

Fleet Management Platform

Vehicle & Asset GPS Tracking & Telematics

Modular & Scalable – 1 to 100,000 assets

100+ App Partners



Agenda

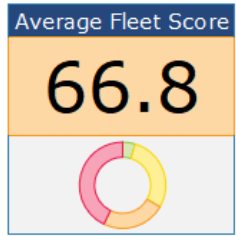
- About Fleetistics
 - Relationships [Geotab, 3rd parties]
- Customer business case
- Equipment
- GPS tracking & telematics platform
 - 5 Pillars of Fleet Management
 - Demonstrate solutions for business case



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!!





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

[Implementation](#)

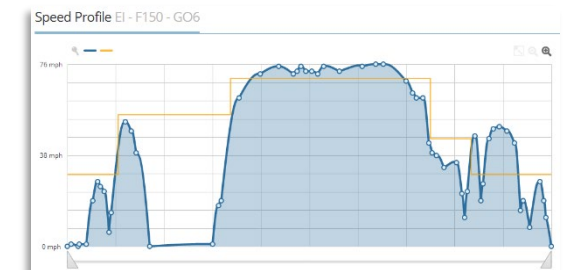
[Value added services](#)

[Fleet Maintenance](#)

[In-Cab Video](#)

[Asset Tracking](#)

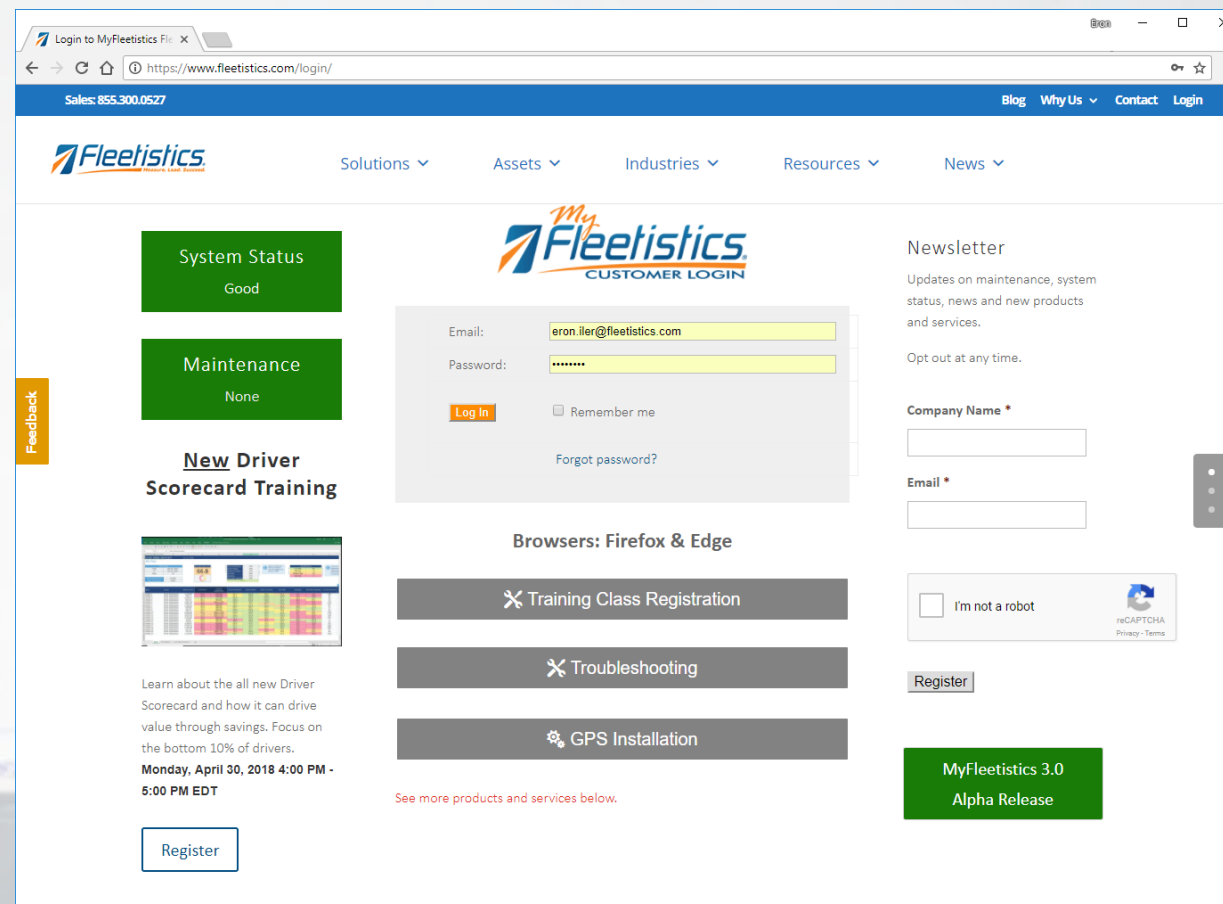
Extended Topics



Fleetistics

Since 2001

Fleet management is what we do



The screenshot shows the Fleetistics website interface. At the top, there's a navigation bar with links for Solutions, Assets, Industries, Resources, and News. Below this, the main content area features several key sections:

- System Status:** A green box indicating "Good".
- Maintenance:** A green box indicating "None".
- New Driver Scorecard Training:** A section with a thumbnail image of a scorecard and text describing the training program, scheduled for Monday, April 30, 2018, from 4:00 PM to 5:00 PM EDT. A "Register" button is present.
- Customer Login:** A section with fields for Email (eron.iler@fleetistics.com) and Password, a "Log In" button, and links for "Remember me" and "Forgot password?".
- Browser Support:** A section stating "Browsers: Firefox & Edge" with buttons for "Training Class Registration", "Troubleshooting", and "GPS Installation".
- Newsletter:** A section for updates on maintenance, system status, and new products, with a "Register" button.
- Company Information:** Fields for "Company Name" and "Email" with "reCAPTCHA" verification.
- MyFleetistics 3.0 Alpha Release:** A green button at the bottom right.

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

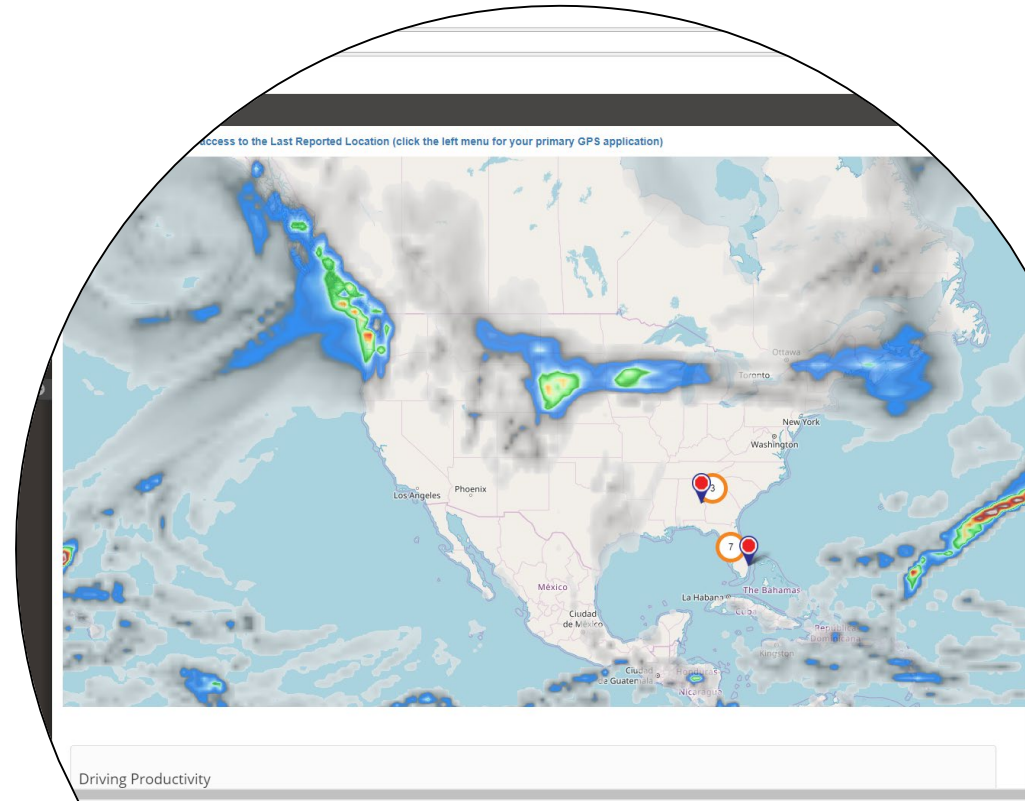
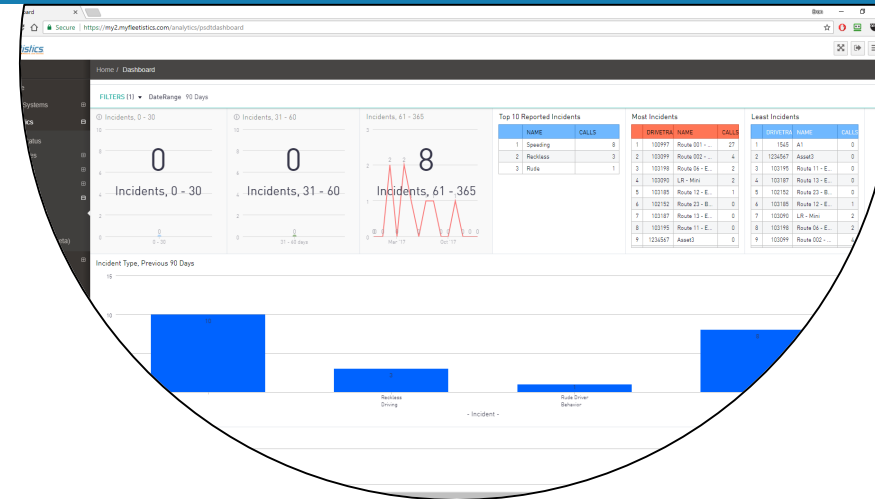
Core Values: Persistence, Innovation, Communication, Attention to Detail and Accountability (PICAA)

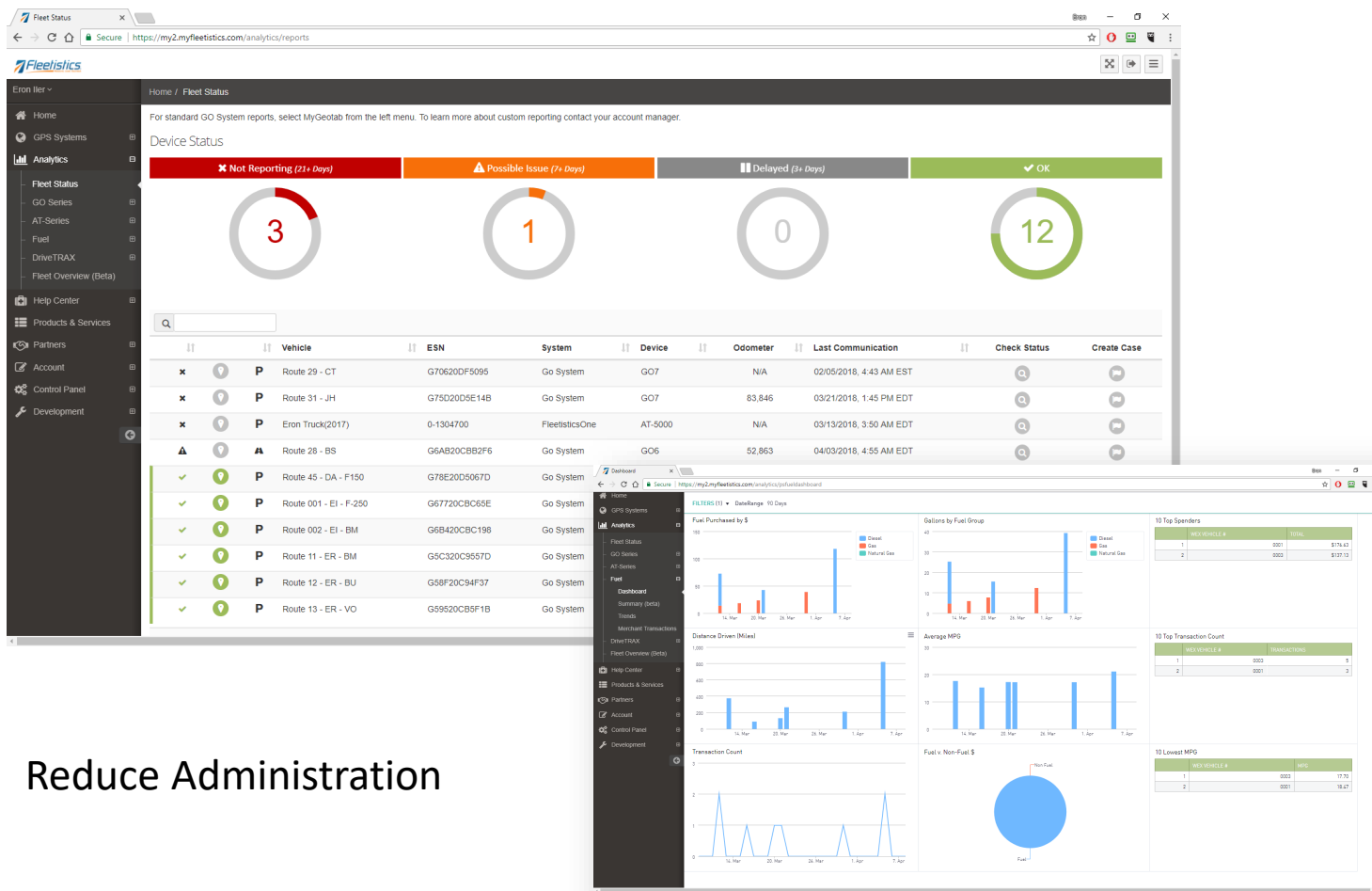
STIR: Support, Training, Implementation, Return on Investment



