel, FL 33544, USA	Trailer test add Ir Route 14 - LR - AM
ON	03/10/16 08:39	2604 Cypress Ridge Blvd, Wesley Chapel, FL 33544, USA	my trailer,Trailer test add Ir 1mi Route 14 - LR - AM
D	03/10/16 08:18	4917 E Whiteway Dr, Tampa, FL 33617, USA	my trailer 16mi Route 14 - LR - AM
ON	03/10/16 08:17	4917 E Whiteway Dr, Tampa, FL 33617, USA	my trailer Route 14 - LR - AM
SB	Continued from previous day		

# Violations and Availability

- Drivers and dispatchers have easy access to the driver's status at all times.

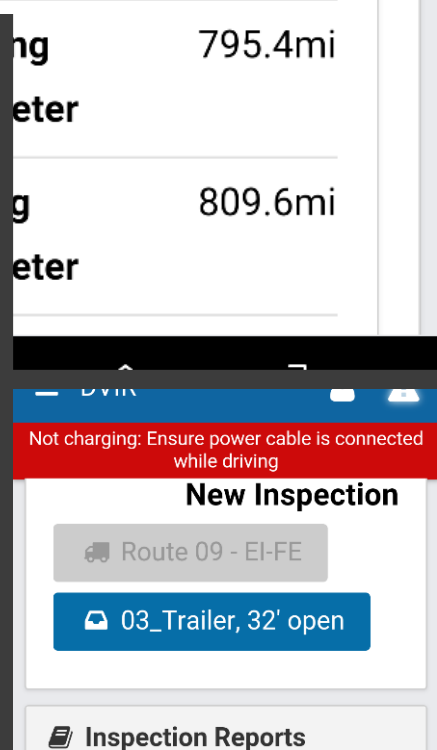
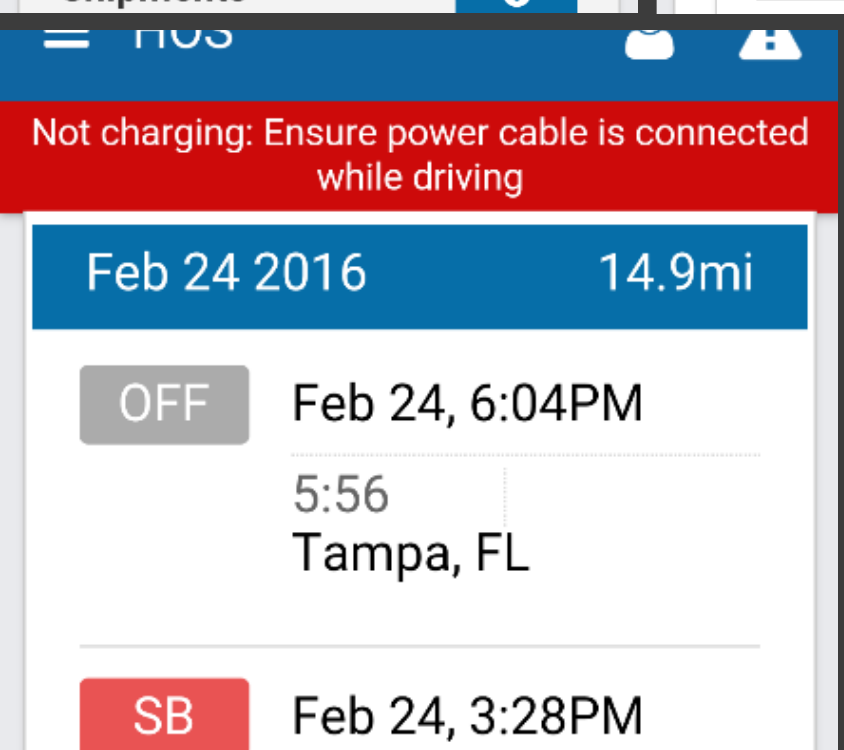
HOS Availability					Total items 3
Available		Rest	Driving	Duty	Cycle
<b>OFF</b>	David Rivera (David.Rivera@Fleetistics.com)	8:00	11:00	14:00	60:00
<b>OFF</b>	Lynn Rios (lynn.rios@fleetistics.com)	8:00	10:39	5:13	48:49
<b>ON</b>	Darryl Arnold (darryl.arnold@fleetistics.com)	1:02	10:55	7:02	63:02





