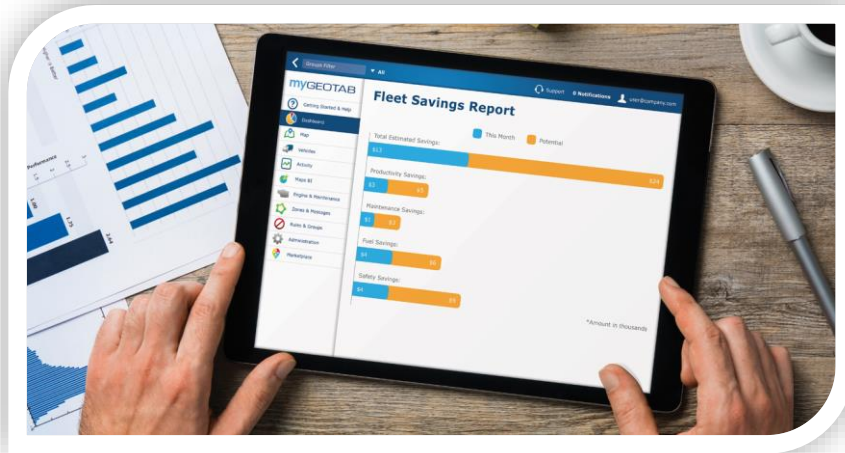




## Solutions Overview

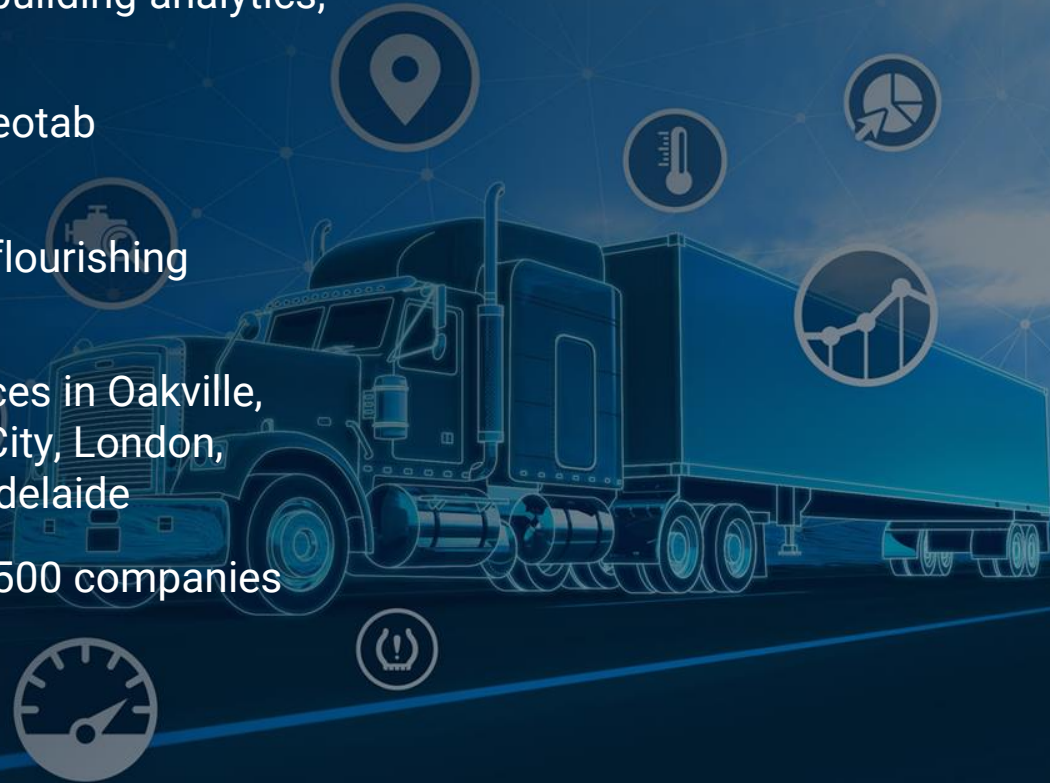
Powered by **GEOTAB®**

Connecting Telematics to Business



# The world leader in GPS fleet management

- Geotab is an engineering company building analytics, telematics & IoT solutions
- Started in North America in 2000, Geotab now has:
  - More than 400 partners and a flourishing ecosystem
  - Over 1000 Employees and offices in Oakville, Kitchener, Las Vegas, Mexico City, London, Madrid, Aachen, Shenzhen & Adelaide
  - Largest penetration in fortune 500 companies