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

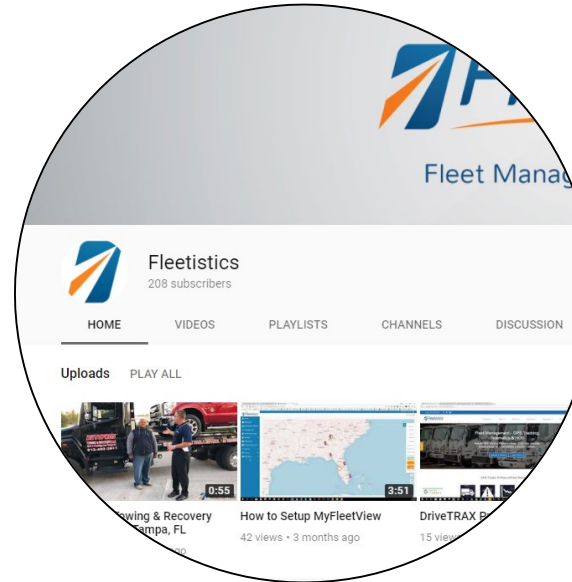
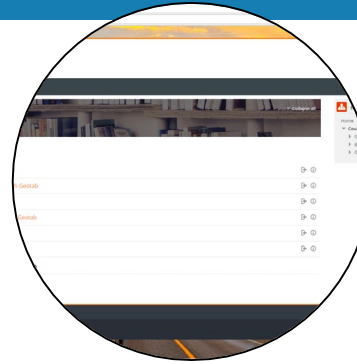
- GPS Tracking + Program Management + Added Services
 - Includes:
 - Support
 - Training
 - Billing
 - GPS system adds
 - Weather radar*
 - Active Directory SSO*
 - Easy Online Re-Order
 - DriveTRAX™*
- * Additional fees

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 reg
 ed to Fleetistics customers and future customers. User must be in our system to be approved
 ledge.

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



Training To Be Self Sufficient

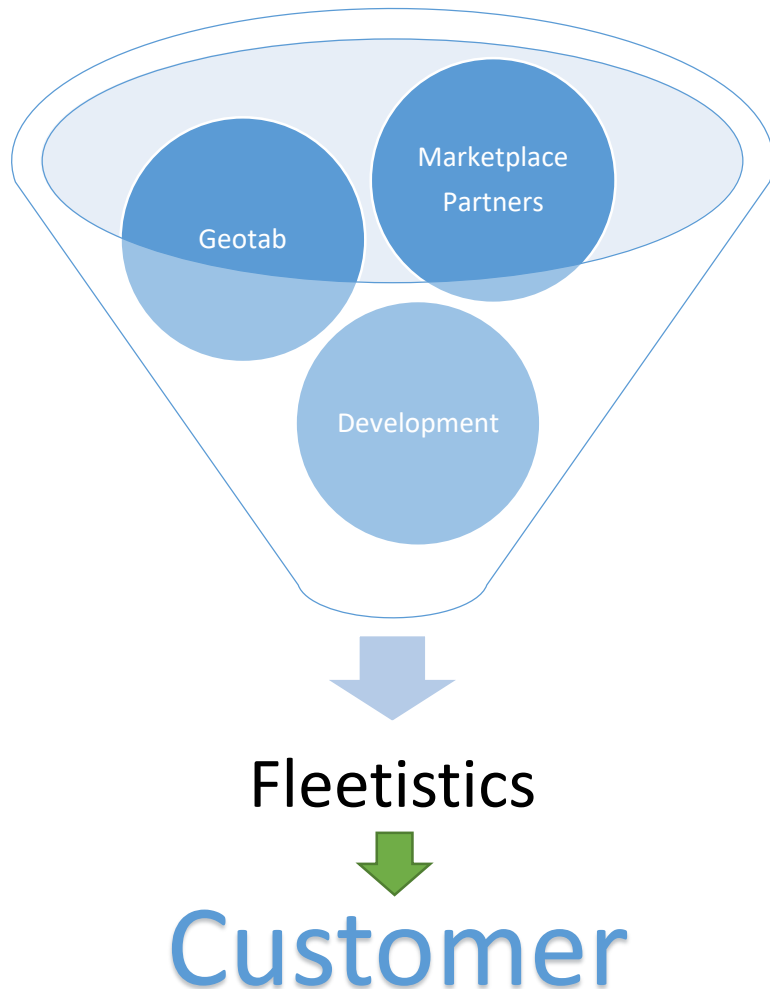
- Installation
- Troubleshooting
- Onsite training
- Support
 - 8-5:30, M-F EST
 - Emergency afterhours
 - Website down, Accident

Installing the Y-Harness

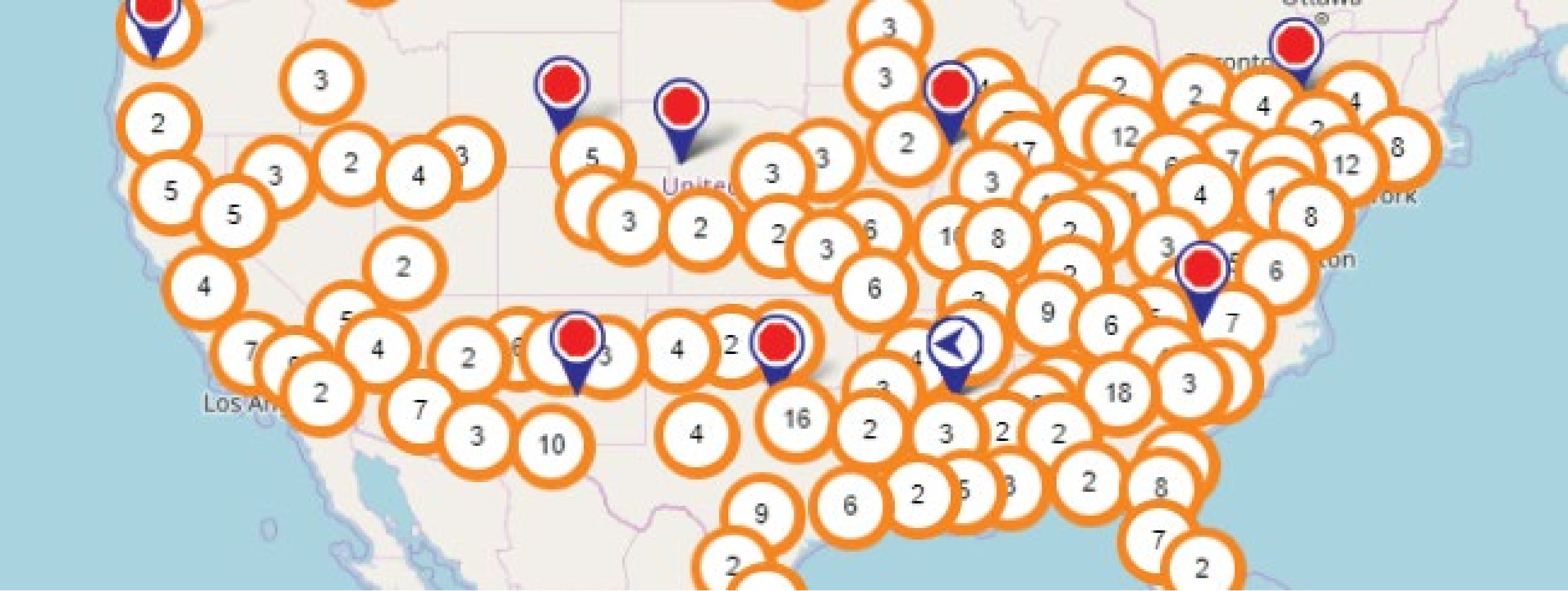


[Learn More About Installations](#)

Partnerships

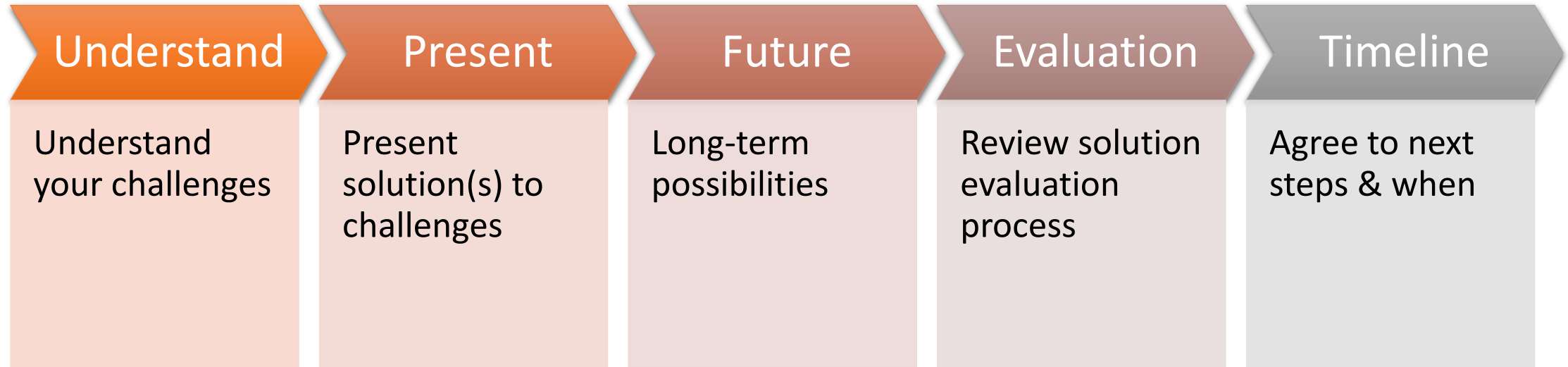


- Geotab
 - 1,400,000+ devices, 310,000 users
 - Manufacturer
 - Apple Model – End-to-End
 - Engineering
 - Level III
 - Marketplace [App Store]
- Marketplace Partners
 - Various products and services
 - Integrated with Geotab
 - Available without Geotab



