

GEO TAB

**Selling and Supporting
Productivity**

Four Growth Pillars



4 core pillars drive Geotab's ongoing innovation, which helps businesses make impactful improvements:

1. Driver Safety
2. Productivity
3. Compliance
4. Fleet Optimization

Productivity Pillar – Where to Find the ROI

- Quickest way to find ROI.
- Commonly found to be the first need in small to medium sized fleets.
- Payroll confirmation of hours worked.
- Customer activity, billing verification.
- Drive time vs. customer time.
- Asset utilization.
- Unauthorized time; long lunches, coffee breaks, home stops.
- Work related miles driven; unnecessary miles driven.
- Real time dispatch and nearest to functionality.

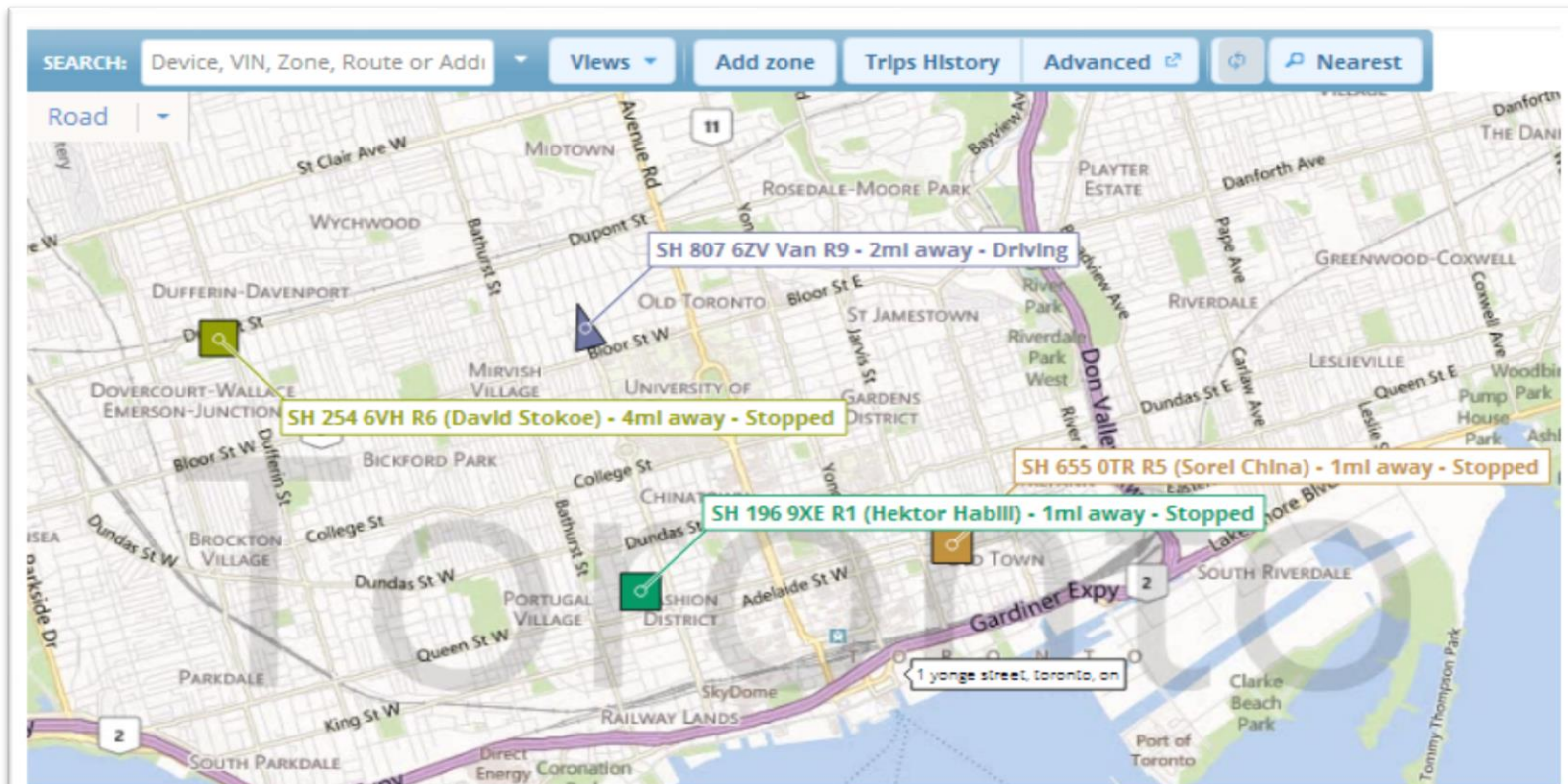
Productivity Pillar – Managing Time and Location is Key

