**networkfleet**™

# Presented to:

# California Department of Transportation

## November 6, 2008

**Chris Ransom**

*II DRIVING BUSINESS*

# About Us

- **Telematics solutions for fleets**
- **Founded in 1999 and located in San Diego, CA**
- **Innovator and Leader in Remote Diagnostics – over 50 Issued and Pending Patents**
- **More than 95,000 fleet vehicles in the U.S. use Networkfleet**
- **Major public fleet customers include:**
  - State of Delaware
  - State of Utah
  - Los Angeles County
  - San Bernardino County
  - Polk County, FL
  - United States Marines
  - Washoe County, NV
  - City of Napa
  - City of Irvine
- **Owned by the HUGHES Telematics Inc.**

DRIVING BUSINESS

# About HTI

- **HUGHES Telematics, Inc. is an Atlanta based company offering end-to-end Telematics solutions for OEMs**
  - Has tremendous telecom, engineering, and network operations expertise and large scale Telematics offerings

- **Privately held company majority owned by the private equity group Apollo Management**

- **HTI's support ensures Networkfleet's ability to provide industry leading Telematics solutions**

- **Exclusive provider of Telematics hardware and services to Mercedes-Benz and Chrysler**
  - Launching with the 2010 models

# Issues Faced Today

- **Rising fuel costs**

- **Security and liability concerns**

- **Ability to raise customer service levels**

- **Reduce costs and grow revenue**

- **Vehicle downtime**

- **Growing compliance issues with federal, state and local mandates increase pressure to provide environmentally friendly products and services**

# A Comprehensive Solution

## GPS Tracking

## Remote Vehicle Diagnostics

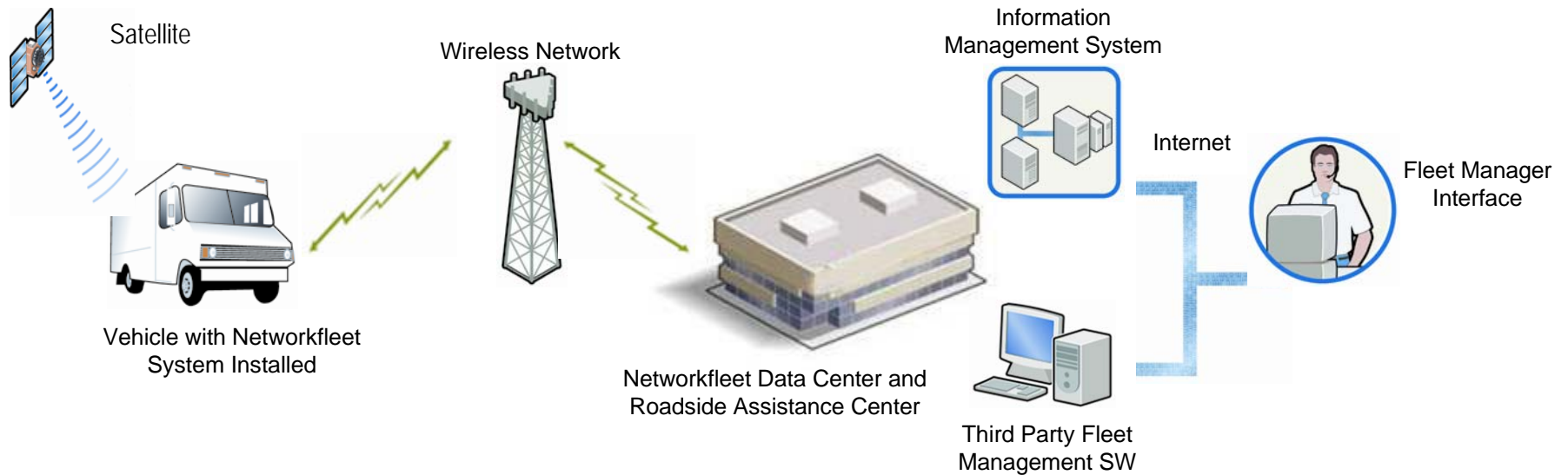## Networkfleet® Web Based Application

- Accessible from any computer 24/7
- Easy to use and customizable
- Data Access Management features
- Unlimited users
- All application updates included

## Hardware

- Easily installed
  – Plug-and-play
  – No splicing
- Patented vehicle diagnostic technology
- Universally compatible

# How Networkfleet Works

Satellite

Wireless Network

Information Management System

Internet

Fleet Manager Interface

Vehicle with Networkfleet System Installed

Networkfleet Data Center and Roadside Assistance Center

Third Party Fleet Management SW

**1** Networkfleet is equipped with an engine performance monitoring system and satellite-based Automatic Vehicle Location (AVL) technology.