Customer Needs

Goals & Objectives of GPS
Tracking & Telematics
Investment

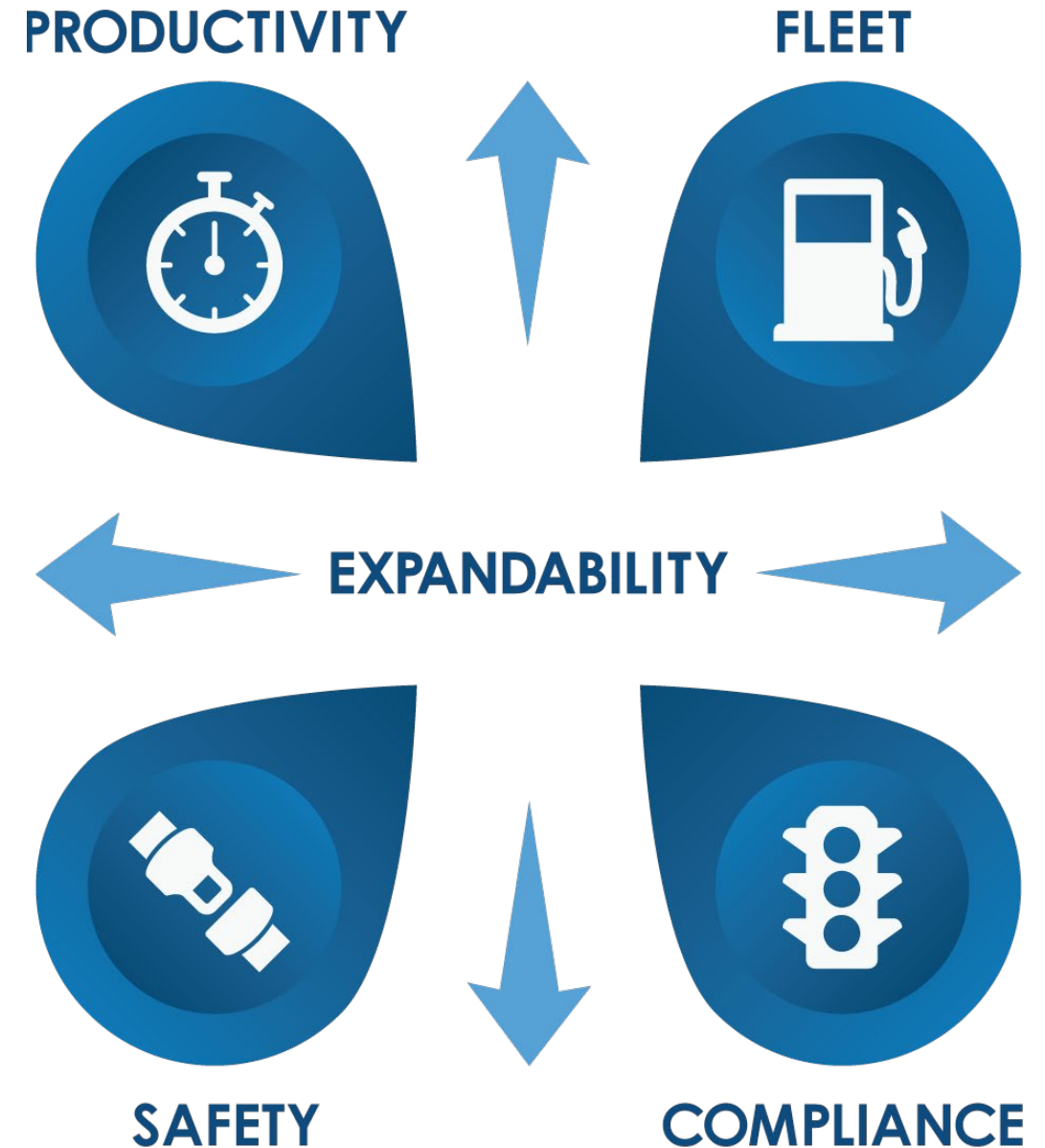


Today's Goals

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

5 Pillars of Fleet Management



Safety

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



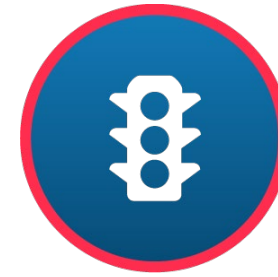
Fleet

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

**Compact & Durable:**

WIDTH // 1.97"

HEIGHT // 0.91"

LENGTH // 2.95"

**Innovative Technology:**

- Industry's fastest GPS acquisition time
- In-vehicle driver coaching
- Vehicle fault diagnostics
- Detailed fuel usage data
- Instrument cluster data

Modular Equipment

Devices | Harnesses | IOX | Coaching | Assets

[download](#)



Important Consideration

- “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.

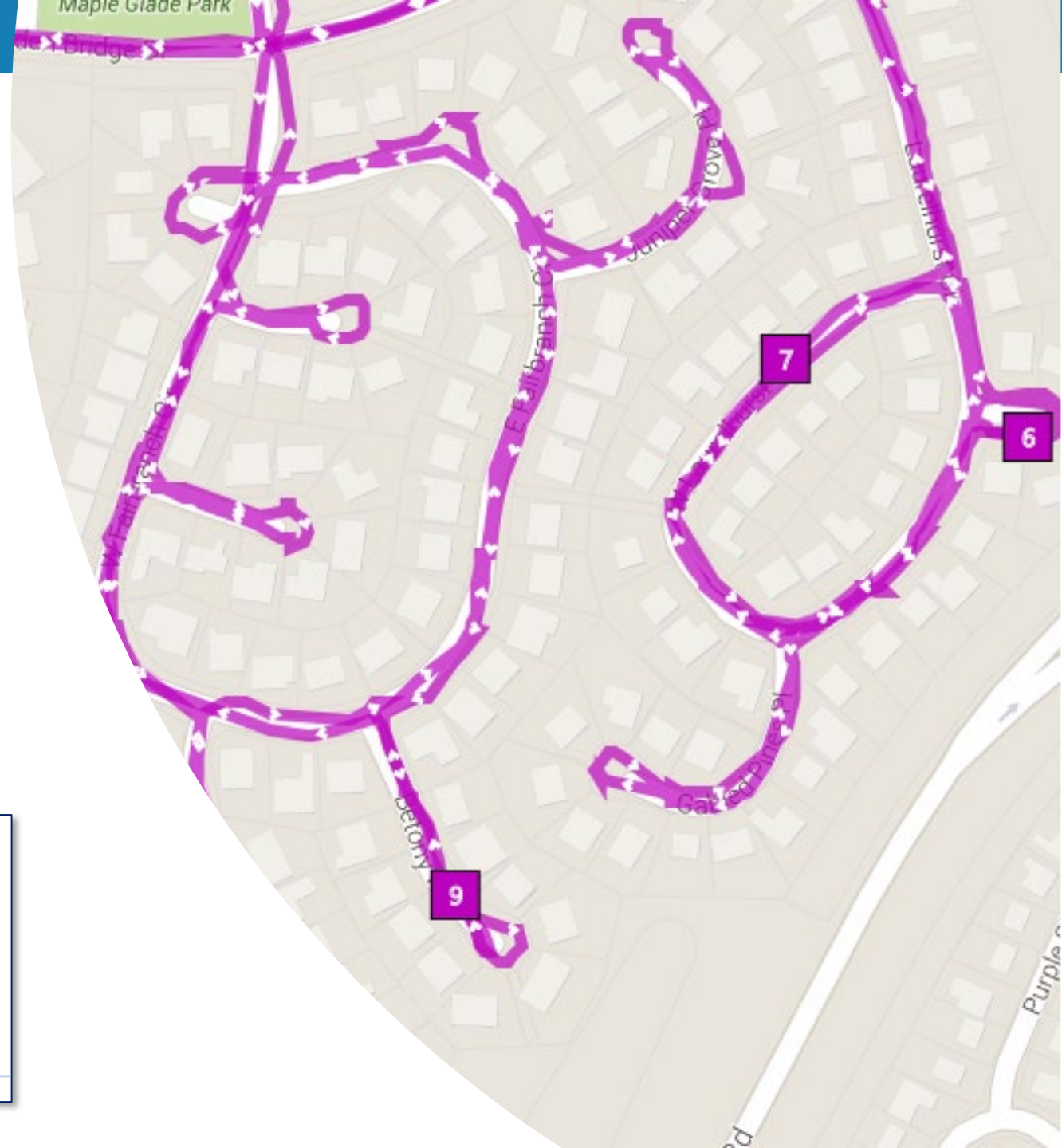
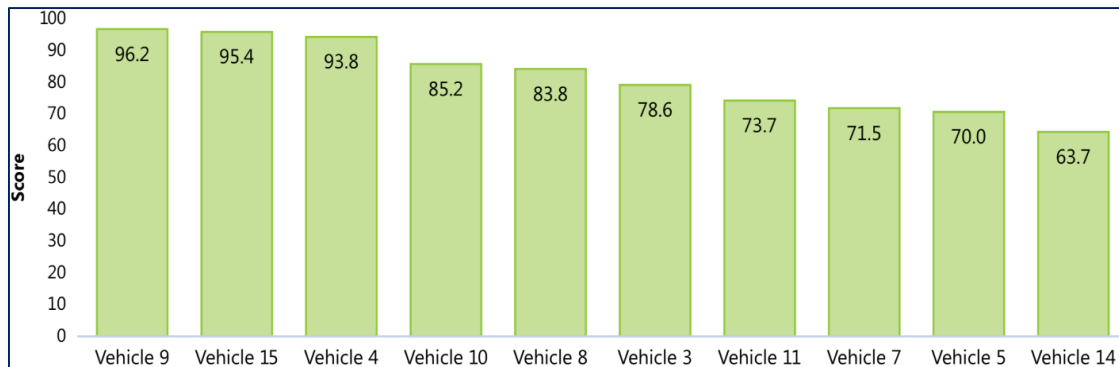
Don't pay the same or more for a system that is less capable and flexible. ♦



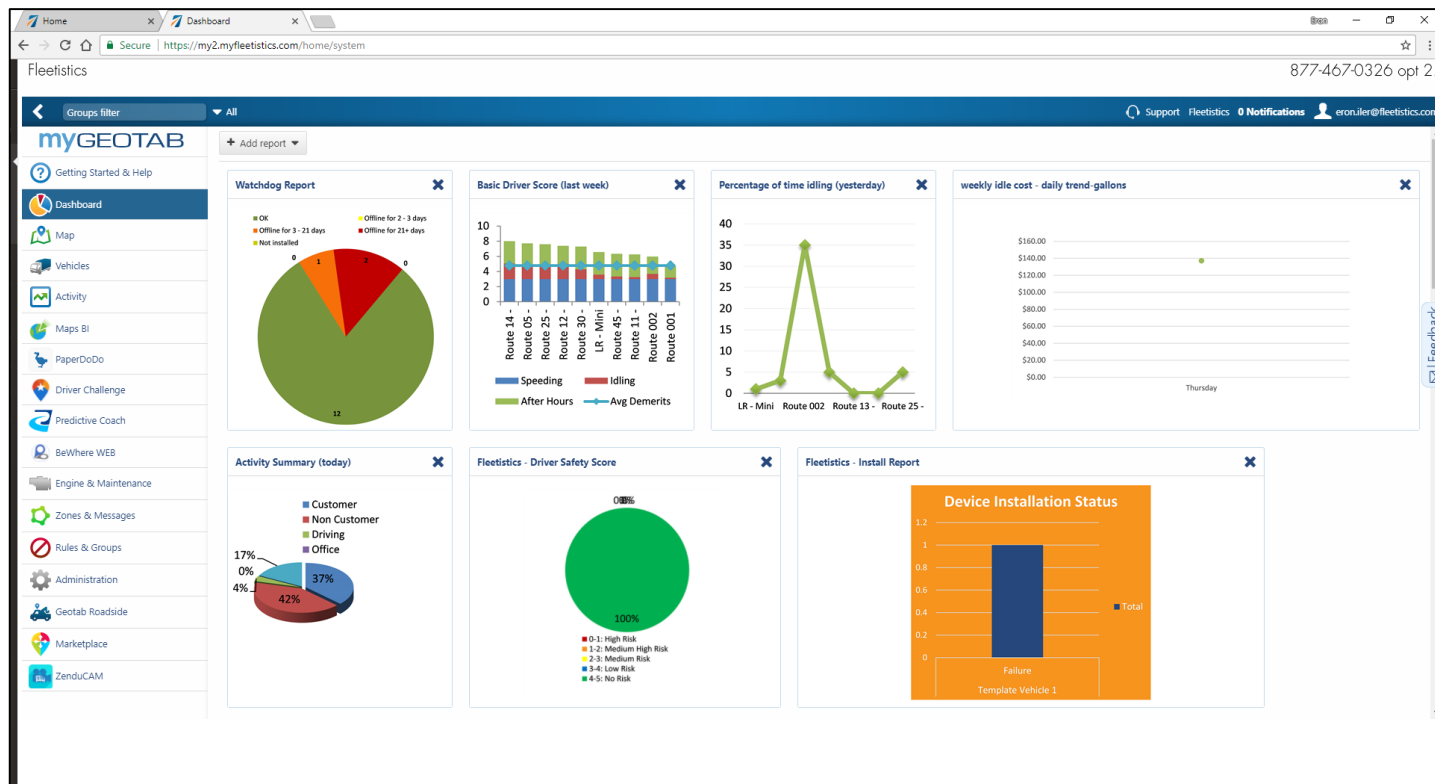
GPS Tracking	Electronic Driver Logs	+Telematics & Diagnostics	Enterprise Solution
Base	Base + ELD	Pro	ProPlus
• Basic Feature • GPS Track, HD • Upgrade path • Custom reporting • Custom dashboards	• Basic Features • GPS Track, HD • Upgrade path • Custom reporting • Custom dashboards	• Advanced Features • GPS Track, ExacTRAX • GPS Track, HD • Upgrade path, Up or Down • Custom reporting	• Enterprise Features • GPS Track, ActiveTRAX (1 sec) • Upgrade path, Down • Custom reporting • Custom dashboards