# Customers of every size and industry, globally

- Over 40,000 Customers and over 1.9 million Vehicle Subscriptions, growing daily
- World's largest provider of telematics to enterprise fleets
- GPSFMS & Geotab scale to fit customers with 1 device up to 80,000 and is used many different ways

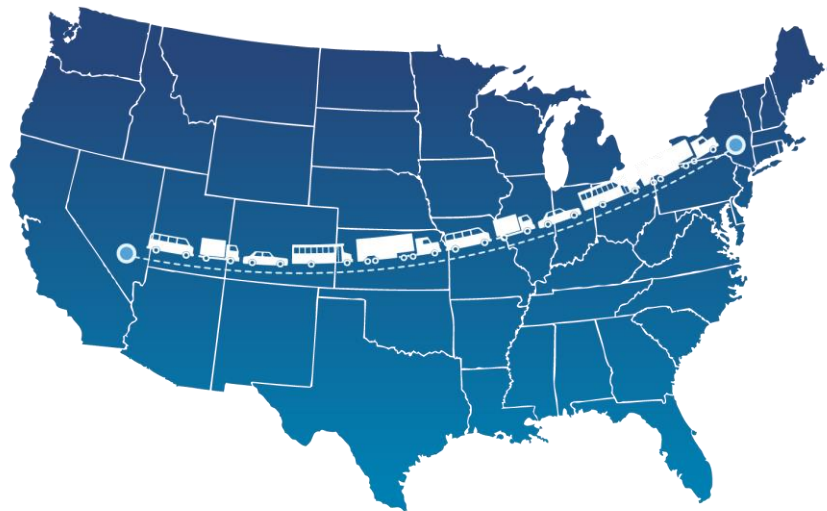


**PEPSICO**



# Amazing growth

- We process over 5 billion data points daily on behalf of customers (only  $\frac{1}{3}$  of that is GPS data)
- All the vehicles using Geotab lined up end-to-end would reach from New York to Vegas and back!



# Why You Need Telematics



# Actual Customer Fleet Savings Summary Report

## Over \$115 Per Asset, Per Month – Guaranteed!

Fleet Size - 3101  
Avg Vehicle Yearly Mileage - 15,359.03  
Select Vehicle Class: Light Duty

Total Monthly Savings

**\$218,807.08**

\$2,625,684.90 annual

Potential Savings

**\$142,642.70**

\$1,711,712.37 annual

Safety Savings

**\$91,124.47**

\$1,093,493.62 annual

Potential Savings

**\$52,002.05**

\$624,024.62 annual

Fuel Savings

**\$66,448.56**

\$797,382.75 annual

Potential Savings

**\$8,254.83**

\$99,057.90 annual

Maintenance Savings

**\$32,242.67**

\$386,912.08 annual

Potential Savings

**\$16,120.47**

\$193,445.64 annual

Productivity Savings

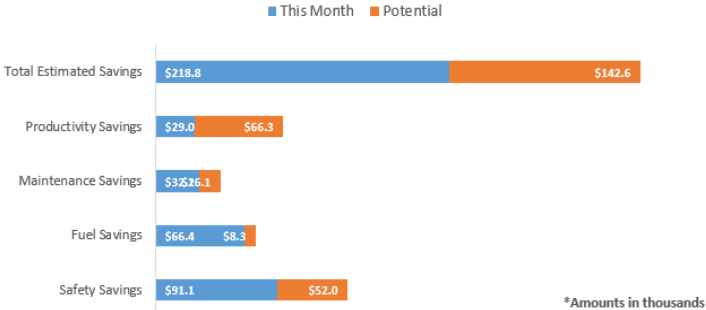
**\$28,991.37**

\$347,896.45 annual

Potential Savings

**\$66,265.35**

\$795,184.21 annual



### 5 Most Valuable Driver Coaching Opportunities

Hard Acceleration	Harsh Braking	Harsh Cornering	Speeding	Seatbelt	Idling	
✓	✓	✓	✓		✓	U9472 - D8500 GREG KNUCKLES
✓		✓	✓	✓	✓	U9425 - D8108 DYLAN HARKINS
✓	✓	✓	✓	✓	✓	U9274 - D215 EZEQUIEL CABRERA
✓	✓	✓			✓	U9463 - D5200 JONATHAN LAVY
✓		✓	✓	✓	✓	U9277 - D201 LOUIE GARZA