**2** The device sends information to the Networkfleet Data Center over a secure wireless network.

**3** Fleet operators access a secure web site where they receive real-time location and route updates as well as periodic engine performance updates

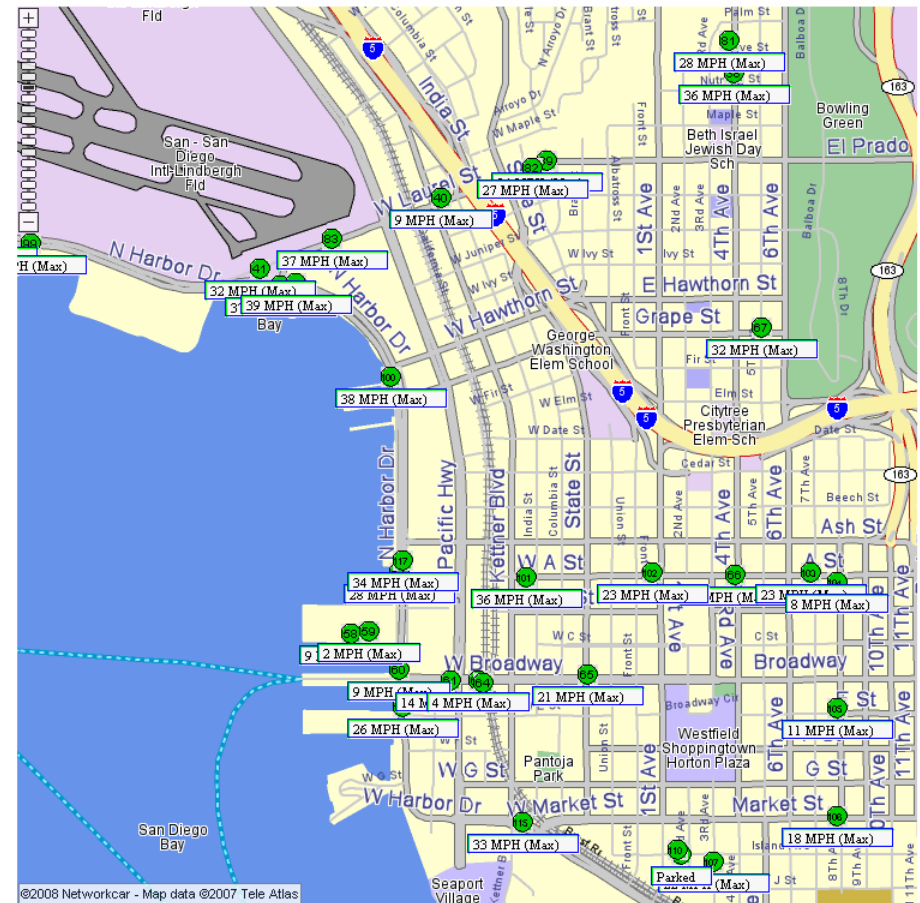**II DRIVING BUSINESS**
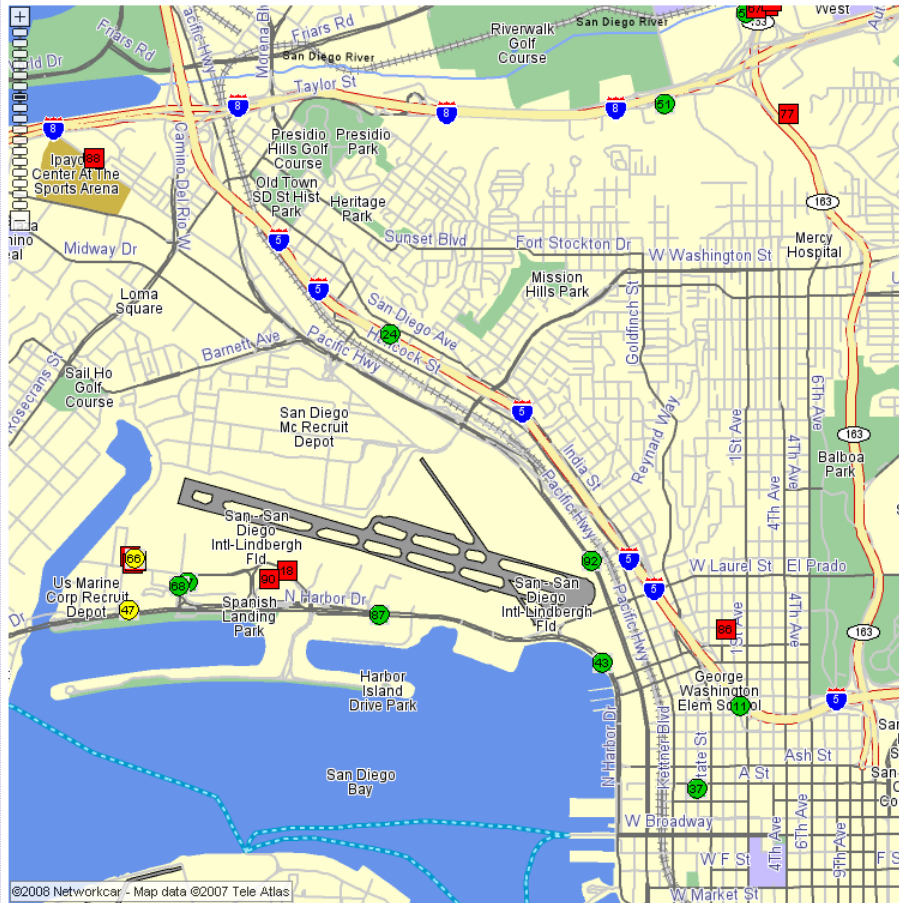
# Networkfleet Hardware