Fleet Management Ecosystem

GPS Tracking & Telematics



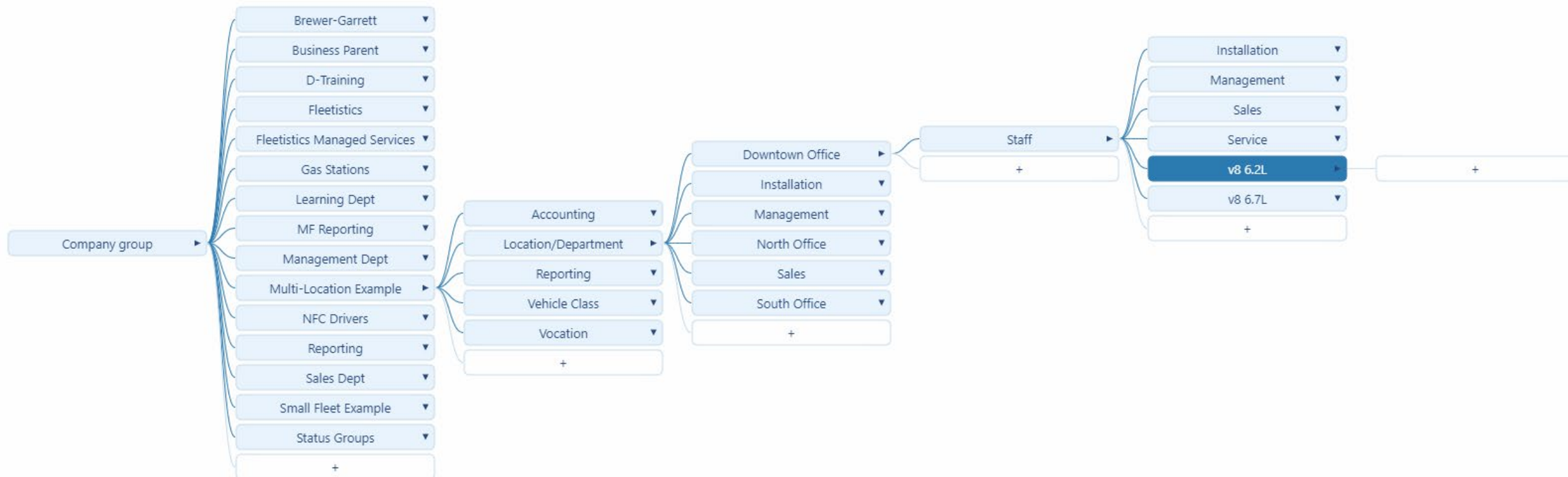
UI Overview



- 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

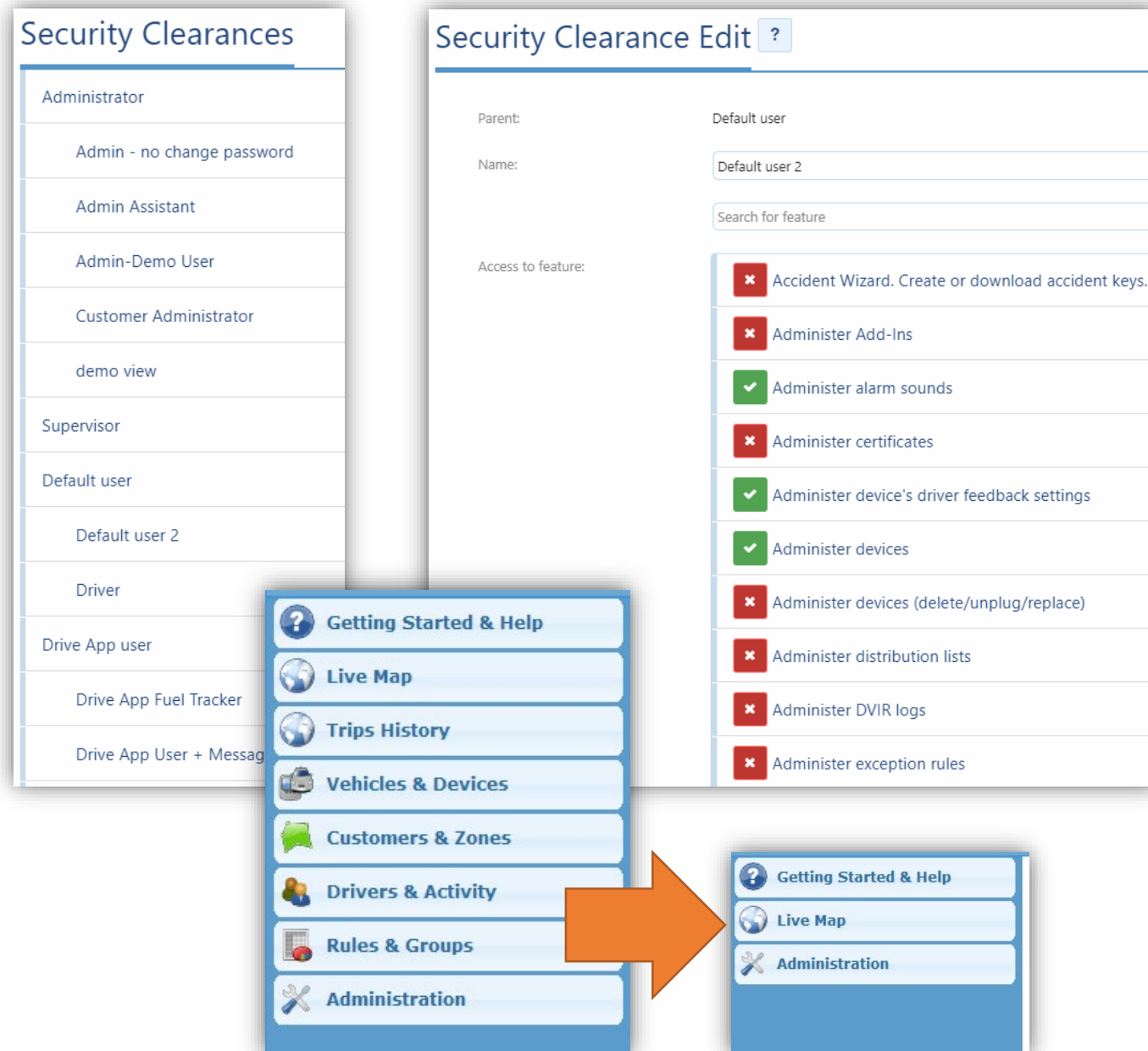
Groups

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



Security

- Clearances
- Customization
- Minimize menu
- Audit log
- Dept of Homeland Security 
- High-Level Government Security
 - Geotab FIPS 140-2 Validation 



The screenshot displays the 'Security Clearances' interface. On the left, a table lists various clearance roles. On the right, the 'Security Clearance Edit' form is shown for 'Default user 2', detailing access permissions for various features. A central navigation menu and a smaller version of it are also visible.

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 + Message	

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

Navigation Menu:

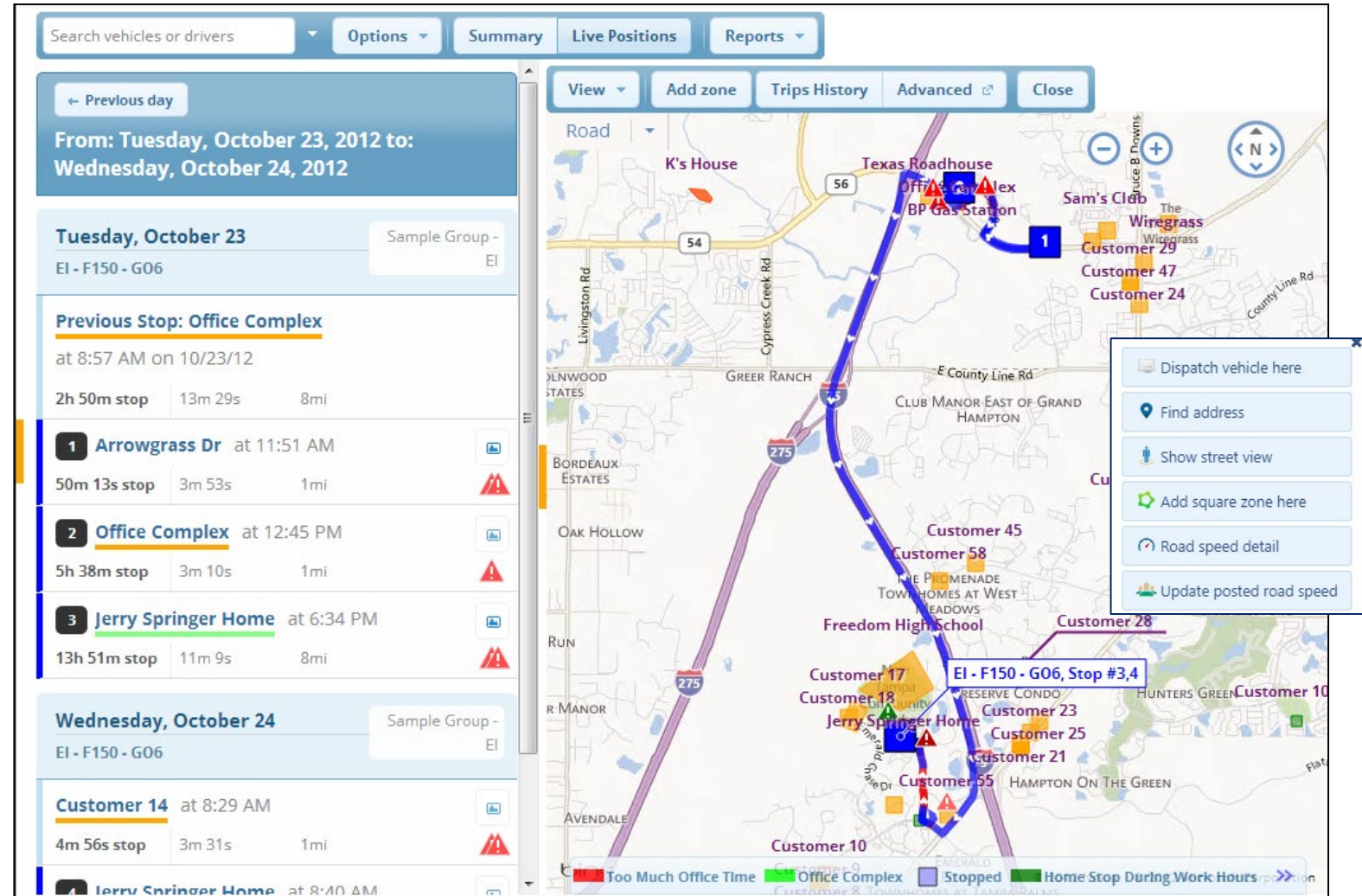
- Getting Started & Help
- Live Map
- Trips History
- Vehicles & Devices
- Customers & Zones
- Drivers & Activity
- Rules & Groups
- Administration

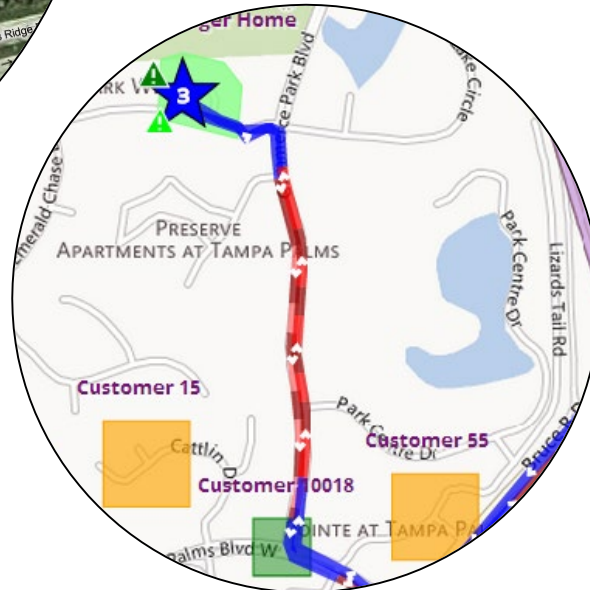
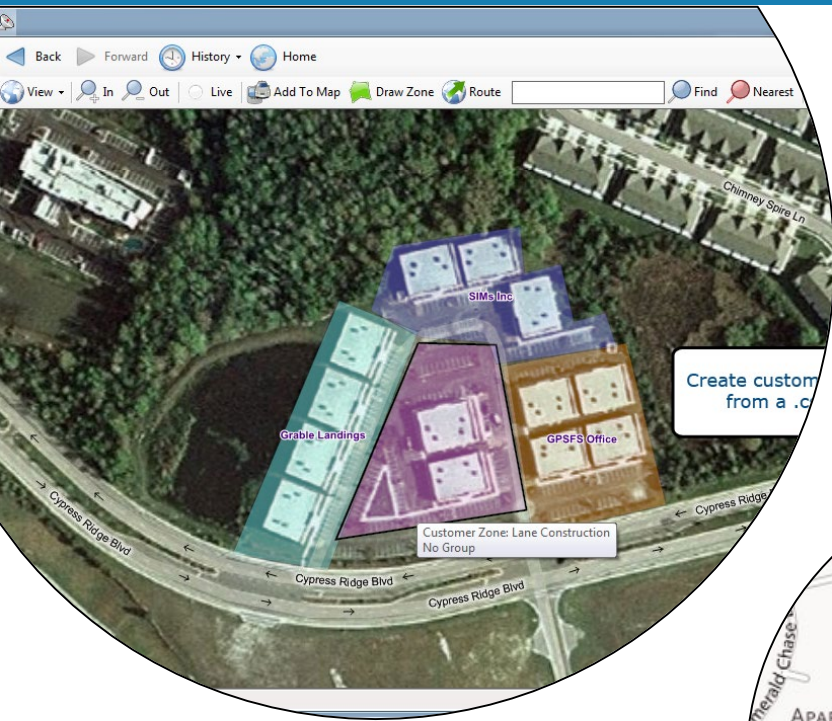
Administration Sub-Menu:

- Getting Started & Help
- Live Map
- Administration

Mapping

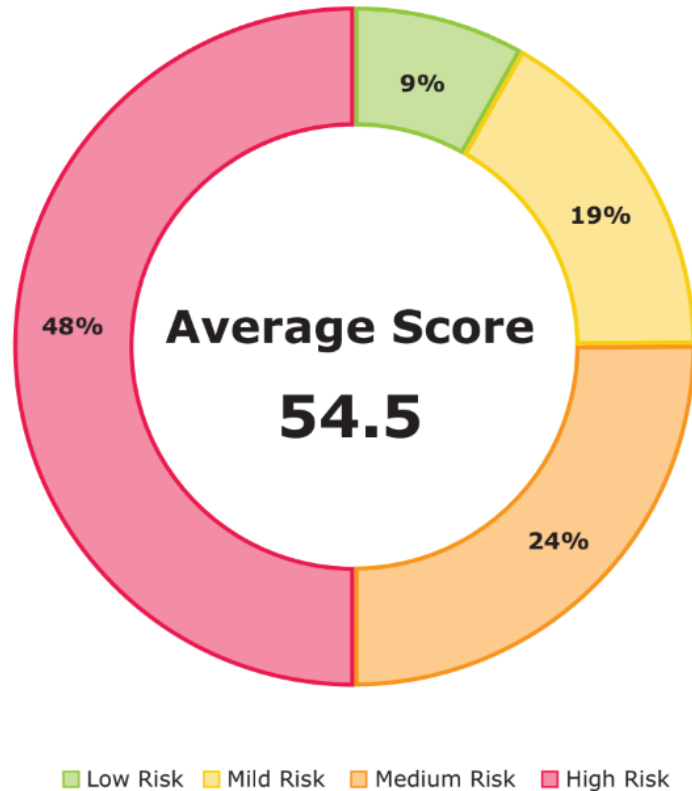
- 90% of daily use
- Current location
- History
 - HD Logging
 - ProPlus
- Exceptions
- Zones
- Dispatch
- Stops
- ESRI integration





Zones

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

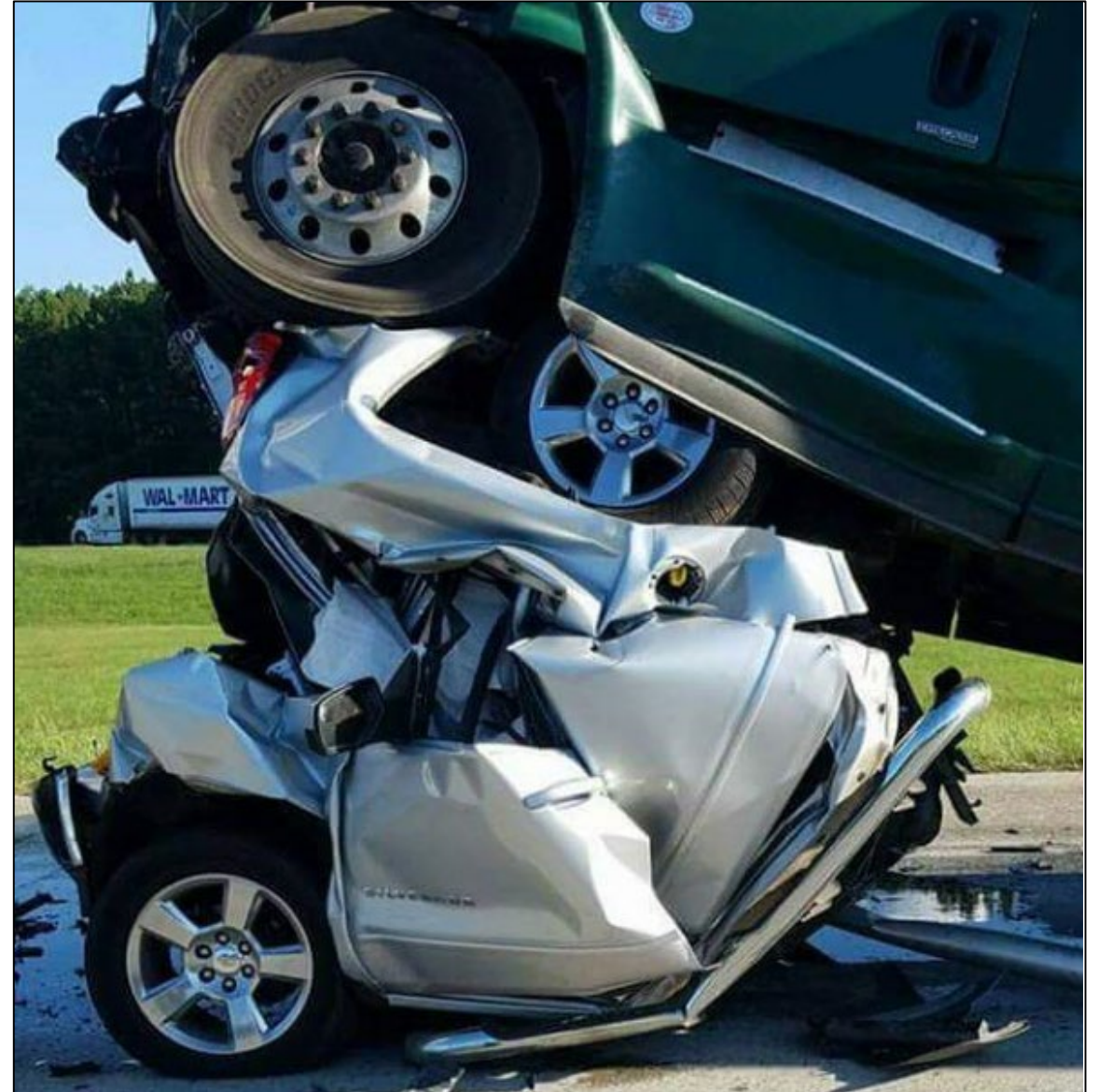


Telematics

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

Accident Reconstruction

- 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

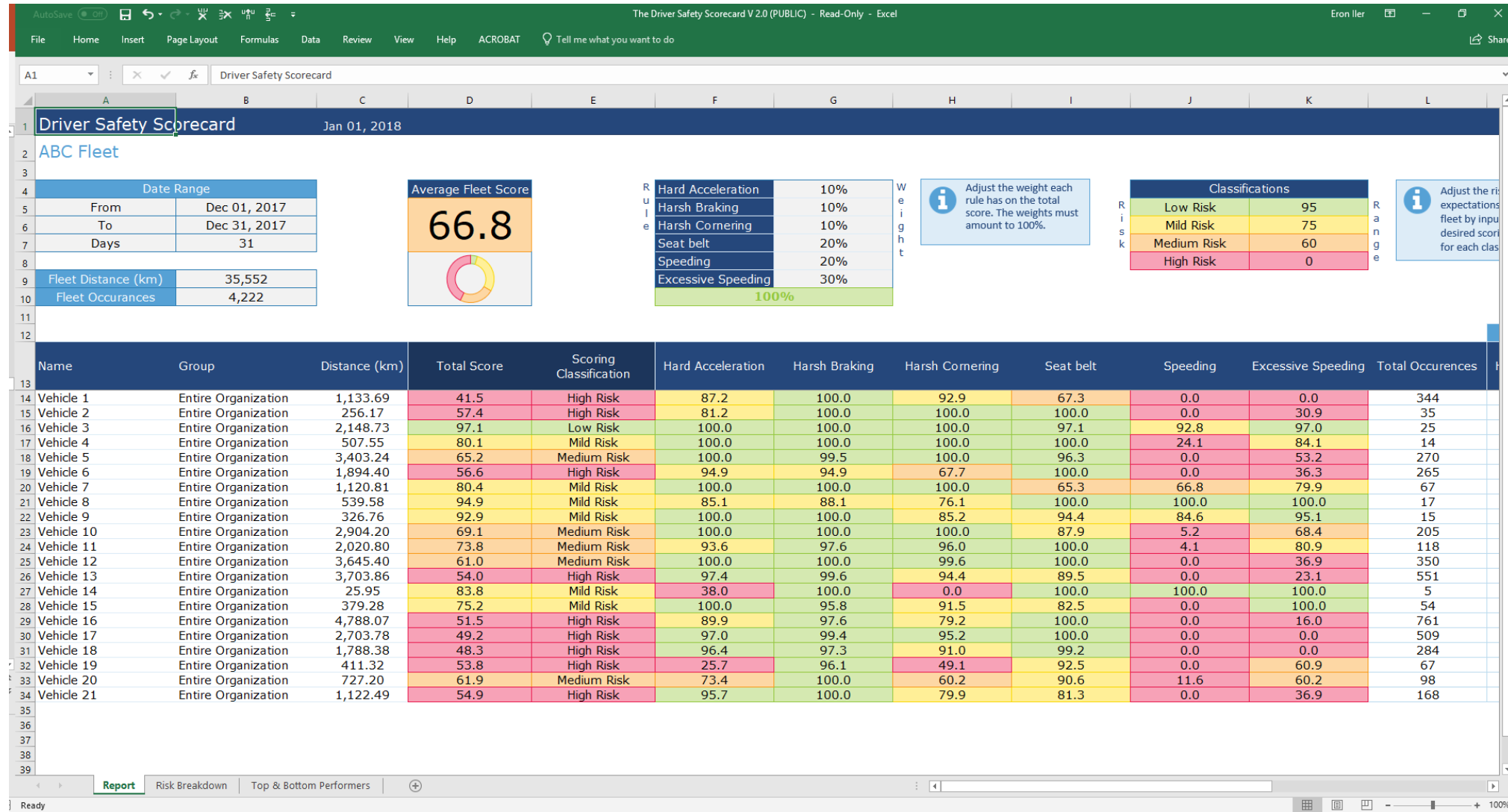
- Filter v. Customize
- Scheduled delivery
- Control data by group
 - Limit data scope by group
 - Only see what is in a users fleet
- Focused on 5 Pillars

	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
Extreme 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](#)

				Sat
Office Complex	at 8:57 AM on 10/23/12	2h 50m stop	13m 29s	8mi
	at 11:51 AM	50m 13s stop	3m 53s	1mi
plex	at 12:45 PM	5h 38m stop	3m 10s	1mi
anger Home	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 with a sidebar menu and a main content area. The dashboard displays a list of reports under the 'Device Report' section, including 'Current Odometer', 'Demo Report', 'Fleetistics - Device Status (watchdog)', and 'Watchdog Report 06102015_93400'. A preview of a custom report is overlaid on the dashboard, showing a table of data and a bar chart.

Current Odometer Reading

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

The bar chart on the right shows the 'Sum of Current Odometer' for each route, with Route 31 having the highest value at 83,846 miles.

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 in the Fleetistics interface. At the top, there is a search bar and buttons for 'Add', 'Notification Templates', 'Distribution Lists', and 'Reprocess Data'. The main section is titled 'Exception Rules' and features a 'SAFETY' category. Below this, there are five rule configurations, each with an 'On/Off' toggle, a title, a vehicle class selector, and a description.

Rule Name	Vehicle Class	Description
Harsh Braking	Passenger Car, Truck/Cube Van, Heavy Duty	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 1 G would shift to the front. Loose objects on the seat would likely be thrown to the floor.
Hard Acceleration	Passenger Car, Truck/Cube Van, Heavy Duty	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 1/2 G would shift to the back.
Harsh Cornering	Passenger Car, Truck/Cube Van, Heavy Duty	When set to Passenger Car, the rule will trigger when a hard or aggressive turn causes a force greater than 1/2 G to be exerted on the vehicle. The load could shift and unrestrained objects on the seat could be thrown.
Speeding	Passenger Car, Truck/Cube Van, Heavy Duty	SPEED OVER LIMIT: 9 mph. Speed is monitored against the posted road speed. Posted road speed information is not always accurate so the threshold should be set accordingly. If the threshold is set too low, no violation will be logged there.
Seatbelt	Passenger Car, Truck/Cube Van, Heavy Duty	

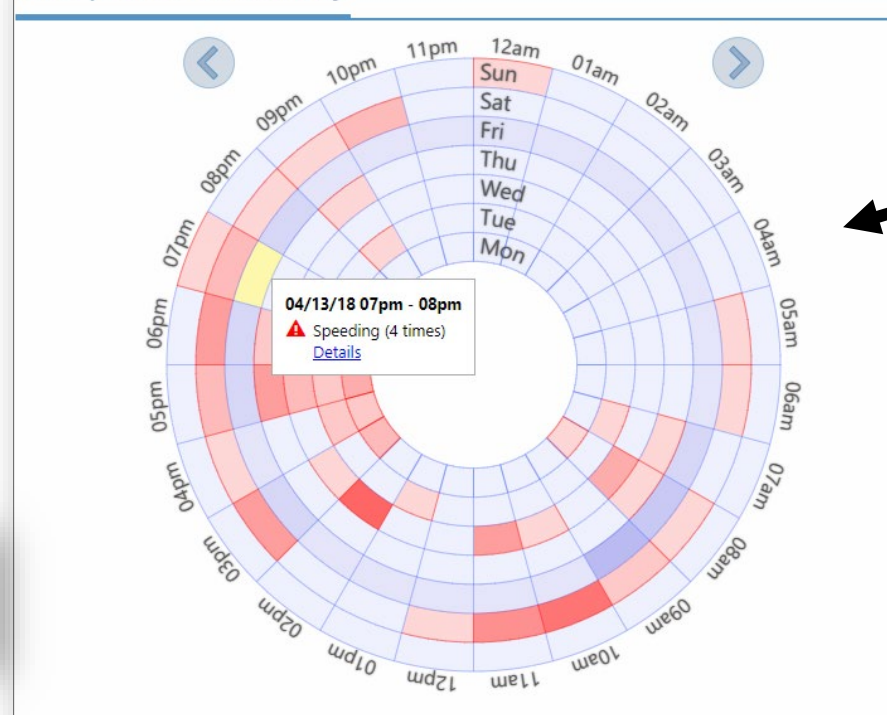
Exceptions

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

Exceptions ?