# Driver App

- Android, iOS, Garmin DEZL
- Device connected to GPS device
- FMSCA – self certification
- Committed to being compliant as rule set updated



# Messaging

- ELD or higher service
- Dispatcher to ELD/DVIR app
- TCPIP – not SMS
  - Very fast

Messages
New message

Route 001 - EI - F-250(eron.iler@fleetistics.com) ✕

🔍 ⚙️

Today

- eron.iler@fleetistics.com** 15 minutes ago

Stop at LKW Parts for item #45687B for next service
- eron.iler@fleetistics.com** 14 minutes ago

Pick up tire from Goodyear. P205/55R
- eron.iler@fleetistics.com** 13 minutes ago

Call home
- eron.iler@fleetistics.com** 13 minutes ago

Reminder. Expense reports due Friday
- eron.iler@fleetistics.com** 13 minutes ago

Watch your speed

Canned replies

Type a message here

☰ Messages 👤 ✉️ ⓘ

📁 All ↶ Sent ✎ Comp...

- ✎ **Watch your speed**

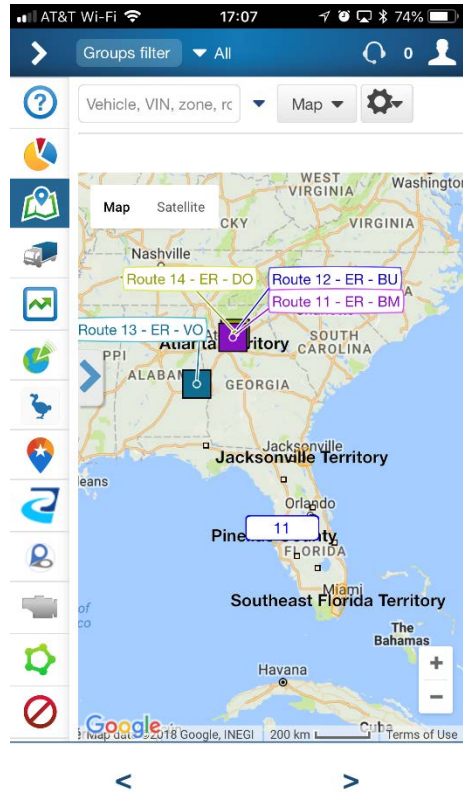
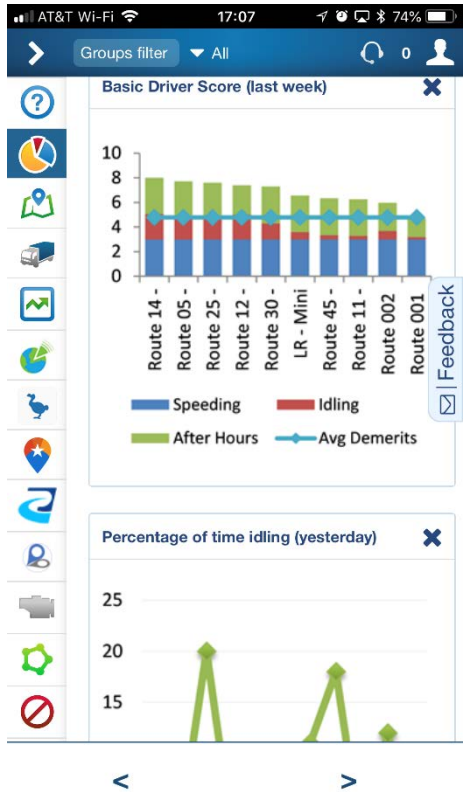
April 17, 2018 4:47 PM
- ✎ **Reminder. Expense re...**