## Open & Expandable -> Future-Proof

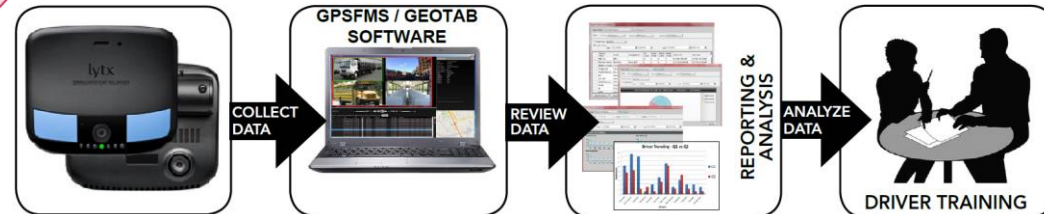
Customized to cover your fleet needs **today**.  
Scalable to cover your needs **tomorrow**.

### Unmatched Expandability

- IOX Port Extensions
- SDK – 3<sup>rd</sup> Party API Development
- Software & Hardware Add-ons
- Slap-n-Track Trailer & Tools Tracking

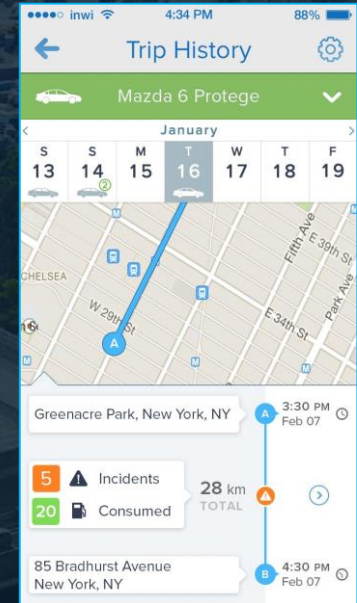
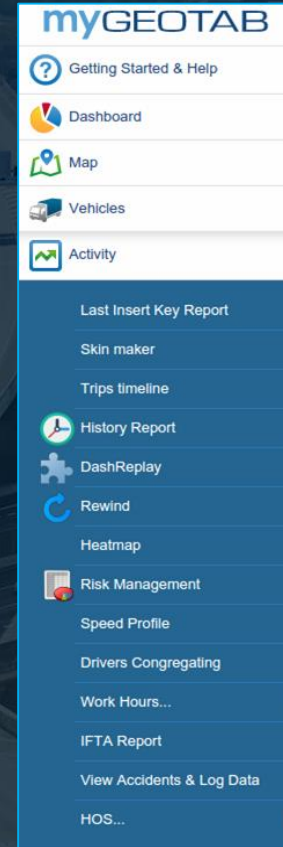
### Onboard Cameras

Watch your drivers in real-time, automatically capture clips of aggressive driving, and download historical video - all from the comfort of your office.