- **3500 product line**
  - Light duty vehicles - OBD II
  - Heavy duty vehicles - J1708
  - Universal – direct wiring

- **2 minute GPS updates at no additional charge**

- **Nationwide coverage by AT&T wireless**

- **Remote vehicle diagnostics**

- **Automotive Grade**

- **OTAP - Over the air programming** (remotely update firmware)

# Vehicle Location Mapping

**networkfleet** ™

- **Vehicle location and tracking**
  - Fully customized mapping solution
  - Real-time and historic GPS location
  - 2 minute vehicle updates
  - Easily find vehicles closest to location
  - Landmark and Geofence management
  - Driving directions from anywhere
- **Seamless North America maps – cover US and Canada**
- **Integration with 3rd party applications**

**Know where your vehicles are**

*II DRIVING BUSINESS*

# Vehicle Location Mapping

# Multiple Management Reports

- Comprehensive reporting suite
- Run reports on individual units, group of vehicles or entire fleet
- Report scheduling
- Access 90 days worth of data

## Measure Your Fleets Operational Effectiveness

- **Speed Violations** Report
- Stop Detail and **Idle Time** Report
- **DTC** Report
- Fuel Usage and MPG Report
- Performance Report
- Fleet Drive Time Summary

- Activity Detail Report
- Begin/End of Day Report
- **Geo-Fence Violation** Report
- Landmark Reports
- Fleet Location Report
- **Odd-Hours** Report

# Remote Vehicle Diagnostics

- **Patented diagnostic technology from light to heavy duty units**

- **Remote vehicle diagnostics**
    - DTC alerts via email
    - Scheduled maintenance alerts
    - Odometer
    - Wireless smog check (CA)
    - Track current speed, speed history and maximum speed
    - Recall information from National Highway Transportation and Safety Administration

- **Proactively address vehicle problems**

**Let us help you be proactive vs. reactive**

# Diagnostic Data

**networkfleet**™

## PROBLEM ALERT NOTIFICATION

📶 Last Update: 01/16/06 03:52 PM   🔋 Vehicle Mileage: 31229

Dear Fleet Manager,
Networkfleet has detected a potential problem with your 2004
FORD E350 (VIN 6DKS91Y46K946374). Specifically, the problem
is your:

⚠ **P0440: Evaporative Emission Control System
Malfunction**
Engine exhaust system may be releasing excessive
hydrocarbons
Initial Activity: 11/10/04 03:52:56 PM at 31229 miles

⚠ **P0446: Evaporative Emission Control System Vent
Control Circuit Malfunction**
Engine exhaust system may be releasing excessive
hydrocarbons
Initial Activity: 10/11/04 09:05:30 PM at 30687 miles

### Active and Pending Alerts

⚠ **PO300: Random Multiple
        Cylinder Misfire Detected**
Engine may not be consuming fuel efficiently
Initial Activity: 2/11/03 11:25:05 PM at 9739 miles
Last Activity: 2/19/03 02:48:43 PM at 9779 miles

## Fleet Performance Report

| Vehicle Label | Account Name | Vehicle | VIII | Mileage | Alerts | Ignition | Last GPS Read |
|---|---|---|---|---|---|---|---|
| 981 | 981, Adavan | 2003 FORD ECONOLINE E250 | 1FTNS24L03HA61452 | 386149 | 0 | On | 04:12 PM |
| 982 | 982, Adavan | 2003 FORD ECONOLINE E250 | 1FTNS24L63HA61455 | 364742 | 0 | On | 04:11 PM |
| 984 | 984, Adavan | 2003 FORD ECONOLINE E250 | 1FTNS24L23HB42467 | 227927 | 0 | On | 04:12 PM |
| 986 | 986, Adavan | 2003 FORD ECONOLINE E250 | 1FTNS24L83HB27858 | 145596 | 2 | Off | 01/18/08 |
| 987 | 987, Adavan | 2003 FORD ECONOLINE E250 | 1FTNS24L23HB27855 | 258862 | 0 | On | 04:11 PM |
| 989 | 989, Adavan | 2002 FORD ECONOLINE E350 | 1FTSS34L12HA01090 | 71128 | 1 | Off | 11:03 AM |
| 9900 | 9900, 55pbus | 2002 PREVOST LEMIRAGE | 2PCX3349921027821 | 92610 | 0 | Off | 10/17/07 |