April 17, 2018 4:46 PM
- ✎ **Call home**

April 17, 2018 4:46 PM
- ✎ **Pick up tire from Goo...**

April 17, 2018 4:46 PM
- ✎ **Stop at LKW Parts for it...**

April 17, 2018 4:44 PM



Name, VIN, or serial num

Show

### Vehicles

LR - Mini	Version 7	📍	ℹ️
Route 001 - EI - F-250	Version 6	📍	ℹ️
Route 002 - EI - BM	Version 6	📍	ℹ️
Route 05 - KT - 123-4567	Version 6	📍	ℹ️
Route 11 - ER - BM	Version 5	📍	ℹ️
Route 12 - ER - BU	Version 5	📍	ℹ️
Route 13 - ER - VO	Version 5	📍	ℹ️
Route 14 - ER - DO	Version 6	📍	ℹ️
Route 23 - BS - MM	Version 6	📍	ℹ️
Route 25 - AN	Version 6	📍	ℹ️



# Mobile App

Robust HTML 5 app. Includes add-in apps.

# API - SDK

- Update vehicles, Users, Zones, etc.
- Integrate with any system
- Flexible
- Create own add-ins
- Move and store data

+ MyGeotab SDK

**Software**

[Introduction](#)

**Guides**

[Getting Started](#)

[Concepts](#)

[Using in Javascript](#)

[Using in .Net](#)

[Data Feed](#)

[Using MyGeotab URLs](#)

[Using GO Devices](#)

[GO Device Logging](#)

[Using Third-Party Devices](#)

[Developing Add-Ins](#)

[Geotab Drive Add-Ins](#)

**API**

[Reference](#)

[Runner](#)

[API Clients](#)

## Accessing The Device's Data

The Geotab Data Feed API is a scalable, efficient and secure method to access all the device's data.

There are many different types of data that can be requested from the API. For example:

- LogRecords (GPS and speed)
- StatusData (readings of vehicle measurements e.g. oil temperature or accelerometer)
- FaultData (fault codes reported by the engine)

See the full list of supported data feed types [here](#)

The data feed service sample application allows the feed to be installed as a service and run continuously in the background downloading data from the a database (see [here](#)).

## Importing, Exporting And Synchronizing

Geotab has a set of pre-made applications (which include full source code) for synchronizing MyGeotab data and can be used for example to:

- Import your customer list from a [CRM](#) (Customer Relationship Management) system
- Download your vehicle maintenance records into a maintenance system (DVIR)
- Keep your routes up to date based on the day's deliveries
- Synchronize your vehicle groups based on the vehicle's role in the company
- Track Hours of Service (HOS) for regulations compliance

You can start using these tools right now by trying the .Net [here](#) and JavaScript examples [here](#).



# Futureproof Investment

- Think app store
- 100+ apps
- Add apps as needs arise
- Don't know what you don't know about future needs

The screenshot displays the Geotab Marketplace website interface. At the top, there is a search bar and a navigation menu with options like Home, About Marketplace, All Solutions, Popular Solutions, New Solutions, Free, Categories, Solution Types, Productivity, Safety, Fleet Optimization, and Compliance. The main content area features a 'Popular Solutions' section with several featured products:

- PaperDoDo Scheduler** by PaperDoDo Inc: Go paperless with PaperDoDo and make scheduling, dispatching and...
- Dynamic Vehicle Maintenance Report** by Geotab Inc: This report allows fleet managers to stay informed and... (FREE)
- Valor TempTrac** by Valor: Our patented solution monitors up to four temperature zon...
- Cyan Pickup & Delivery** by Blue Dot: Accurate location tracking, arrival and departure updates, error-...
- IOX-NFCREADER** by Geotab Inc: The IOX-NFCREADER lets you monitor vehicles based o...
- ZenduCAM - SmartWitness** by ZenduIT: ZenduCAM integrates Geotab and SmartWitness, the world leaders...

Below the 'Popular Solutions' section, there is a 'New Solutions' section which is currently empty.

# Conclusion

- You cannot manage what you cannot measure
- ROI typically under 90 days
- Two most expensive resources are unsupervised 95%
  - Fleet
  - Field employees
- Partner with Fleetistics to improve: Efficiency, Customer Service, Productivity and Profitability
- *No decision is the most expensive decision*

# Additional Solutions

Value Added Capabilities



A photograph of two men in a professional setting, likely a meeting or training session. They are looking at several computer monitors. The man on the left is wearing a yellow polo shirt and is gesturing with his right hand while speaking. The man on the right is wearing a light blue shirt and is listening attentively. The background is slightly blurred, showing more monitors and a white wall.