Managing the below will assist with the assurance that productivity is being properly reported on.

- Real time location
- Accurate trip data
- Proper zone import
- Proper zone type organization
- Idling (whether they are focusing on it or not)
- Accurate time recording (usually at specific zone types)
- Accurate mileage recording
- Work hours

Productivity Pillar – Real Time Dispatch

- Real time visibility of vehicle location.
- In relation to important addresses for quick communication.
- Questions answered immediately; where are my assets and what are they doing?
- For added functionality the Garmin integration is a benefit for real time communication.

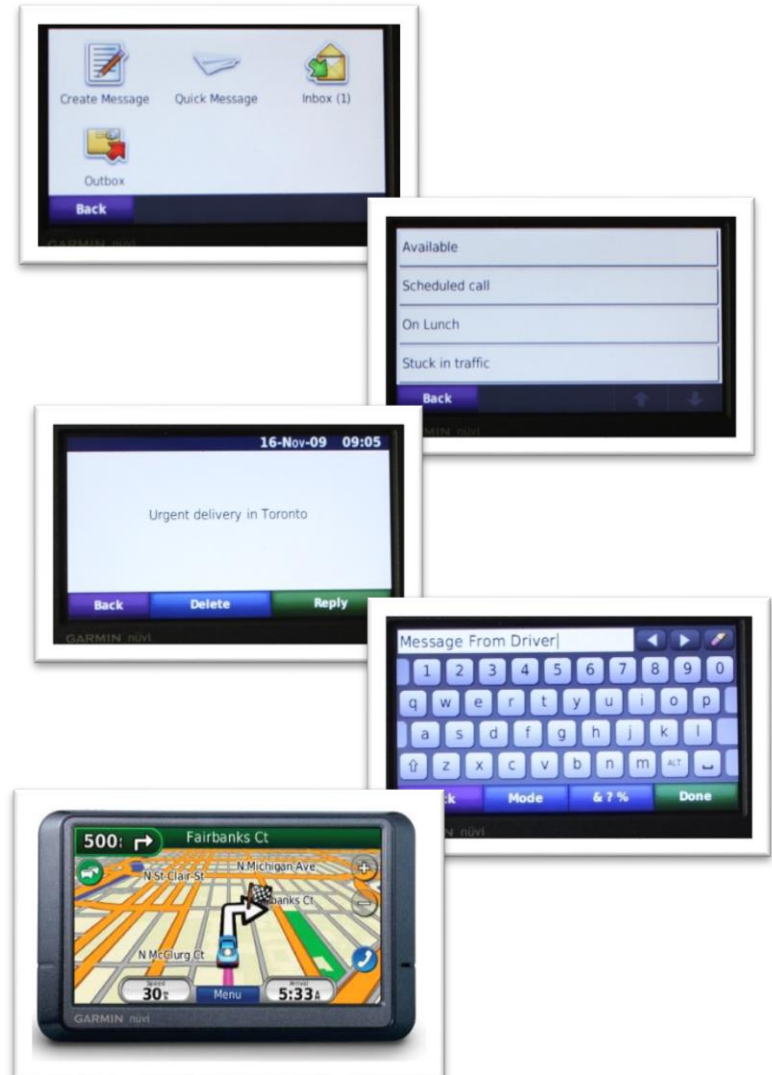


Productivity Pillar – Garmin Real Time Dispatch Add On

Optional Garmin Connection with IOX

- Real time interaction with Drivers

- Notifications to driver.
- Driver status/availability change known by dispatch.
- Dispatch driver to address/route easily.
- Typed requests can be followed up with canned responses.
- Navigation



Productivity Pillar – Driver ID Add On

Driver ID for GO6 is Now Available.