■ Engine Fault	41d 11h 29m 15s 279 mi	6	Vehicles: 4	
■ Engine Light On	19d 17h 8m 49s 135 mi	1	Vehicles: 1	
■ Route 25 - Ignition Off	1d 18h 10m 33s 0 mi	1	Vehicles: 1	
■ Unauthorized Home Stops	12h 17m 5s 0 mi	7	Vehicles: 2	
■ Fleet Idling	1h 14m 37s 0 mi	4	Vehicles: 2	

Exceptions summary



36m 41s 46 mi	39	Vehicles: 5	
30m 57s 0 mi	1	Vehicles: 1	
13m 10s 18 mi	15	Vehicles: 4	
1m 8s 1 mi	2	Vehicles: 2	
41s 0 mi	46	Vehicles: 7	
36s 0 mi	3	Vehicles: 1	

NOTIFICATION RECIPIENTS

[Add Email](#)
[Add Checkmate Alert](#)
[Add Driver Feedback](#)
[More...](#)

Diagnostics

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

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:
10k Tire Rotation

Reminder rule type:
General Maintenance
Add new type

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

10
month(s)

Create reminder based on usage:
No
Engine hours

No
Mileage

10000
mi

Reminders

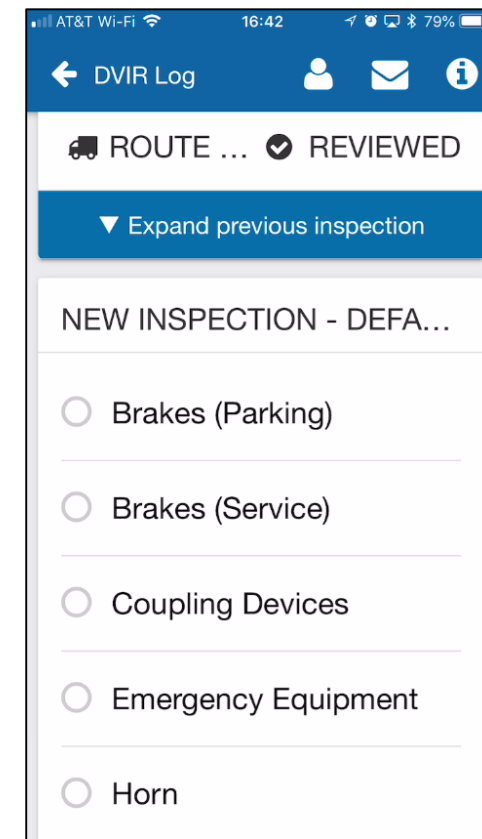
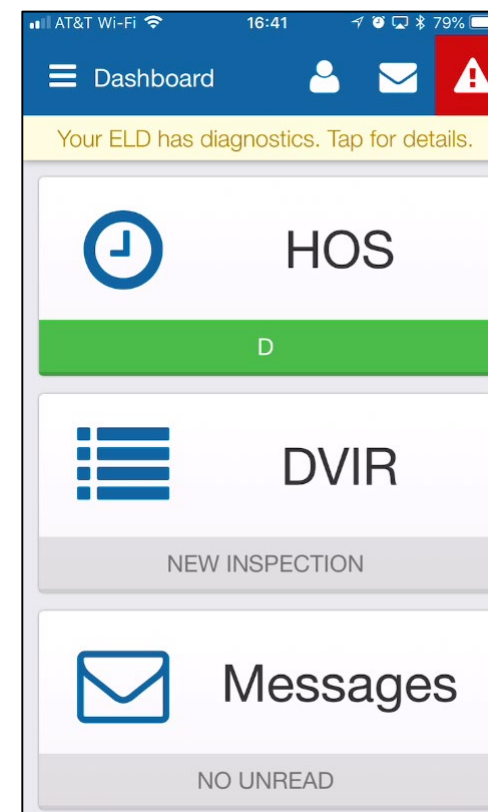
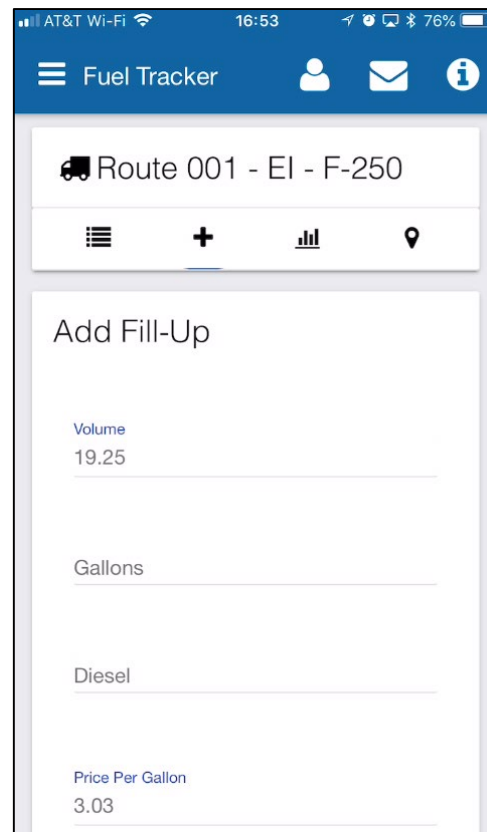
- Traditional Maintenance
 - Oil changes, tire rotations, etc.
 - Date, engine hours, miles
- Other Uses
 - Tags due
 - Lease
 - Drivers license

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	

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

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

Status	Time	Location
OFF	03/10/16 12:43	26699 FL-56, Wesley Chapel, FL 33544, USA
ON	03/10/16 08:39	2604 Cypress Ridge Blvd, Wesley Chapel, FL 33544, USA
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

Status	Time	Location
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, USA
ON	03/09/16 12:21	2340 Willow Oak Dr, Wesley Chapel, FL 33544, USA
OFF	03/09/16 12:19	2604 Cypress Ridge Blvd, Wesley Chapel, FL 33544, USA

Duty Status Logs

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

Status	Time	Location
OFF	03/10/16 12:43	26699 FL-56, Wesley Chapel, FL 33544, USA
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ON	03/10/16 08:17	4917 E Whiteway Dr, Tampa, FL 33617, USA
SB	Continued from previous day	

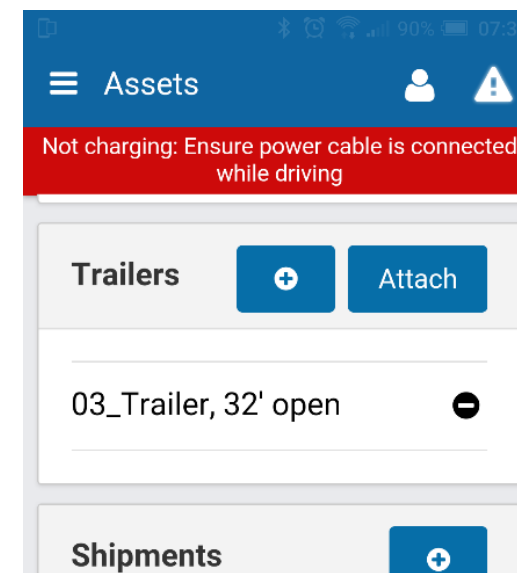
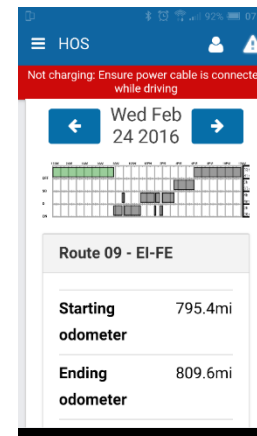
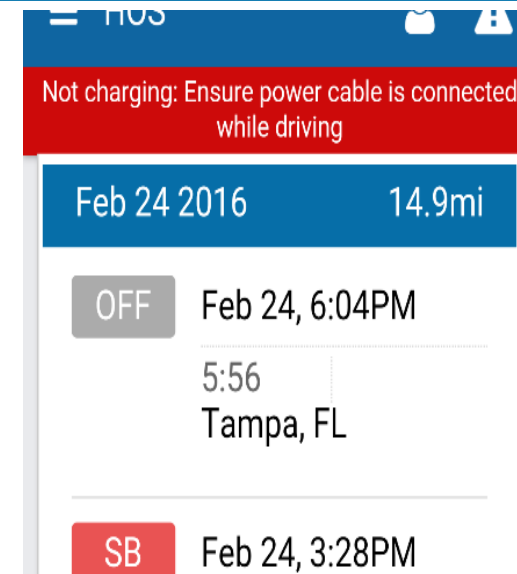
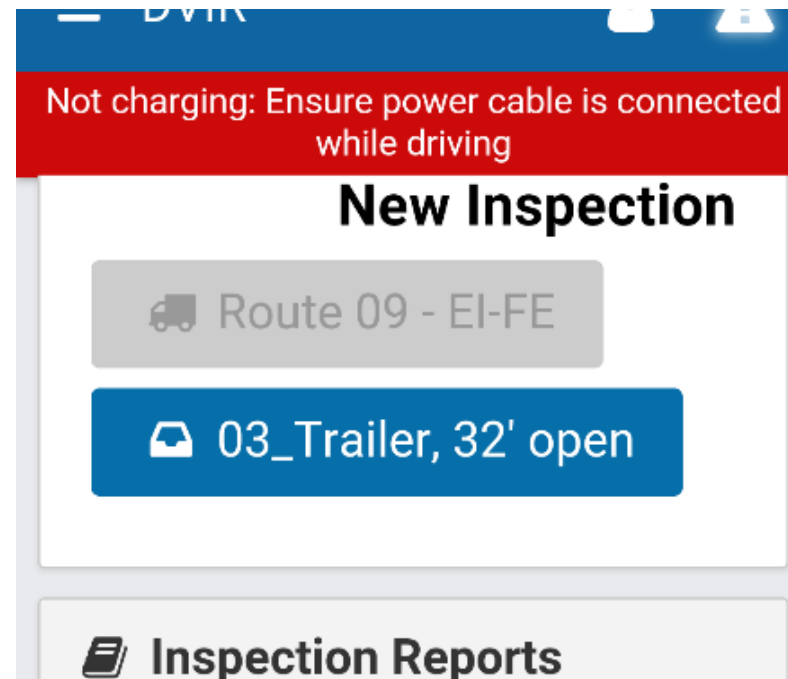
Violations and Availability

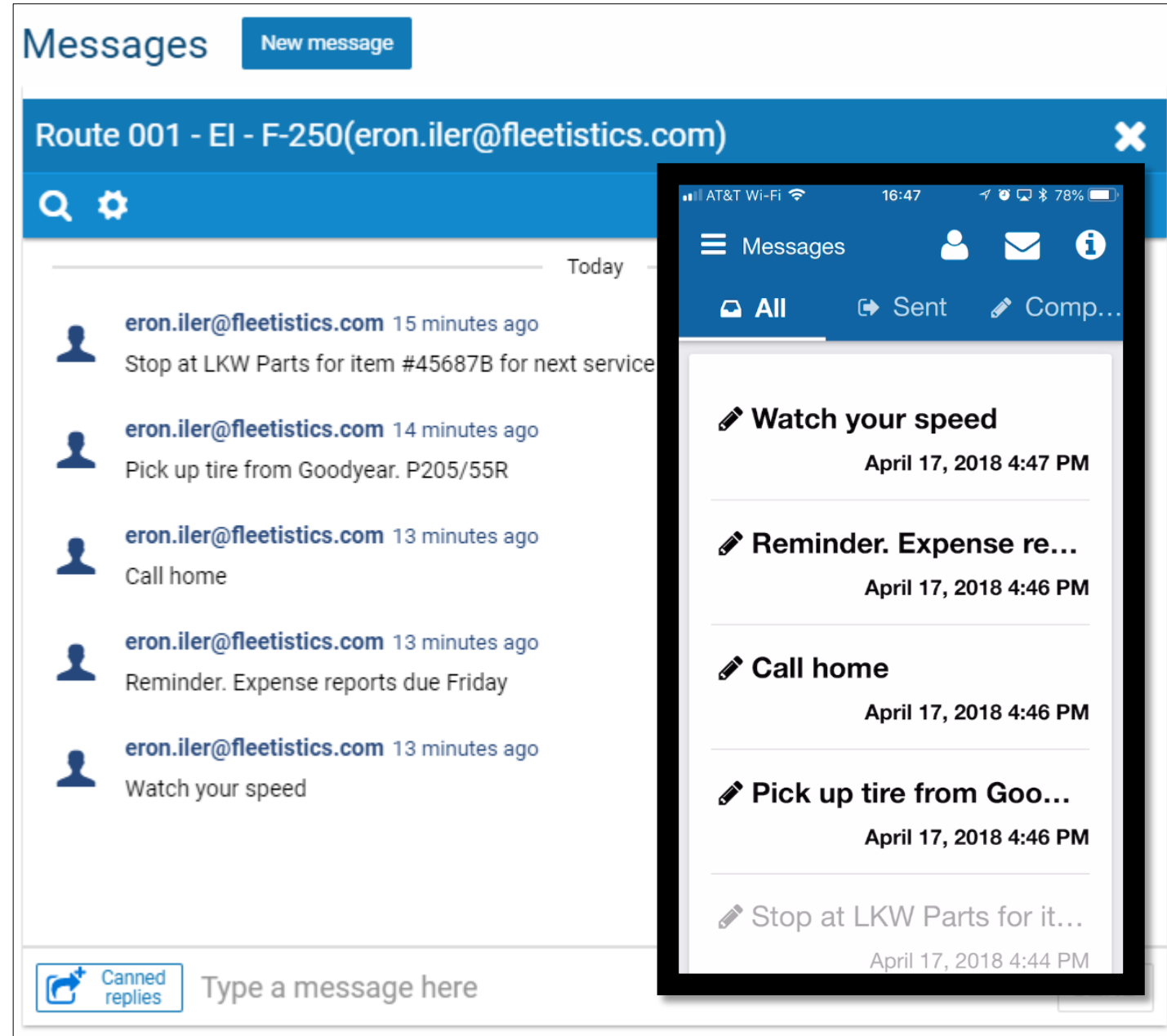
- Drivers and dispatchers have easy access to the driver's status at all times.