# Solution Evaluation Process

Structured Evaluation for Enterprise Class Organizations





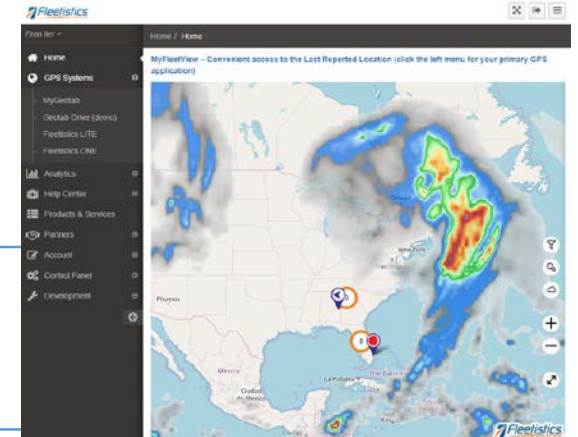
# Implementation

- Work begins after the sale
- Business Analyst for Enterprise Customers
- Guide you through the process
  - Best practices
  - Introduction to Employees
  - Human Resources
  - Legal
- Train to be self sufficient
  - Installation
  - Troubleshooting
  - Customization of reports
  - Configuration of account
- Consulting services for other areas



# Value Added Services

MyFleetView 



After hours emergency notification 

Asset Tracking – Battery, Solution, etc. 



Fleetistics Limited Lifetime Warranty

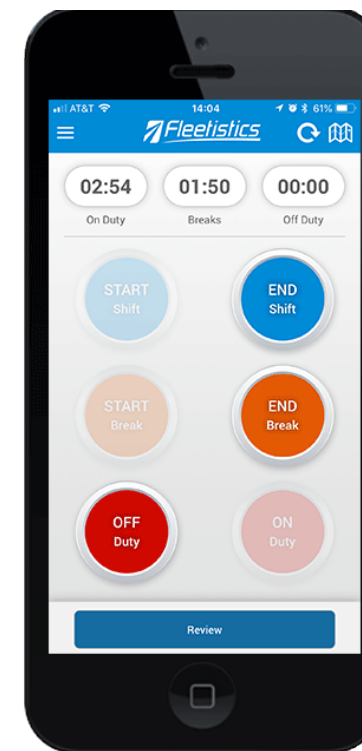
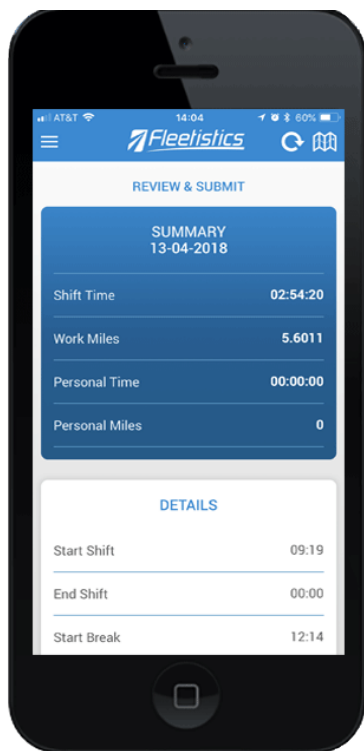
DriveTRAX – Listen to call  

**DRIVER NO. 104968**  
**866-948-TRAX**  
www.4aGPS.com

# Online Resources

- ROI Calculator - [view](#)
- Intro to Employees - [view](#)
- Why Implementations Fail - [view](#)
- Installation - [view](#)
- Writing a Successful RFP - [view](#)
- GPS Buyers Guide – [view](#)
- Training – [view](#)
- More - [view](#)





# Time & Attendance

Fleetistics Mobile App – Integrated with MyFleetistics



# Pest Control

SOLUTIONS FOR YOUR BUSINESS

Technology

## GPS: Grand profit saver

Orkin finds a cutting-edge system can be even more beneficial

**CLOSE UP**  
Orkin Pest Control, headquartered in Atlanta, GA

- 102 years old
- 8,000+ employees in 400 locations
- 5,500-truck fleet puts on more than 150 million miles annually
- www.orkin.com

**PROBLEM**  
Shopping for an affordable, multi-faceted vehicle tracking system

**SOLUTION**  
Geotab's new GO GPS system offers real-time reporting, tamperproof installation and maintenance reminder tie-in, among other efficiency enhancers



It takes a professional installer less than an hour per vehicle, on average, to install GO GPS.