- Near Field Communications to deliver simple Driver Identification needs.
- Allows for the reporting to be available by driver name as well as asset name.
- Commonly used when different drivers drive different vehicles every day.

IOX-NFC

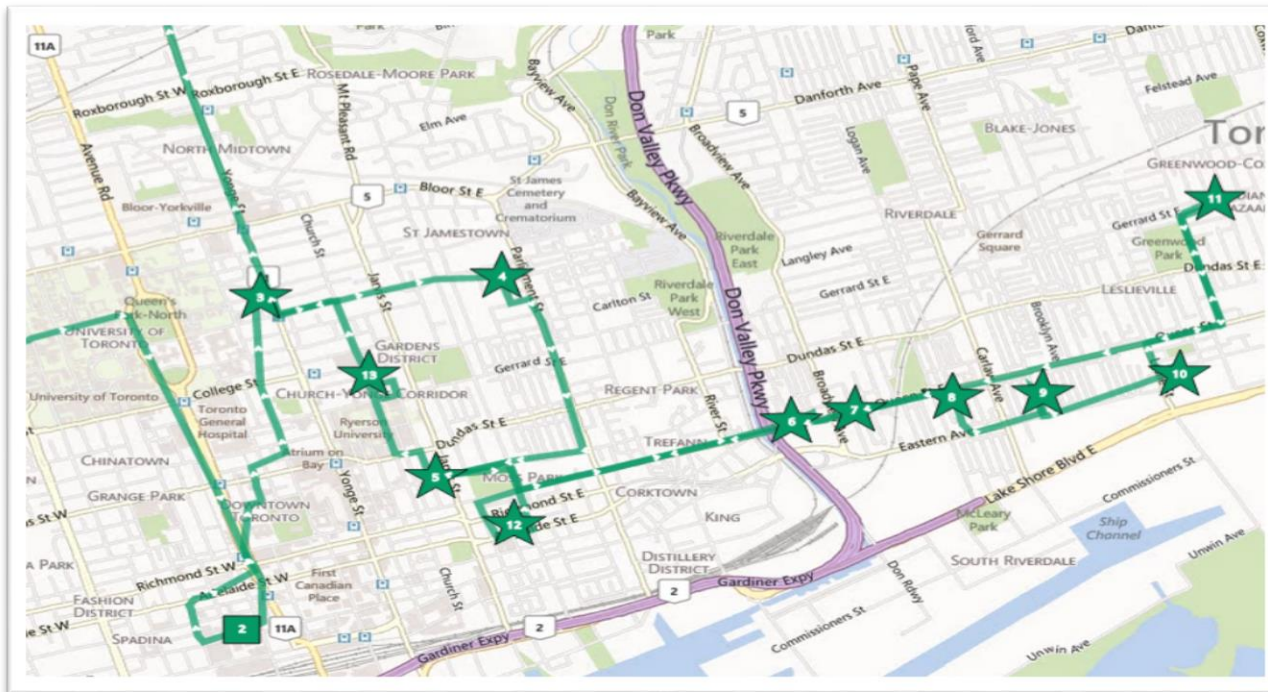


GEO-NFCFOBBLU



Productivity Pillar – Accurate Trip Recording

- Events based recording provides a true bread crumb trail.
- Records trips starts and stops.
- Records turns, accelerations and deceleration
- Precisely captures detours and slow speeds.
- Accurate GPS mileage.
- Never any need to increase 'log rate' (no overages price list).
- High value GPS breadcrumb with a low MB overhead.
- Accurate route auditing for driving efficiencies to save mileage.



Productivity Pillar – Summary Reporting

- Miles driven by customer.
- Asset utilization.
- Idling as a percentage of total engine time.
- Customer time vs. drive time.