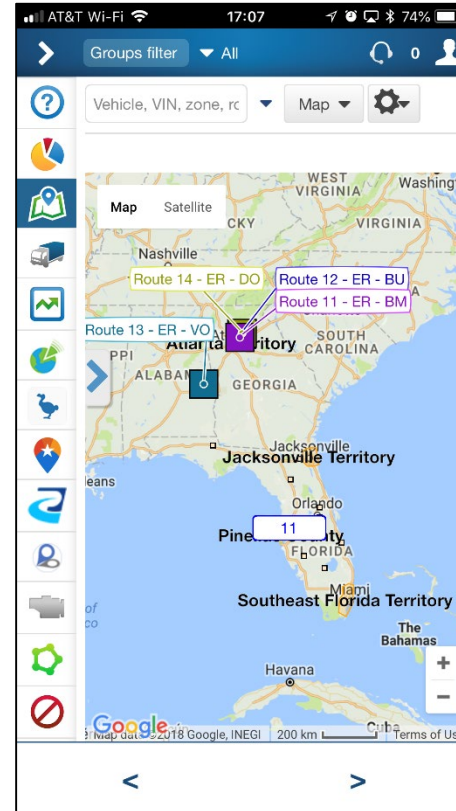
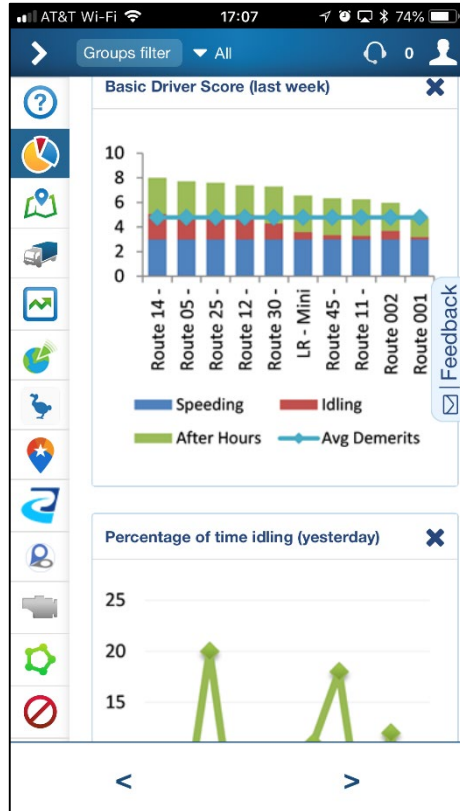
HOS Availability					Total items 3
Available		Rest	Driving	Duty	Cycle
OFF	David Rivera (David.Rivera@Fleetistics.com)	8:00	11:00	14:00	60:00
OFF	Lynn Rios (lynn.rios@fleetistics.com)	8:00	10:39	5:13	48:49
ON	Darryl Arnold (darryl.arnold@fleetistics.com)	1:02	10:55	7:02	63:02

Driver App

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







This screenshot displays a list of vehicles under the heading 'Vehicles'. Each entry includes a route name, vehicle type, and version number. The list is scrollable and includes a search bar at the top with filters for 'Name, VIN, or serial num'.

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

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

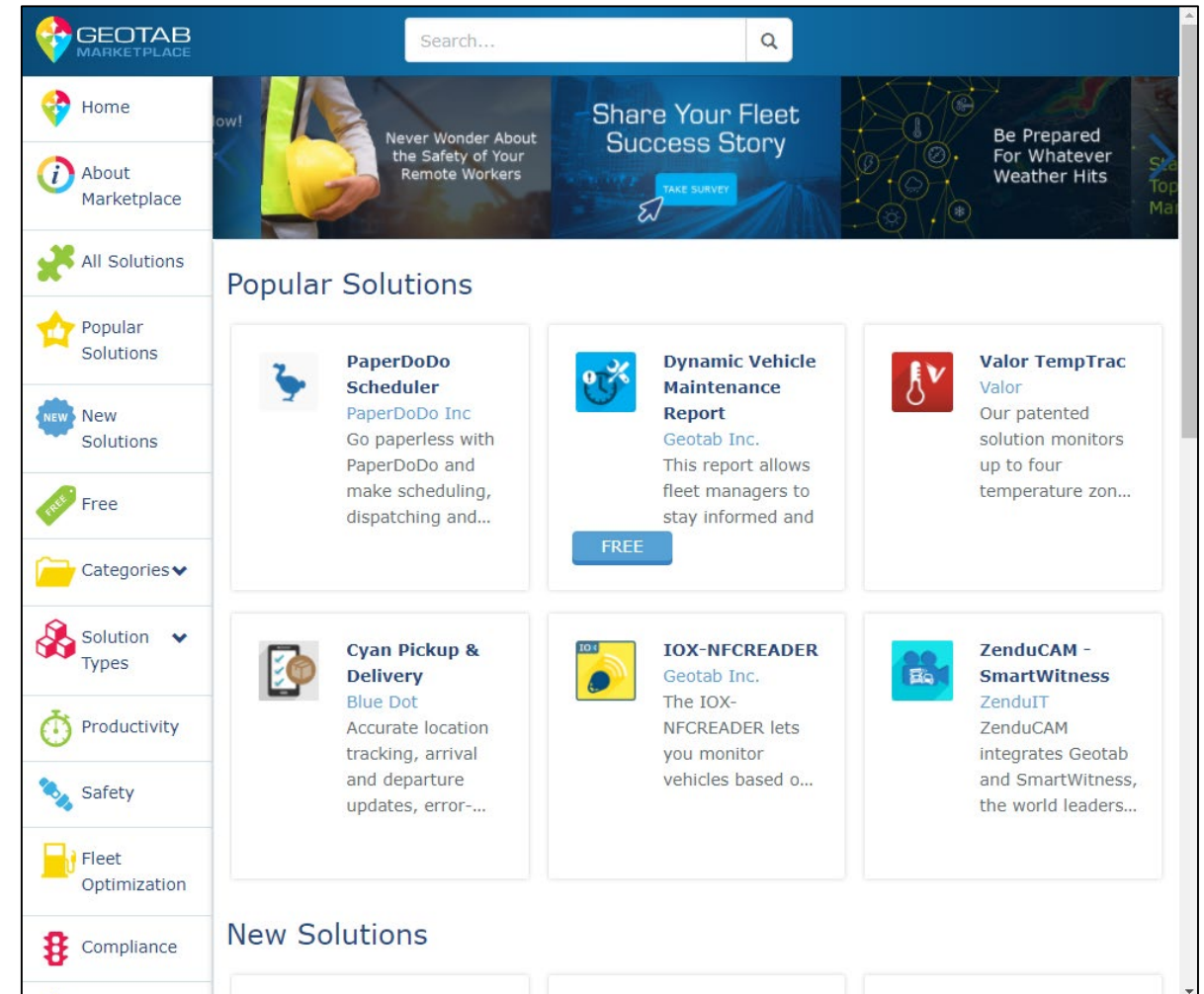
Geotab has a set of pre-made applications (which include full source code) for synchronizing MyGeotab data and can be used for example to:

- 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](#).

Future Proof Investment

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



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 an office setting. The man on the left, wearing a yellow polo shirt, is gesturing with his right hand while looking at a computer monitor. The man on the right, wearing a light blue shirt, is looking at the same monitor and smiling. There are several other computer monitors visible in the background.

Solution Evaluation Process

Structured Evaluation for Enterprise Class Organizations

[illegible]

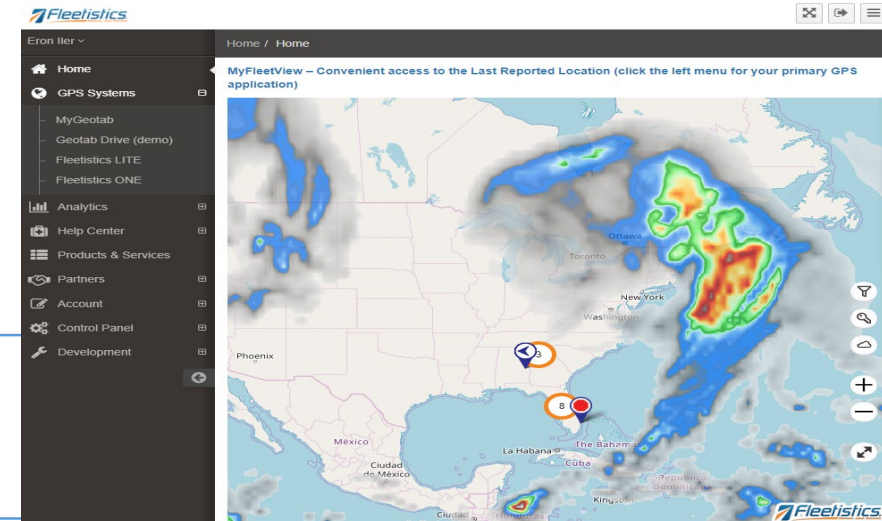
Implementation

- 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 Map Link Sharing



Private Notification Systems

Asset Tracking – Battery, Solution, etc.



Fleetistics Limited Lifetime Warranty



DriveTRAX – Listen to call

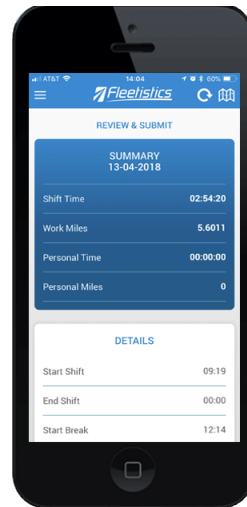


DRIVER NO. 104968
866-948-TRAX
www.4aGPS.com

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

Return on Investment

Is this a smart investment?

Fleetistics | www.fleetistics.com | 855-300-0527



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.

GPS 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 adropper during the same time period worthwhile investment. Since that time, 21%, for a savings of more than \$500,000. Additionally, auto liability claims fell 35%, for a savings of more than \$2 million.