**G**PS stands for Global Positioning System, but for Orkin, Inc., it means a huge savings for the company. Orkin began using GPS in 1999, when three branches tested the system and found it to be worthwhile investment. Since that time, 21% of Orkin parent company Rollins, Inc. has spent \$4 million on GPS hardware and software. The company believes the cost is more than justified.

Largely as a result of the GPS monitoring and Orkin's driver certification programs, workers compensation claims alone (a majority of which are related to driving) dropped 32% since 2001, recognizing a savings of more than \$1 million. Auto physical damage claims

dropped during the same time period for a savings of more than \$500,000. Additionally, auto liability claims fell 35%, for a savings of more than \$2 million.

Mike Gibney, Orkin's director of claims and loss control, notes the company's Accident Frequency Ratio (AFR) has dropped from 13.3 accidents per million miles driven in 1997 to about 7.7 accidents per million in 2003.

"We've also gone from 12,000 claims in 1996 to right at 4,700 claims at the

end of 2003," he adds. "It's a decrease in our frequency that's been phenomenal."

### SLOWING DOWN DRIVERS

In addition to saving the company money, the GPS system has prevented serious injuries by encouraging employees to drive more safely. For example, when employees speed, they know their action is being monitored and that any incident of driving more than 90 mph will result in automatic termination, as will a second incident — on a rolling,