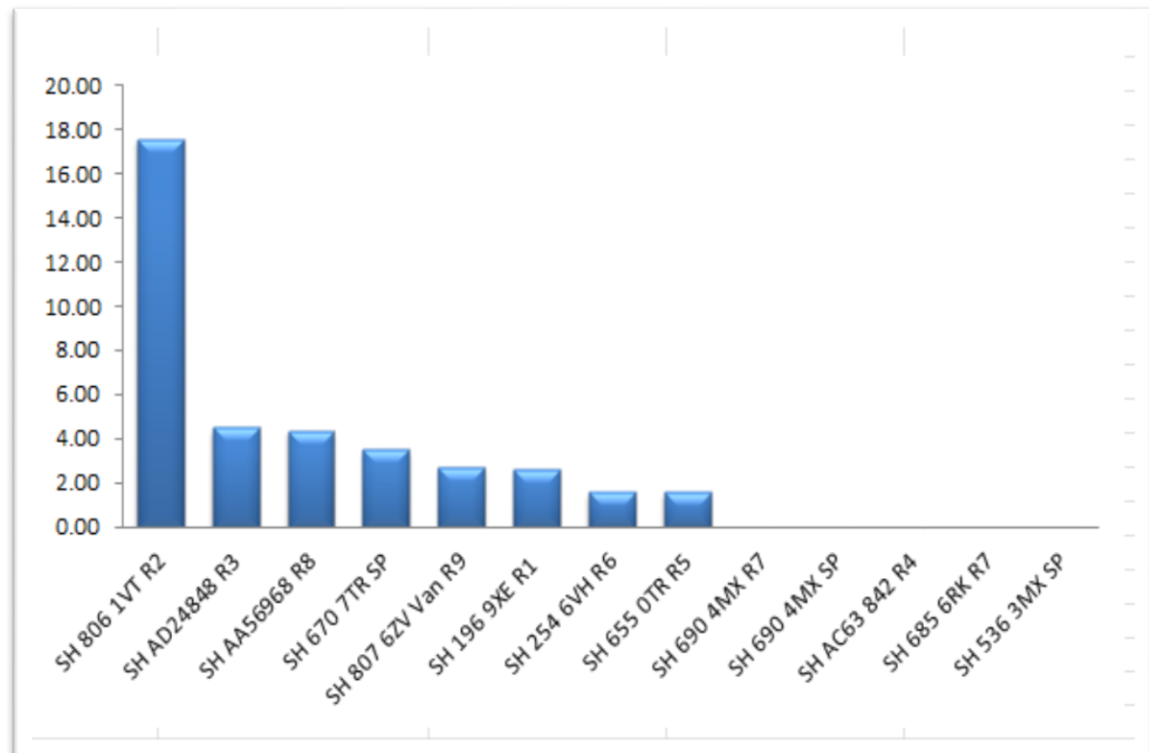
GEOTAB									
Trips Summary									
From	Jun 01, 2013								
To	Jun 30, 2013								
Distance Unit	miles								
Name	Sum of CustomerDuration	Sum of CustomerStopCount	Sum of NonCustomerDuration	Sum of DrivingDuration	Sum of HomeDuration	Sum of IdlingDuration	Sum of Distance	Max Speed	
H AA56968 R8	43:05	219	22:28	74:21	0:00	8:13	1476.46	68	
H AD24848 R3	27:30	103	51:59	60:00	0:00	6:41	1301.54	66	
H 670 7TR SP	13:15	37	68:26	48:30	0:00	3:48	1224.30	65	
H 196 9XE R1	44:29	222	100:34	89:16	0:00	4:34	1146.76	64	
H 655 0TR R5	55:46	278	17:44	83:44	0:00	5:37	945.54	64	
H 254 6VH R6	64:03	288	5:58	76:58	0:00	3:36	931.10	64	
H AC63 842 R4	6:51	21	29:18	33:30	0:00	3:16	878.25	66	
H 806 1VT R2	30:15	110	12:56	46:03	0:00	3:29	869.19	66	
H 807 6ZV Van R9	7:57	61	12:39	40:26	0:00	2:50	577.96	72	
H 536 3MX SP	0:00	0	0:00	0:00	0:00	0:00	0.00	0	
H 690 4MX SP	0:00	0	0:00	0:00	0:00	0:00	0.00	0	
H 685 6RK R7	0:00	0	0:00	0:00	0:00	0:00	0.00	0	
H 690 4MX R7	0:00	0	719:59	0:00	0:00	0:00	0.00	0	
Grand Total	293:15	1339	1042:05	552:53	0:00	42:08	9351.10	72	

Productivity Pillar - Reporting

Examples of Productivity type reports

- Real time mapping
- Nearest to functionality
- Trips detail
- Trips summary
- Time card
- Drivers congregation
- Customer visits
- Exceptions report (choosing the productivity rules)
- Even Risk Management with it's stop counts and miles driven.