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

ROI Considerations

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

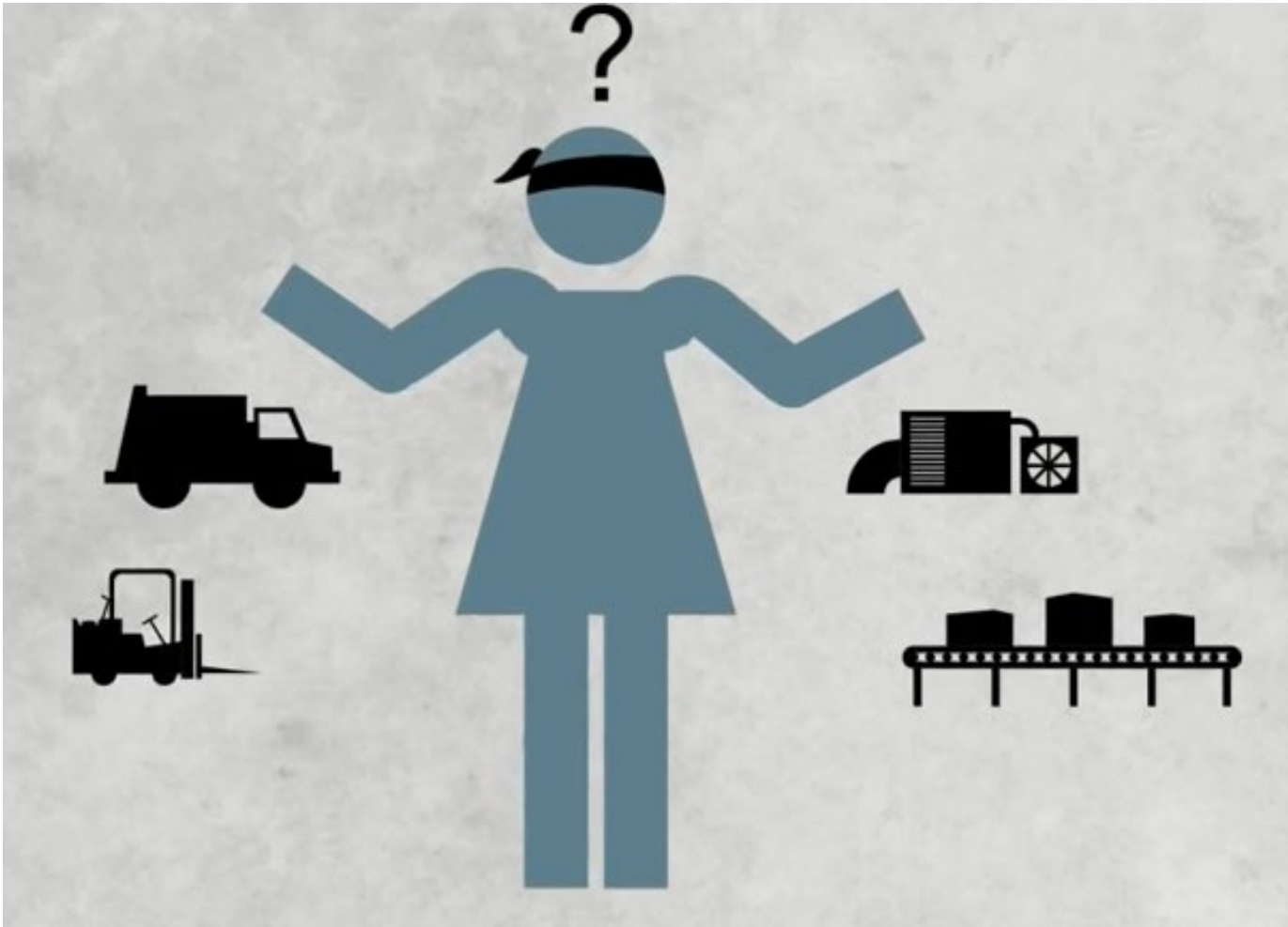
ROI Summary

855-300-0527

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

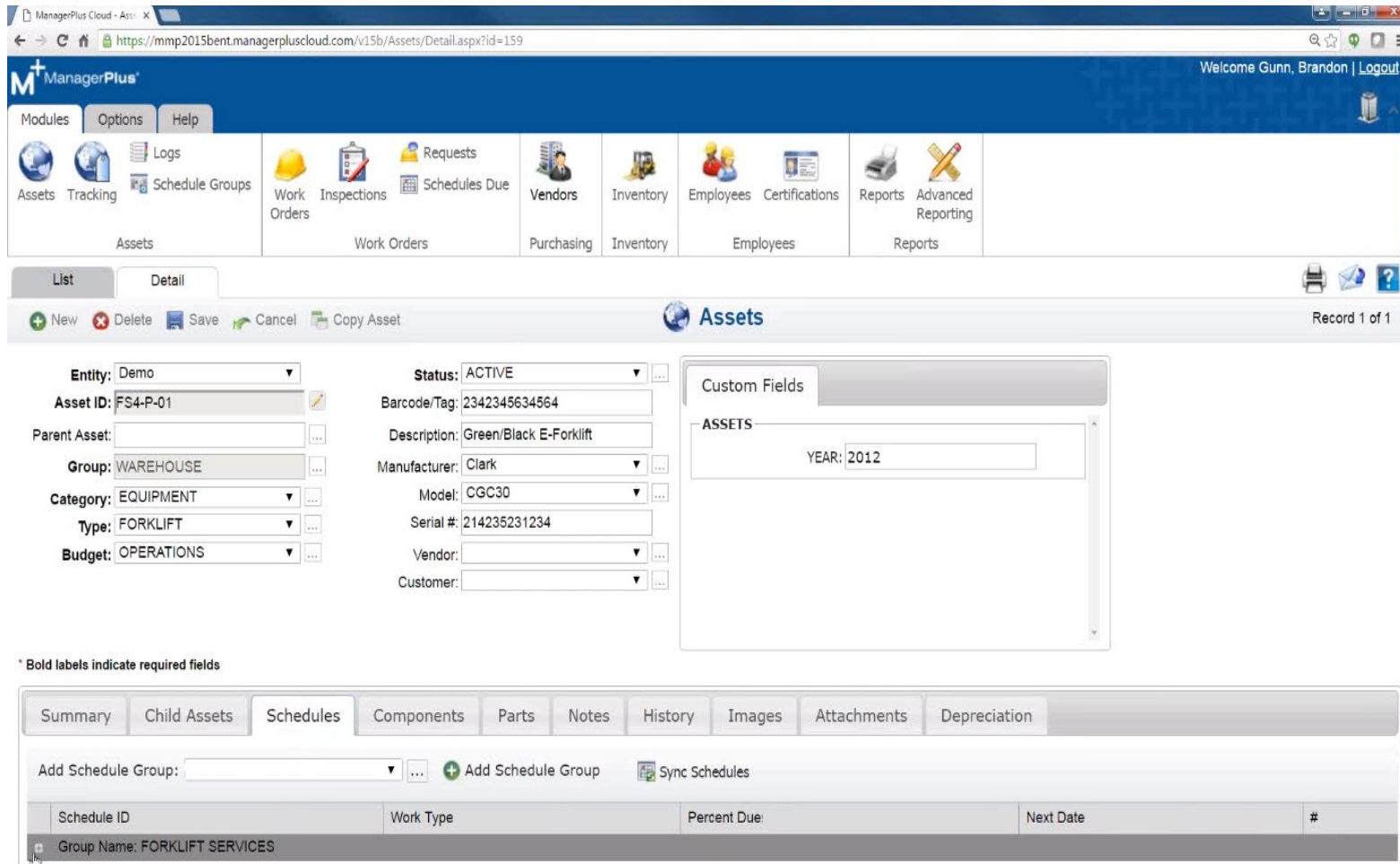
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[Click image to view online](#)



Fleet Maintenance

Preventive maintenance and
process management



The screenshot displays the M+ ManagerPlus web application. The top navigation bar includes 'Modules', 'Options', and 'Help'. Below this, a grid of icons represents various system functions: Assets, Tracking, Schedule Groups, Work Orders, Inspections, Schedules Due, Vendors, Inventory, Employees, Certifications, Reports, and Advanced Reporting. The main content area is titled 'Assets' and shows a 'Detail' view for a specific asset. Fields include Entity (Demo), Asset ID (FS4-P-01), Status (ACTIVE), Barcode/Tag (2342345634564), Description (Green/Black E-Forklift), Manufacturer (Clark), Model (CGC30), Serial # (214235231234), Vendor, Customer, Group (WAREHOUSE), Category (EQUIPMENT), Type (FORKLIFT), and Budget (OPERATIONS). A 'Custom Fields' section on the right shows a 'YEAR' field set to 2012. At the bottom, a tabbed interface allows switching between Summary, Child Assets, Schedules, Components, Parts, Notes, History, Images, Attachments, and Depreciation. The 'Schedules' tab is active, showing a table with columns for Schedule ID, Work Type, Percent Due, Next Date, and #. A group named 'FORKLIFT SERVICES' is visible in the table.

- 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



Highlights



Vehicle Dash Cameras



Video Features

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



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



Solar Asset Tracker

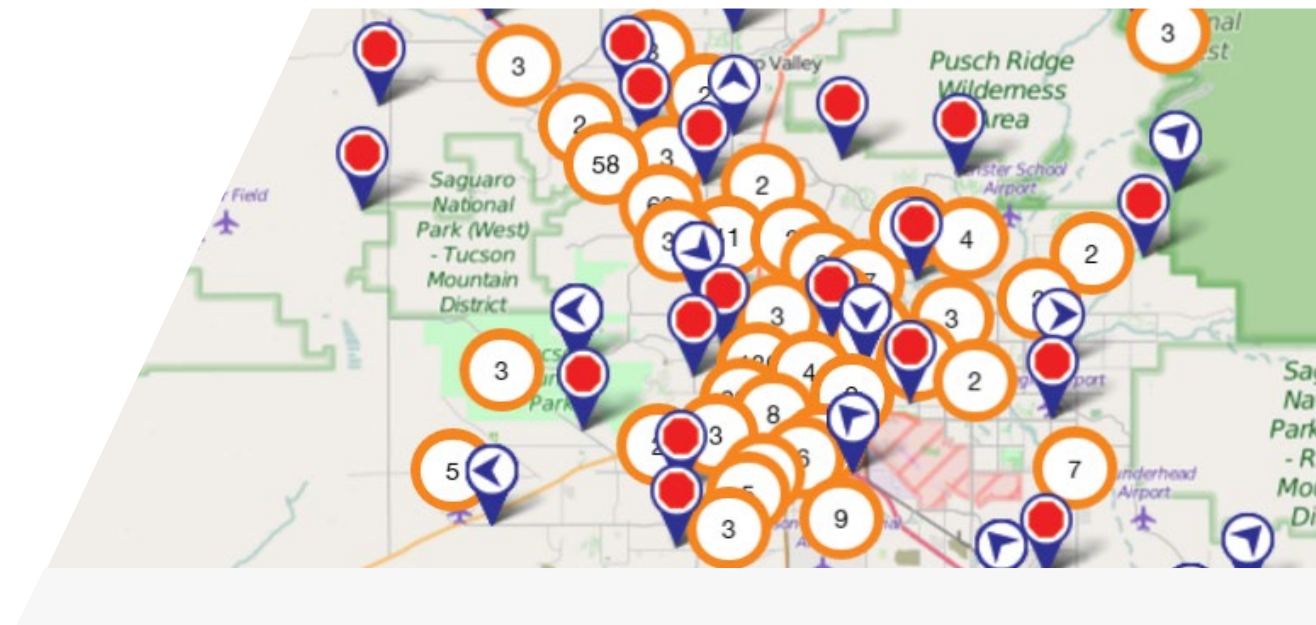


- Integrated with Geotab application
- Self install in seconds
- Affordable cellular communication network
- 1 minute updates when in motion
- IP-67 rated for weather resistance
- LTE Cat M/NB-IoT with 2G Fallback



MyFleetView Pro

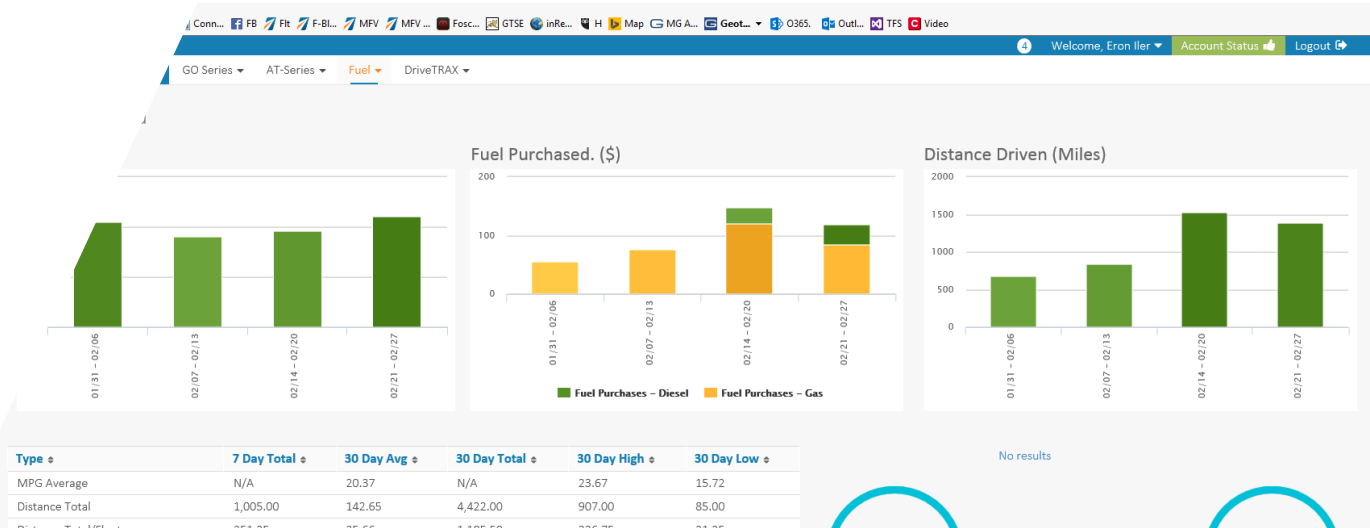
- Fleetistics Service – included
- Share limited map views via link
- One click access
- Create by asset type or device
- Not limited to 500 devices



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



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