# Return on Investment

## Is this a smart investment?

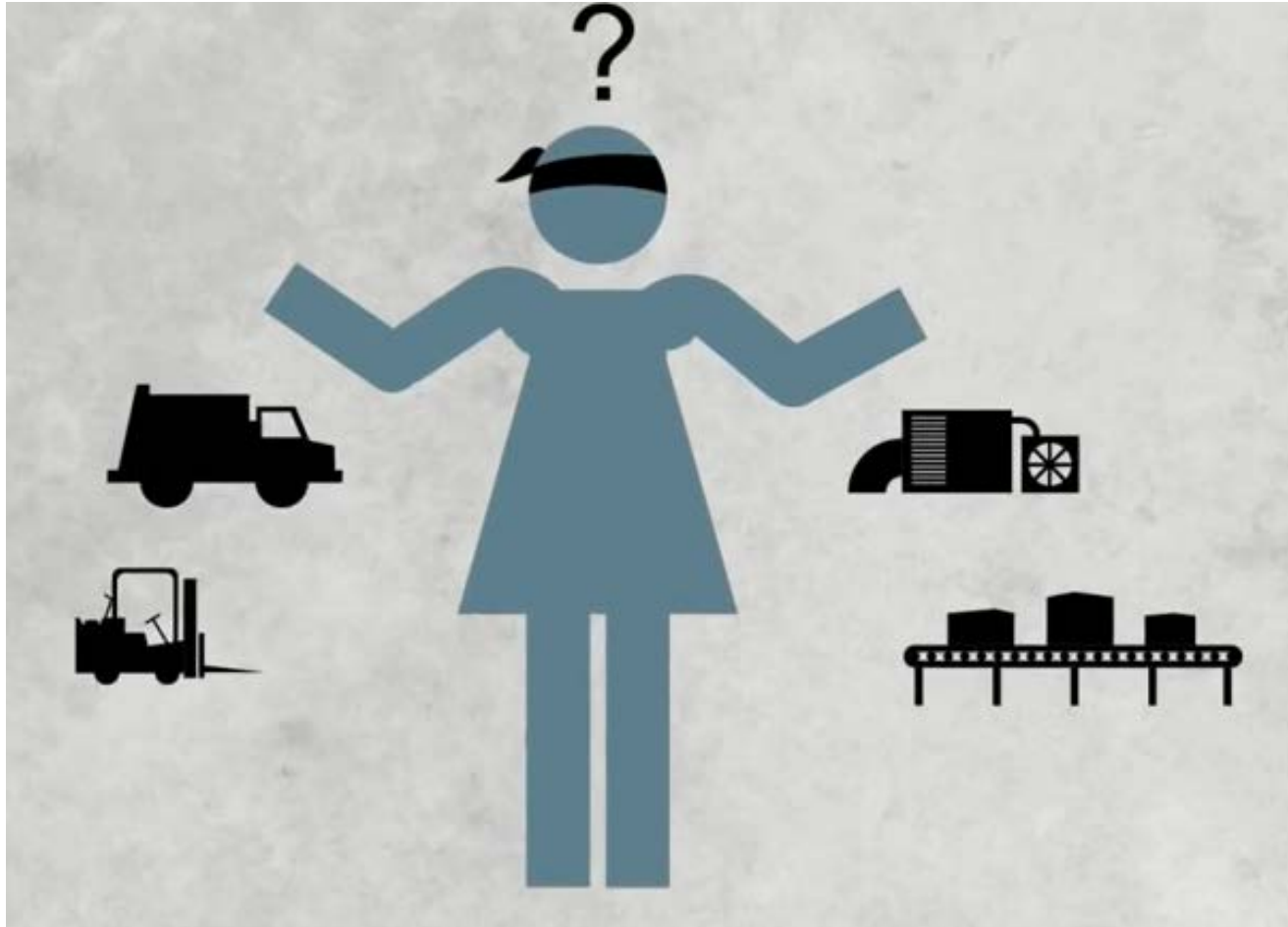
# ROI Considerations

- Typically < 90 days
- Rolling cost per mile
- “Low hanging fruit”
- Top 3 Must have requirements
- ROI Calculator
  - Create your own
- Set ROI minimum to make the investment

ROI Summary		855-300-0527	
<b>Initial Investment</b>			
Year 1	\$	7,281.00	
Year 2	\$	5,031.00	
Year 3	\$	5,031.00	
<b>Annual Savings</b>			
Year 1	\$	41,989.00	
Year 2	\$	44,239.00	
Year 3	\$	44,239.00	
<b>Net Improvement</b>			
Year 1	\$	34,708.00	83%
Year 2	\$	39,208.00	89%
Year 3	\$	39,208.00	89%
<b>Operating Costs</b>		Annual per Vehicle	
<b>Cost without Wages</b>			
Large	\$	24,720.00	
Medium	\$	21,360.00	
Small	\$	12,240.00	
<b>Cost with Wages</b>			
Large	\$	88,290.00	
Medium	\$	84,930.00	
Small	\$	75,810.00	

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Click image to view online



# Fleet Maintenance

Preventive maintenance  
and process  
management



- Multiple maintenance platforms available
- Some integrate GPS & engine diagnostics
- Schedule maintenance
- Work orders
- M+ ManagerPlus
  - Industry agnostics
  - Track fleet maintenance
  - Work Orders
  - Inventory
  - Shipping
  - Receiving
  - History
  - Manuals
  - Images
  - Parts & Labor
  - Mobile accessible

The screenshot displays the M+ ManagerPlus web application interface. At the top, there's a navigation bar with 'Modules', 'Options', and 'Help'. Below this is a menu with icons for Assets, Tracking, Schedule Groups, Work Orders, Inspections, Schedules Due, Vendors, Inventory, Employees, Certifications, Reports, and Advanced Reporting. The main content area shows the 'Assets' detail page for an asset with ID 'FS4-P-01'. Fields include Entity (Demo), Status (ACTIVE), Barcode/Tag (2342345634564), Description (Green/Black E-Forklift), Manufacturer (Clark), Model (CGC30), Serial # (214235231234), Vendor, and Customer. A 'Custom Fields' section shows 'ASSETS' with a 'YEAR' field set to '2012'. Below the asset details is a tabbed interface with 'Schedules' selected, showing a table with columns for Schedule ID, Work Type, Percent Due, Next Date, and #. The table has one row with 'Group Name: FORKLIFT SERVICES'.