# Productivity

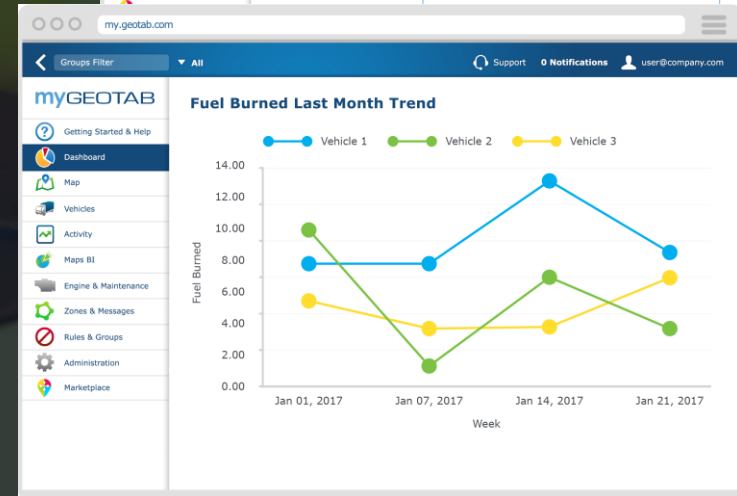
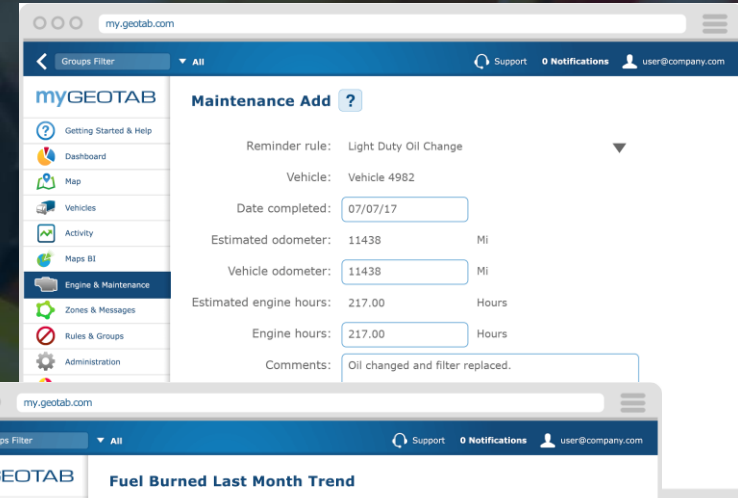
- Can't manage what you don't measure
- Import or sync customers via the SDK
  - Understand where assets are utilized
  - On-road time vs customer time
- Routing — Planned vs actual
- Dispatch — Garmin integration. Status Groups. SDK
- Dependant on customer needs
  - Infinite flexibility in rule creation & custom reports





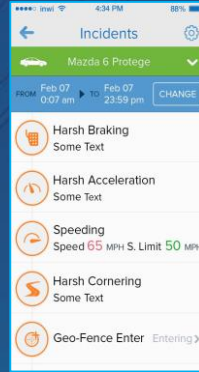
# Fleet management

- Fuel savings
  - Manage idle time, speeding, and mileage
  - Fuel card integration
- Preventative maintenance
  - Remotely diagnose engine fault codes
  - Categorize and suggest action
  - Monitor non-fault data such as low coolant and oil levels
- Identify underutilized assets
- Detect VIN on installation & tracks history
- Record odometer and engine hours for each trip, automatically and accurately



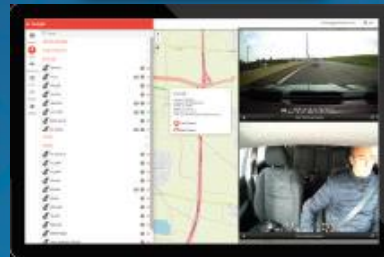
# Safety

- Case example: Orkin 10k vehicles
  - saved \$28M by year 3
- Posted road speed vs. actual
- Seat belt use with occupancy detection
- Risk and safety reports, with driver ratings and safety trending reports
- In-vehicle driver coaching



# Video Telematics – AI Powered

- Artificial Intelligence (AI): Alert distracted drivers
- On-demand, streaming live video, from the field
- Real-time visibility into your fleet vehicles, drivers, cargo & goods
- Event triggers, records automatically when activity is detected



# Collision detection

- Automatic collision reconstruction
- Data is used for court cases, with Geotab acting as expert witness
- Back-up detection via accelerometer and engine



# Compliance

- FMCSA-Compliant ELD Solution
- Geotab Drive app
  - HTML5 based, which supports Android and iOS
  - North America: Hours of Service (HOS), vehicle inspections (DVIR), IFTA, messaging, and routing
  - Europe: Duty of Care, vehicle inspections, private vs. business use, messaging and routing



myGeotab.com

IFTA Report

Created: July 06, 2017  
From: June 01, 2017  
To: July 06, 2017  
Measurement: Miles