**II DRIVING BUSINESS**

# Support

- **Dedicated hosting facility**
  - Built-in system redundancy and scalability
  - 99.9% system up-time

- **In-house Customer Care**
  - professionally trained and **based in San Diego, CA**
  - Hours: Mon-Fri 5am-8pm PST Sat. 7am-3pm PST

- **National installation and support network**

- **On-line, on-demand and on-site training**

- **Embedded Roadside Assistance services**
  - 4 calls per calendar year

**Supporting you every step of the way**

DRIVING BUSINESS

- **Idling**

  – Idle time has gotten attention in the last few years as a method for reducing fuel usage and emissions

  – Heavy duty vehicles are regulated to 5, 10, or 15 minute idle in many states/municipalities

  – While heavy duty vehicles burn approx. .75 gallons per idle hour, light duty vehicles are also a problem, burning between .3 and .5 gallons per idle hour

  – If you can't measure it you can't manage it

- **Speed**

  – High average fleet vehicle speed is not only a safety issue, it's an emissions issue

  – You can increase MPG by 10-15% by reigning in vehicle speed

- **Emissions Benefit**

  – Assumes fleet size 1,000, averaging 250 miles/week/vehicle, with an average idle time reduction/day of 15 minutes and an average fleet speed reduction of 1 MPH

  – **Reduction of more than 940,000 pounds annually!**

- **Optimizing routing/dispatching/staging**
  - The simple fact is that if you know where your vehicles are, you can send the closest vehicle to the next location
  - Further, if you know vehicle patterns, work patterns, etc. you can stage your vehicles more effectively
  - After using Networkfleet you will likely determine that you can provide the same service with less vehicles

- **Unauthorized Usage**
  - Some drivers utilize vehicles for unauthorized usage either during or after business hours
  - This costs you time, money, and adds miles/fuel

- **Emissions Benefit**
  - Assumes fleet size 1,000, initially averaging 250 miles/week/vehicle, and a 5% reduction in miles traveled
  - **Reduction of more than 800,000 pounds annually!**

- ## **Continuous Emissions Monitoring System**
  - Performs EPA Mandated emissions checks every 4 hours
  - Wirelessly monitored through onboard vehicle diagnostic system
  - Environmentally-friendly
  - Fuel savings
  - Vehicles with Networkfleet are exempt from normal CA smog check

- ## **Emissions Benefit**
  - Assumes fleet size 1,000 with continuous emissions monitoring
  - **Reduction of more than 650,000 pounds annually!**

# Real Customer Benefits

- **Reno Forklift**
  - Reduced total mileage on their 30 vehicle fleet by 1,300 miles/week
  - Reduced idle time by 13%

- **State of Delaware**
  - Reduced fuel usage by 5%
  - $54,000 in avoided vehicle repairs because of wireless diagnostic alerting
  - Identification of underutilized vehicles savings of $165,000 annually

- **OmniSource**
  - Reduced idling from 40% to 19%

- **Polk County Florida**
  - Reduced fleet size 12%
  - Introduced a speed and idle training program

- **East Bay Municipal Utility District**
  - Used Networkfleet to stage vehicles closer to normal job sites and away from congestion

- **United States Marines**
  - Reduced speeding 30%

- **Roto-Rooter**
  - Decreased number of blown engines from 3 to 0

*networkfleet*™

**▌▌ DRIVING BUSINESS**

# Reasons to Buy Networkfleet

**networkfleet**™

- **Easy to install/ easy to use**
  - Installation requires no wire splicing
  - Easy to learn intuitive interface

- **Diagnostics** (both light/heavy duty vehicles)
  - Patented OBDII Reader
  - Real (not calculated) idle time, speed, mpg
  - Enhanced maintenance through DTC's (diagnostic trouble codes)

- **"Green" leader**
  - Reduce excess idle time, speeding which uses more fuel/creates more emissions
  - Save fuel by ensuring vehicles emission systems is working correctly

- **Free roadside assistance**
  - Free towing up to 25 miles (4 times per year)
  - Includes vehicles up to 40 ft long/ 50,000 lbs

- **Established stable company**
  - In business since 1999
  - Part of Hughes Telematics
  - Over 95,000 fleet vehicles installed with Networkfleet

- **Cost effective**
  - Resulting savings usually pays for hardware and service in less than 1 year
  - No additional airtime or activation fees: all in one monthly service

# Thank You


# Questions?