



SKYHAWK
TELEMATICS

TURN DATA INTO DECISIONS



Green Your Fleet! Workshop

June 1st, 2018

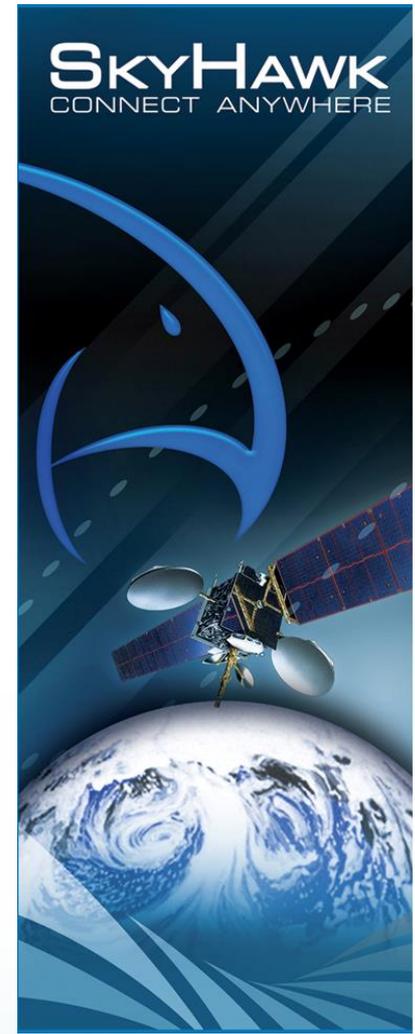
Mark J. Gillingham

Vice President

mark@skyhawk.co

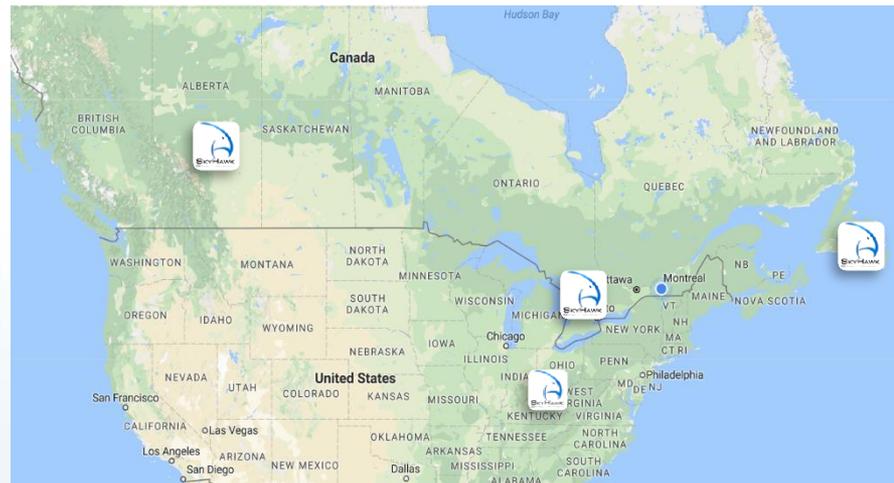
Presentation Overview

- Company Profile
- Market Overview
- Value Proposition
- Green Your Fleet
- System Features
- Keys to a Successful Deployment



Company Profile

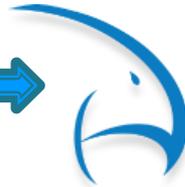
- Incorporated June 2003
- Experts in Fleet Telematics & Asset Monitoring
- Sales – USA & Canada



Our Core Markets – GPS Fleet & Asset Management



Government Public Works



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Utilities & Services



Construction

Client Profile



Hamilton



Delaware Department
of Transportation



Telematics Market

- Global telematics markets worth \$140 Billion by 2022
- CAGR ~ 28.5%

Global Commercial Telematics Market By Application

SOLUTIONS



SERVICES



Solutions
To be highest revenue
generating segment by 2020

Global Commercial Telematics Market By Geography

North America

To Be Highest Revenue
Generating Geography
By 2020



Global Commercial Telematics Market Dynamics

Drivers:

- 24*7 Connectivity solution
- Government rules and regulations
- Vehicle diagnostics and maintenance
- Superior driving experience
- Alert systems
- Safety & security
- Insurance sector
- Multiple connectivity solution type
- Electric vehicle

Restraints:

- Hacking
- Additional expenditure
- Non availability of uninterrupted & seamless connectivity
- Lack of awareness



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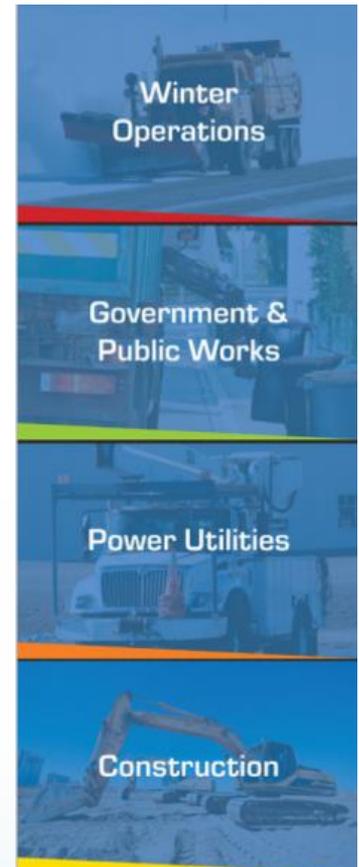
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Value Proposition



Value Proposition

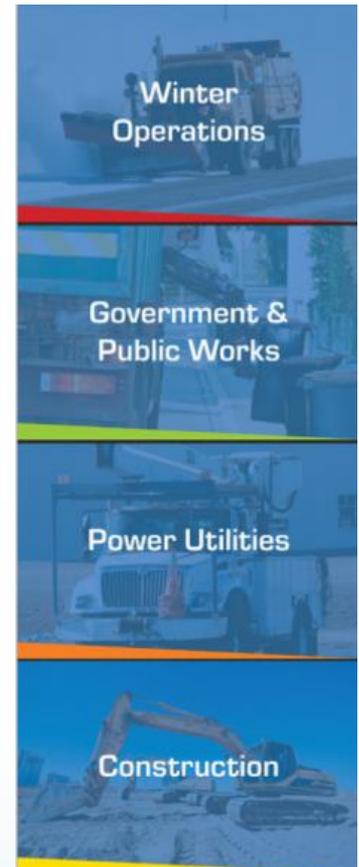
- Enhanced Organizational Safety
 - Driver behavior
 - Vehicle operations
 - Communication
- Improved Operational Efficiency
 - Utilization / Non-productive idle
 - Maintenance
 - Driver / Worker productivity
 - Incident investigations / Insurance



Green Your Fleet

Areas of Focus

- Fleet right sizing
- Fuel improvements
 - Non-productive idle
 - Speeding reduction
 - Optimized routes / dispatch
- Electric, hybrid, CNG, propane vehicles
- Environmental governance
 - Green / Carbon Footprint reports
 - Training initiatives





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System Features

- Cloud based monitoring solution
- Managerial reports, analytics & alerts
- Latest communication technology
- Mixed fleet support (Heavy & light duty + off-road + assets)
- Maintenance management
- Dash cameras
- In-vehicle devices / applications
- Software application integration
- One bill - fixed monthly pricing



Keys to a Successful Deployment

- Well defined requirements & specifications
- Dedicated internal champion(s)
- System reliability
- Reputable & experienced solution provider
- Professional services
- Pilot system / phased deployments
- Simplified billing model



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Thank You!

Questions

www.SkyHawkTelematics.com