# Highlights

# Vehicle Dash Cameras

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# Video Features

- Front facing camera
- In-cab camera
- Optional 3<sup>rd</sup> camera
- Write to SD card (160 hrs) &/or download on request
  - Rolling memory
- Integrated with Geotab platform
  - Utilize without Geotab platform
- G-Sensor
- Microphone

The screenshot displays the Fleetistics video player interface. It features four camera views: CH1 (Front facing), CH2 (In-cab), CH3 (Optional 3rd camera), and CH4 (Another 3rd camera view). A metadata panel on the right shows details for vehicle VAN-1001, driver Julian, and file information. Below the video views is a playback control bar with a timeline and various controls. At the bottom, there is a table listing event data.

Evt	G	D	S	I	P	Date	Time	Select	Driver	Vehicle	Tag	Note	File Size	Filename
						8/18/2016	00:00:01		Julian	Rosco-VAN			18.12 MB	0000000000008022-160818-0
						8/18/2016	00:01:00		Julian	Rosco-VAN			18.62 MB	0000000000008023-160818-0
						8/18/2016	00:02:00		Julian	Rosco-VAN			18.57 MB	0000000000008024-160818-0
						8/18/2016	00:03:00		Julian	Rosco-VAN			14.81 MB	0000000000008000-160818-0
						8/18/2016	00:03:00		Julian	Rosco-VAN			16.59 MB	0000000000008025-160818-0
						8/18/2016	00:04:00		Julian	Rosco-VAN			16.61 MB	0000000000008026-160818-0
						8/18/2016	00:05:00		Julian	Rosco-VAN			10.80 MB	0000000000000000-160818-0
						8/18/2016	00:05:00		Julian	Rosco-VAN			16.46 MB	0000000000008027-160818-0
						8/18/2016	00:06:00		Julian	Rosco-VAN			16.63 MB	0000000000008028-160818-0
						8/18/2016	00:07:00		Julian	Rosco-VAN			6.58 MB	0000000000000000-160818-0
						8/18/2016	00:07:00		Julian	Rosco-VAN			16.62 MB	0000000000008029-160818-0
						8/18/2016	00:08:00		Julian	Rosco-VAN			16.55 MB	0000000000008030-160818-0



Stand alone view



# Asset Tracking

One Source for all things  
GPS tracking

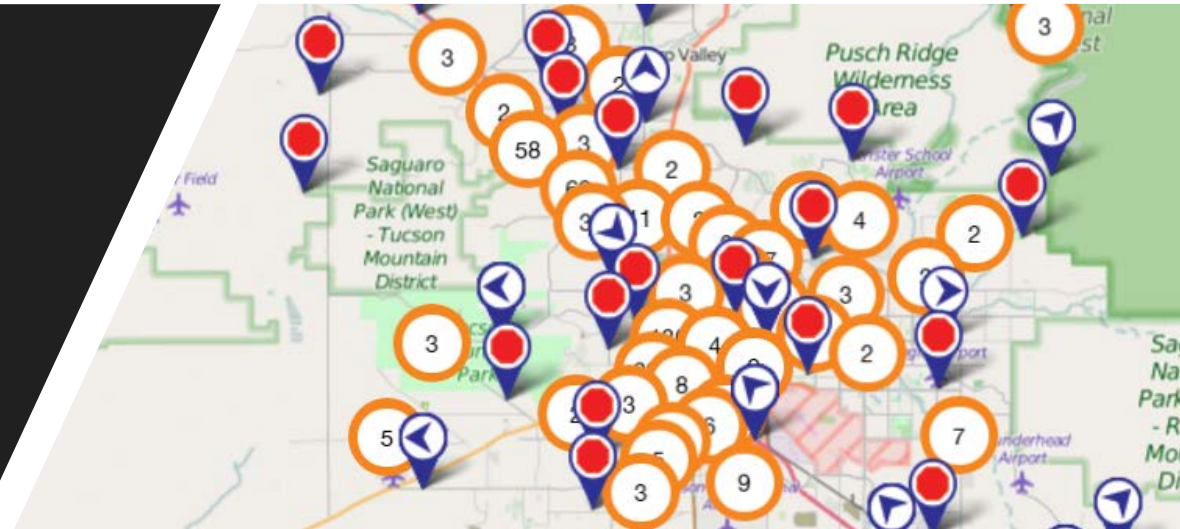
# Asset Tracking Options

- Cellular or Satellite
- Powered, Battery, Solar
- MyFleetistics portal
- MyFleetView
- With or without Geotab
- Cost effective