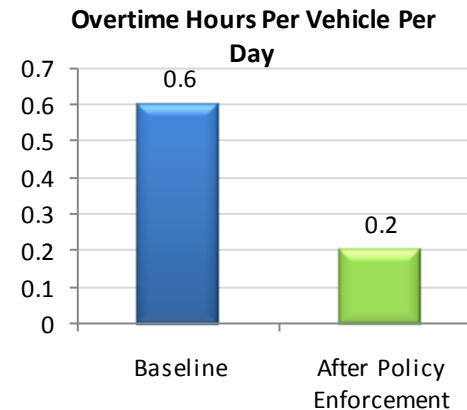
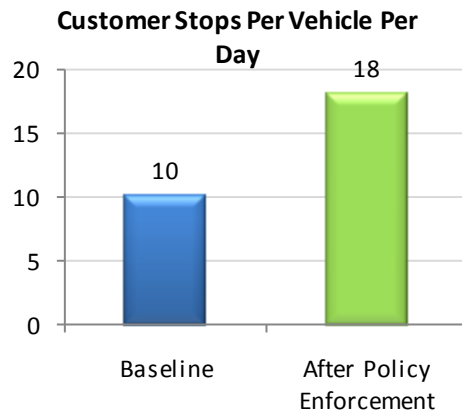
Miles Driven Per Stop



Productivity Pillar – Reporting

Managing Driver/Employee Time

- Benchmarking trip information can give insight into overall driver productivity as well as the cost associated with it.



Productivity Pillar – Supporting

Defining Rules

- Understand your customers needs and day to day work activities.
- Simply apply rules based on their needs.
- Rules are largely time based.
- Must have proper zones/zone types and work hours entered.
- Suggested report is Risk Management to show stops by miles driven.

The screenshot displays the 'PRODUCTIVITY' configuration page in the Geotab interface. It features a list of seven rules, each with an 'On' or 'Off' toggle, a title, a description, and an 'Edit' button. The 'Idling' rule is currently set to 'On' and has a 'LONGER THAN' value of 5 minutes. The other rules are currently set to 'Off'.

Rule Name	Status	Description	Default Value
Idling	On	This rule identifies preventable idling. In addition to reducing wasted gas and cutting greenhouse emissions, idling is often associated unproductive drivers. The default allowed idle duration is 5 minutes.	5 minutes
Late Arrival	Off	This rule identifies late arriving at "Office" type zones. Set the times between which late arrival triggers here Edit Late Arrival Hours . The default is 9:30 to 10:30.	9:30 to 10:30
Early Leave	Off	This rule identifies early departures from "Office" type zones. Set the times between which early departure triggers here Edit Early Leave Hours . The default is 16:00 to 16:45.	16:00 to 16:45
Unauthorized Home Stops	Off	This rule identifies stops at "Home" type zones during the the vehicles work hours. Edit Work Hours .	-
Too Much Office Time	Off	This rule identifies long stops at "Office" type zones during working hours. Edit Work Hours . The default maximum stop time is 90 minutes.	90 minutes
Long Lunch	Off	This rule identifies vehicles that take a long lunch break Edit Lunch Hours . The default disallowed times are between the hours of 11:00 and 14:00 and stops that last longer than 60 minutes.	11:00 and 14:00, > 60 minutes
Long Stops During Work Hours	Off	This rule identifies long stops during the regular work hours of the vehicle Edit Work Hours . The default is to limit stops to 60 minutes.	60 minutes

