



Corporate Overview Fall 2011

Growth and Market Share

				
Leadership	Financial Strength & Stability	Fleet Management Platform Leader	Powerful Partner Ecosystem	National Presence
<ul style="list-style-type: none"> • Customer focus • Extraordinary vision and telematics industry experience • Relentless commitment to category-defining innovation 	<ul style="list-style-type: none"> • Founded 2000 • Steady and continual growth and investment • Backed by Francisco Partners • Francisco Partners has a strong track record • NexTraq combined with sister companies, Cybit & Masternaut, is the largest telematics group in world 	<ul style="list-style-type: none"> • First to integrate Google Maps • First to use 32-point geofencing • First to integrate with Skype • First in US to integrate dispatch with Garmin • First to offer 12 month data retention • First to provide the ability to locate the closest vehicle 		<ul style="list-style-type: none"> • Atlanta based R&D • National presence for sales • Focused regional support • Approx. 100 employees

Market Segments, Verticals and Benefits

Segments: Small Business, Mid-Enterprise, Large Enterprise

Key Verticals: Service Fleets (Food & Beverage, HVAC, Plumbing, Electrical, Landscaping, etc.) Construction, Delivery & Distribution, State & Local Government, Transportation and Utilities

Solution Key Benefits:

- ✓ Reduces fuel costs
- ✓ Idle time, speed alerts, routing
- ✓ Increases worker productivity and decreases overtime costs
- ✓ Gain control of fleet with monitoring, tracking and maintenance
- ✓ Enhance customer service with work validation and dispatch

Trusted by Enterprise Clients



FairPoint Communications
Broadband/Telco provider



RecoverCare
Healthcare supplies



Recall Corporation
Document Storage & Management



Pittsburgh Glass Works
PPG Industries – Automotive Glass Distribution

Application Platform

NexTraq™

Demo Wahoo Company [11711], [redacted]

[Help](#) | [Change Password](#) | [User Preferences](#) | [Logout](#)

Find | Dispatch | Metrics | Routes | Reports | Alerts | Maintenance | Admin | Messages

Street View

Mobile/Driver Track Actions

Mobile: Truck 104
Driver: Verner, John
Date: 07/02/2011 2:23:13 PM EDT
Location: Sandy Springs GA 30328
[Open Street View](#)
Vehicle: Stopped 432 hr 0 min

Truck 104

- Save as Location...
- Find Closest Mobiles...
- Open in Google Maps
- Hide
- Show Today's Activity
- Show Last 30 Minutes
- Ping this Mobile

Find Mobiles

Fleet: All Mobiles

Filter:

Mobiles

Displaying 87/87 mobiles

Find Fleet

Find Location

Find Zone

Find Address

Find Lat/Long

Merchants

Map Layers (Beta)

Controls/Settings

Map data © 2011 Google

http://lbstgrh.office.discretewireless.net/find/map.htm

Solution Overview



Dispatching with Garmin device

All columns are sorted, filtered or searched

Dispatch Tab

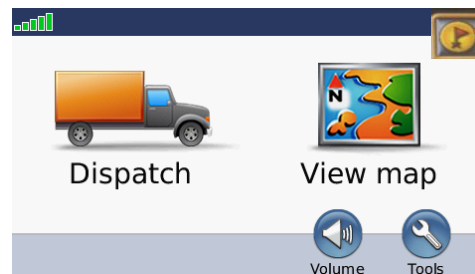
Status

- » Each status change is noted with a different color
- » Click view to see the complete detail of each job assignment
- » Each stop on a Route is shown as a separate Job entry.
- » The Garmin calculates an ETA when the driver accepts the Job

Dispatch Jobs | In-Vehicle Messages

Create Job | Filter Jobs | Remove Filters | Refresh Now

Copy	Delete	View	Job Name	Mobile	Location	Status	Created	Last Report	ETA
			Sample Customer	Truck 4 (No driver)	Sample Customer	Assigned	08/01/2011 1:07:50 PM EDT	08/01/2011 1:08:01 PM EDT	
			Customer Jones	Truck 4 (No driver)	A6	Assigned	08/01/2011 11:28:47 AM EDT	08/01/2011 11:28:58 AM EDT	
			Customer Jane Dough	Truck 4 (No driver)	A3	Assigned	08/01/2011 11:28:05 AM EDT	08/01/2011 11:28:16 AM EDT	
			Customer John Doe	Truck 4 (No driver)	A1	Assigned	08/01/2011 11:27:31 AM EDT	08/01/2011 11:27:44 AM EDT	
			Address 1	Truck 1 (No driver)	Address 1	Assigned	07/27/2011 2:11:52 PM EDT	07/27/2011 4:02:58 PM EDT	
			A. Atlanta Airport	Truck 4 (No driver)	Atlanta Airport	Cancelled	07/25/2011 3:12:06 PM EDT	07/25/2011 3:14:08 PM EDT	
			C. California Location	Truck 4 (No driver)	California Location	Cancelled	07/25/2011 3:12:06 PM EDT	07/25/2011 3:14:06 PM EDT	07/26/2011 11:01:02 PM EDT
			A. Market	Truck 1 (No driver)	A6	Pending	07/20/2011 1:27:48 PM EDT	07/20/2011 4:12:04 PM EDT	
			Sample Job	Truck 1 (Sample Driver)	A1	Assigned	08/01/2011 10:23:29 AM EDT		



Flag denotes that a New Job has arrived

Dispatch System Requirements

- 🎯 NexTraq Vehicle Tracker
 - » Must be VT Series NexTraq Device
 - › AT&T (GSM) or Verizon (CDMA)
 - » Must have Garmin interface adapter
- 🎯 Garmin FMI Supported Device
 - » Standard or Truck
 - » Latest updated firmware
- 🎯 Garmin Integration Cable
 - » Varies depending on Garmin model
 - › Standard
 - › Traffic