Vehicle	State/Province	Enter Time	Exit Time	Enter Distance	Exit Distance	Total
AM 0014 CIVIL	RI	June 01, 2017 7:23:02 AM	June 01, 2017 8:30:22 AM	17447	17772	326.2
		June 01, 2017 8:30:22 PM	June 01, 2017 8:30:29 PM	17591	17532	236.2
		June 01, 2017 8:40:22 PM	June 01, 2017 7:30:29 PM	17622	17583	80.0
		June 01, 2017 7:30:29 PM	June 01, 2017 8:30:29 PM	17593	17613	200.0
IFTA Total:						626.6
		June 01, 2017 8:40:29 PM	June 01, 2017 8:30:29 PM	17623	17676	52.3
		June 01, 2017 8:30:29 PM	June 01, 2017 9:20:29 PM	17676	17736	80.0
GM Total:						132.6
		June 01, 2017 7:30:02 AM	June 01, 2017 7:30:02 AM	17791	17790	80.0
		June 01, 2017 8:30:02 AM	June 01, 2017 9:20:02 AM	17820	17851	300.0
		June 01, 2017 9:30:02 AM	June 01, 2017 10:30:02 AM	17901	17975	300.0
PA Total:						240.0
Grand Total:						803.6



# Geotab® G09® device — the next generation in fleet tracking

Powerful, expandable and redesigned from the ground up

- Inexpensive and reliable (near 0% failure)
- GNSS module (GPS + GLONASS support)
- Simple installation
- Most complete data from vehicles
- IOX expandable
- 3D gyroscope and 3-axis accelerometer

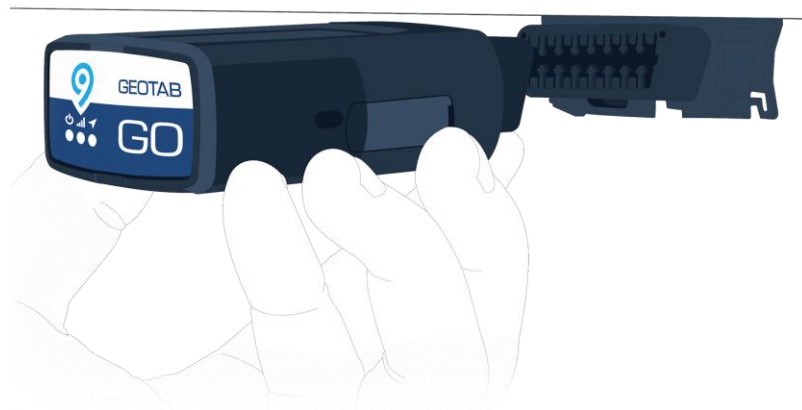


## Breakthrough Technology

- Curve algorithm for data recording
- Features controlled at server
- Collision reconstruction
- Reverse & harsh brake detection
- 3-wire tracking
- Dual protocol support
- Remote scan tool

# Quick and easy installation

- OBD connection or T-harness install
- One universal product (no pre-assignment) Gas, diesel, hybrid, EV
- Easiest in the field retrofit in the market
- No wires to cut
- No antennas to install
- Same rich reliable data no matter where the install is performed





# GO RUGGED

Rugged and reliable GPS tracking device

- Ruggedized telematics device for harsh conditions or external installation
- Designed to IP67 for protection against solids, dust, water and contact.

## Use Cases:

- |                   |                         |
|-------------------|-------------------------|
| • Heavy Equipment | • Construction          |
| • Utilities       | • Oil, Gas and Mining   |
| • Farming         | • Trucks                |
| • Powered Assets  | • Trailers & Generators |



# Our OEM Partnerships

Geotab has numerous OEM partnerships that help us integrate proprietary vehicle data and stay on the cutting edge of telematics. **Our customers no longer need to purchase and install hardware to implement live fleet management. We can pull in data directly from the manufacturer devices already installed.** Here is just a sample of our current OEM partnerships.