Productivity Pillar - Supporting

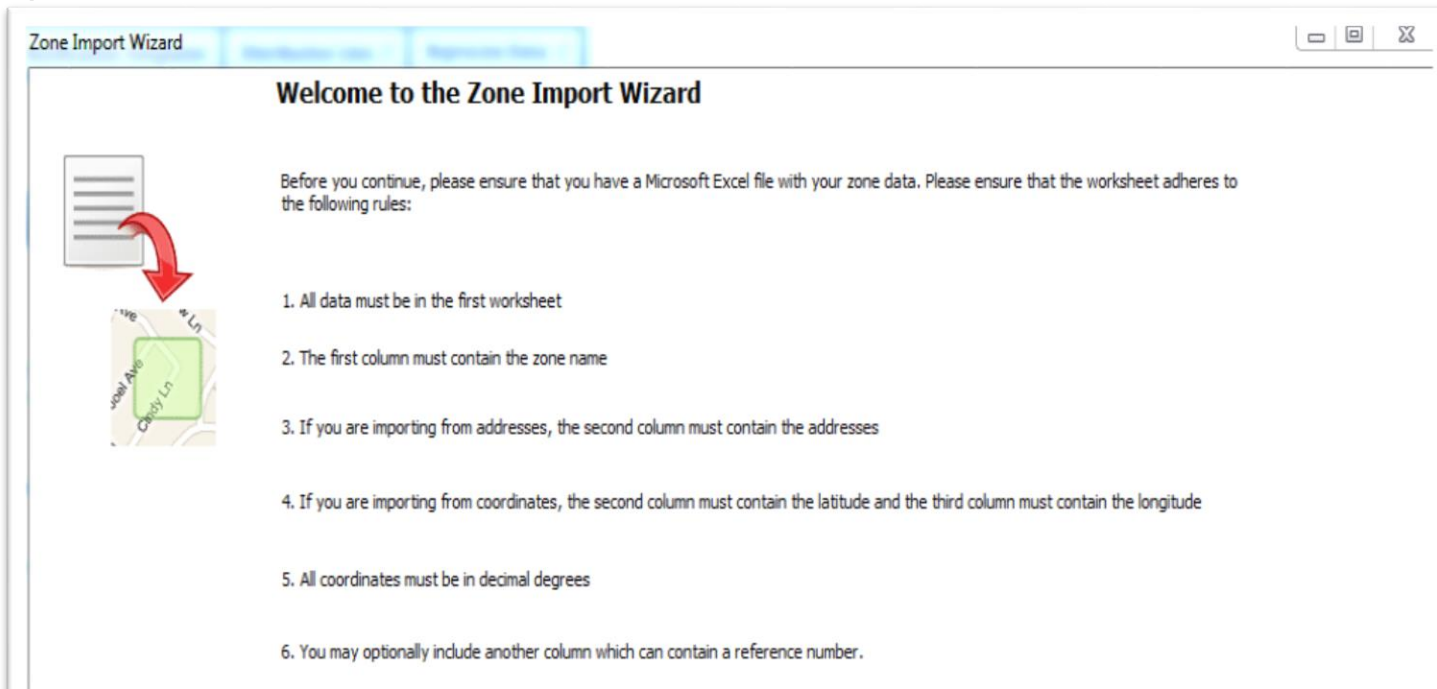
Entering Zones can be vital to proper Productivity reporting.

3 ways to enter zones.

- 1) Easy import wizard for many zones.
- 2) Find address on a map and left click to Add Zone.
- 3) Find address on map and click add zone and draw a zone around the area.

When drawn on map zones can be any size or shape.

When imported they are automatically a square. This square can be edited in shape and size.



Productivity Pillar - Supporting

Work Hours can also be vital to Productivity reporting.

- Necessary for the rules to be applied.
- Necessary for the time card report.
- Necessary for after hours driving.
- Can be as simple as adjusting the Standard Hours.
- Can also have the ability to create many different work hours if needed.

Name:	<input type="text" value="Standard Hours"/>
Holiday Group ID:	<input type="text" value="1"/>
Monday	08:00:00 - 17:00:00
Tuesday	08:00:00 - 17:00:00
Wednesday	08:00:00 - 17:00:00
Thursday	08:00:00 - 17:00:00
Friday	08:00:00 - 17:00:00