Platform / Device Support



- Robust GPS engine
- GSM/GPRS cellular radio
- Message log buffer
- Various Inputs/ Outputs
- Multiple Serial ports
- Configurable power save modes
- Over-the-air (OTA) serviceability
- Garmin® MDT support



- Robust GPS engine
- CDMA 1x cellular radio
- Message log buffer
- Various Inputs/ Outputs
- Multiple Serial ports
- Configurable power save modes
- Over-the-air (OTA) serviceability
- Garmin® MDT support

Data Is Critical to Effective Fleet Management

INTEGRATED WITH APPLICATIONS AND **BUSINESS PROCESSES**

- Increase and align work flow
- Reduce fuel costs
- Foster employee accountability
- Reward top performers
- Drive customer satisfaction



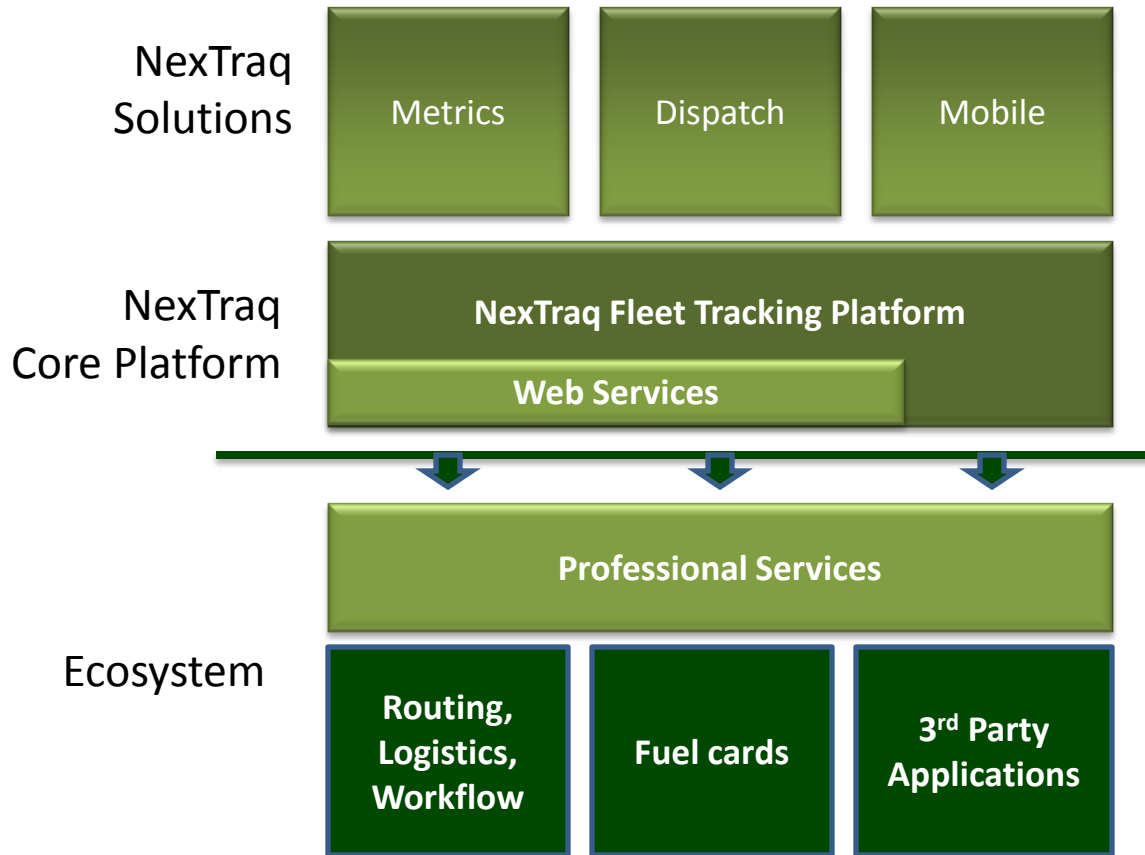
Fleet Management Sweet Spots

INCREASED PRODUCTIVITY IN EVERYDAY WORKFLOW



- Mobile asset location
- Management of field workers
- Monitoring fuel usage
- Dispatching the most effective asset
- Insurance benefits
- Social responsibility / sustainability

Industry Leading Ecosystem



VALUE AND IMPORTANCE OF OPEN STANDARDS

- Investment protection
- Flexibility
- Choice
- Efficiency
- Seamless interoperability
- Avoids single vendor lock-in

Real Benefits

ROI WITH NexTraq

“By keeping track of our vehicles, issuing speed alerts and monitoring the Idle Report, we have been able to reduce fuel costs by 20 percent.”

Larry Riedel, Operations Manager for EMC

“Quickly doing the math, we realized that we were saving tens of thousands of dollars just on the ‘stop/start’ report alone.”

Dion Calheta, Project Manager for Capeway Roofing Systems

“Because of the tracking functionality, driver behavior has changed, making our fleet more efficient. We have increased productivity by 25% with the Web Services integration”

Robert Noel, Special Project Manager for WMUA

“When we implemented the MARCUS GPS Fleet Management solution, unauthorized driver activity was virtually eliminated.

Hoss Oskouie, Vice President of Atlantic Limousine

Why NexTraq

Right Solution

- Most comprehensive fleet management solution
- Simplest integration
- Industry benchmark for intuitive solution and ease of deployment

Right Price

- Value leader offering the most robust functionality
- Highest performance/cost ratio

Easy to do business with

- Quick set up – minimal IT costs
- Proactive training program
- Rapid responsive to any issues through customer service and training