# MyFleetView Pro

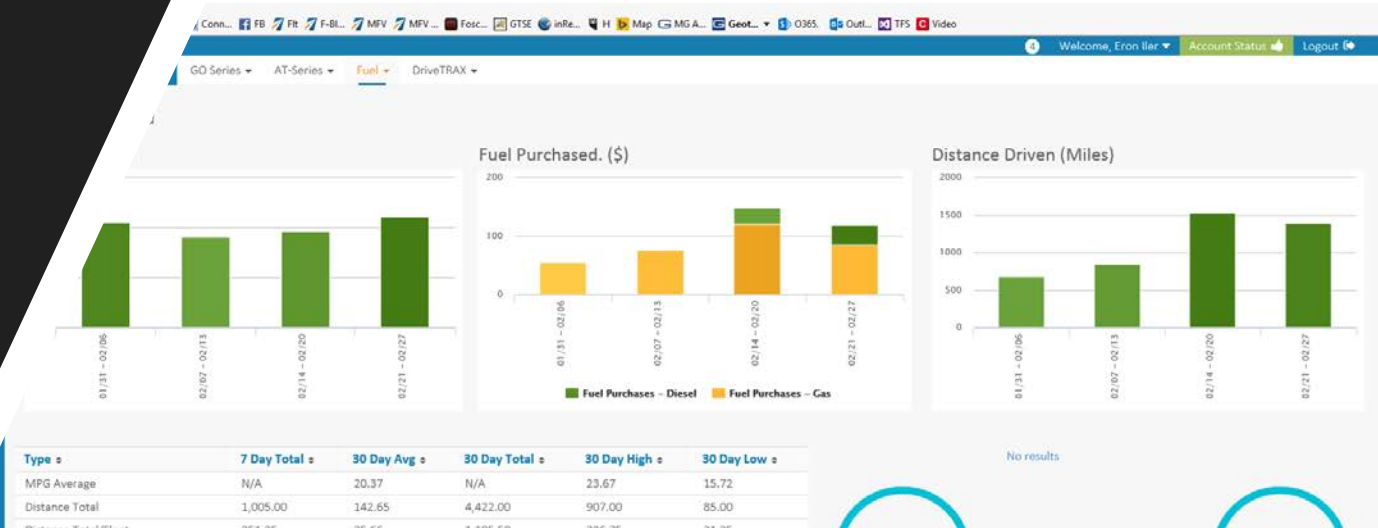
- Fleetistics Service – included
- Share limited map views via link
- One click access
- Create by asset type or device
- Not limited to 500 devices



Active Days	Active Hours	Data Expires	Link Expires ↕
Mo Tu We Th Fr Sa	6:00am to 8:00pm	24 hours	N/A
Mo Tu We Th Fr Sa	6:00am to 8:00pm	30 days	N/A
Mo Tu We Th Fr	6:00am to 8:00pm	N/A	12/30/2016
Su Mo Tu We Th Fr Sa	6:00am to 8:00pm	N/A	N/A

# MyFleetistics & Fuel 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



# DriveTRAX

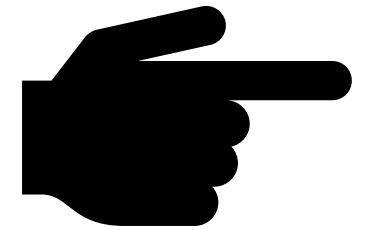
- GPS tracking doesn't tell the entire story
- Safety in layers
- Very cost effective
- GPS data + audio file sent to customer
- Dashboard & Report





# Fleetistics Fuel Card powered by WEX

- WEX
  - Billion dollar company
  - Most gas stations
  - Detailed purchase records
  - Mobile app to find cheapest gas in area
- Fleetistics
  - Nightly data feed
  - Brought into MyFleetistics for convenience
  - Integrate GPS for deeper insight



# Emergency Notification

- Custom service for enterprise class fleets
  - Notification when significant
  - SMS and then calls up to 5 people
  - Alert redundancy
- Ensures someone is aware of issue
- True time off for fleet & risk managers