## Ford Motors (USA)

- Provides Geotab with telematics data from vehicles with Ford-engineered, factory-fitted modems
- This data supports MyGeotab and our big data environments

## Eaton

- Provides near-real time monitoring of fault codes from trucks and buses
- Uses holistic data to find and diagnose root causes

## General Motors (USA)

- Provides Geotab with telematics data from vehicles with GM-engineered, factory-fitted modems
- This data supports MyGeotab and our big data environments

## John Deere

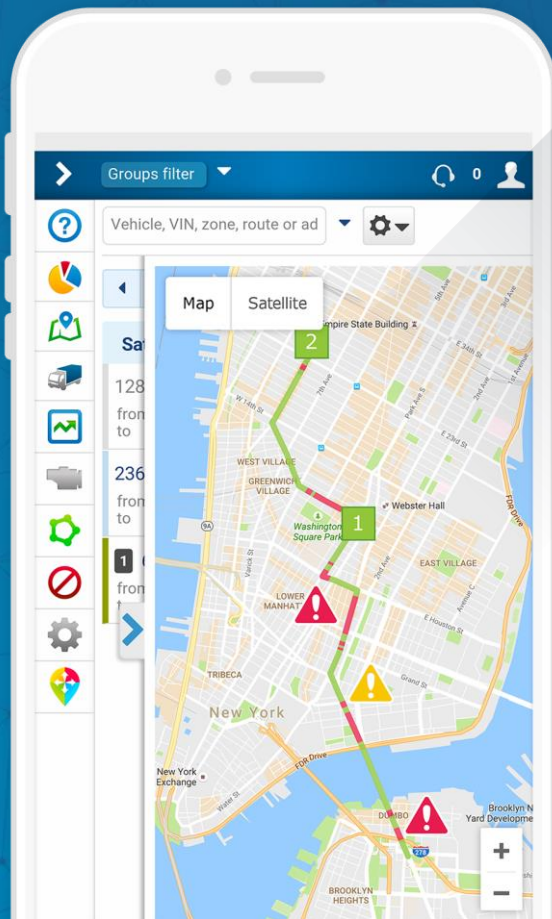
- Provides near-real time monitoring of fault codes from JD integrated devices
- Visibility of Fuel Usage, Idling trends, Engine Hours, PTO Usage

## Cummins, Inc.

- Provides unique analytics to process data from Cummins engines
- Enables instant delivery of fault codes and recommended actions

## Volvo / Mack ELD

- Monitor and record Hours of Service compliance, Records of Duty Status, and Driver Inspection utilizing the factory installed device.



## MyGeotab mobile app

- Fleet Management on-the-go
- Cloud-based
- Access MyGeotab quickly and easily on your smartphone or tablet
- Responsive design & Cross-compatibility
  - iOS, Android, Windows
  - Mac, Linux
- Extensible Add-Ons through:
  - Geotab Drive

# GO TALK

Advancing fleet safety one word at a time

- In-vehicle driver coaching solution
- Delivers spoken word alerts to drivers in real-time
- Text-to-speech technology
- Gold Winner at Golden Bridge Awards



GO TALK™

# Active Tracking

## Second-to-Second Activity tracking

- Fast, precise location updates in MyGeotab
- Like viewing the vehicle from a traffic helicopter
- Ideal for first responders, delivery and taxi fleets

[See it in action: Schedule an Online Demonstration Today!](#)





# Personal Mode

MyGeotab/Geotab Drive Add-In to hide vehicle location information

- For drivers using work vehicles on personal time or fleets requiring privacy for specific zones
- Upper Management Employees – Outside business hours perk
- Set to automatically turn on at specific times or in certain regions



# GPSFMS Support Services

A dedicated team providing direct support, freeing up time for our customers to focus on building their businesses!

**With GPSFMS Support Services, our customers can**

- Schedule Installation
- Schedule Personalized Training
- Receive Data & Reporting Analysis
- Request Exclusive Reports Development
- Open Support Tickets
- Chat with a Support Technician



# The GPSFMS Fleet Telematics Free Pilot Program:

Request to have us set up your demo account and to have a unit headed your way. Simply provide us with your contact information and we will reply for your shipping address.

After confirming your request, we will ship the most advanced, capable, and cost-effective platform ever developed...the Geotab GO9 telematics unit. Upon delivery, simply plug the unit into the vehicle you want to test.

You'll be able to run the system, in its entirety, for 14 days. Witness firsthand its ease-of-use and flawless functionality within your own day-to-day operations. It is really that simple!

[www.gpsfms.com](http://www.gpsfms.com) / [TestDrive@gpsfms.com](mailto:TestDrive@gpsfms.com)  
877-771-2236

