



Fleet
Electrification

Electrified. Fleet Ready™



Driving Sustainability Through Telematics

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Simple. Smart. Sustainable.

2018: Data Rules Business



McKinsey & Company
McKinsey Analytics

Our Insights

How We Help Clients

Our People

Contact Us



Interview
April 2016

How companies are using big data and analytics



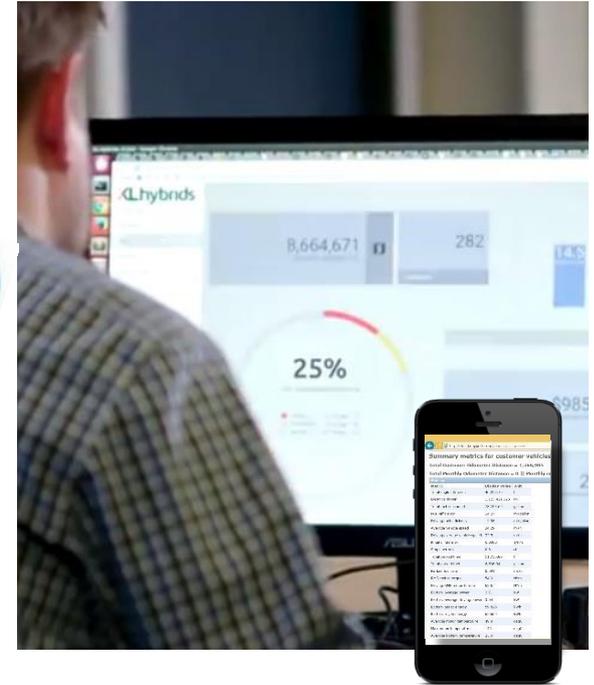
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Telematics: Fleet Management



- Dispatching
- GPS tracking
- Driving behavior
- Safety
- Shift efficiency
- Maintenance scheduling
- Cost control
- Much more!

XL Telematics: Sustainability Management



Historical Reporting (Fleet Managers)

- Operational metrics
- MPG and sustainability reports

Real-Time Monitoring (Service Team)

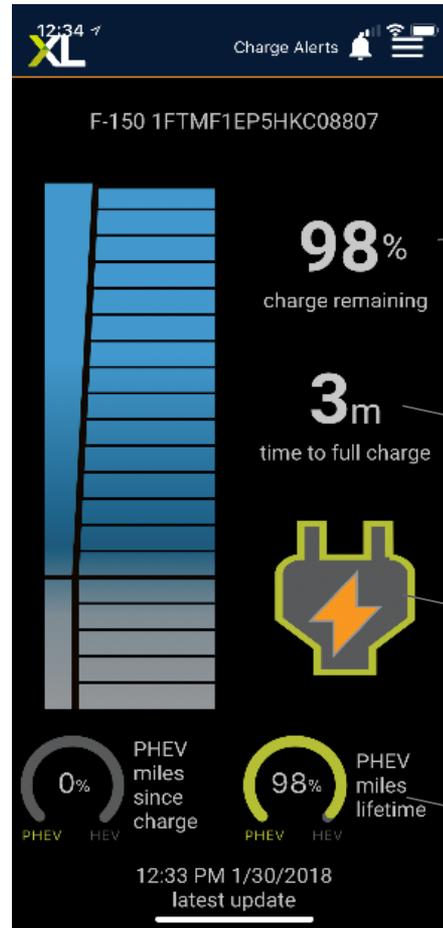
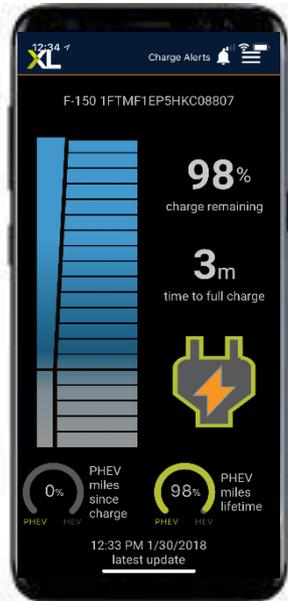
- P/HEV service alerts
- P/HEV diagnostics

Vehicle Charging (Drivers, Managers)

- Track behavior by VIN
- Can prompt drivers to plug in when needed

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XL Plug-In App for Fleet Drivers



Charge remaining

Time to full charge

Is vehicle plugged in?

Lifetime PHEV miles

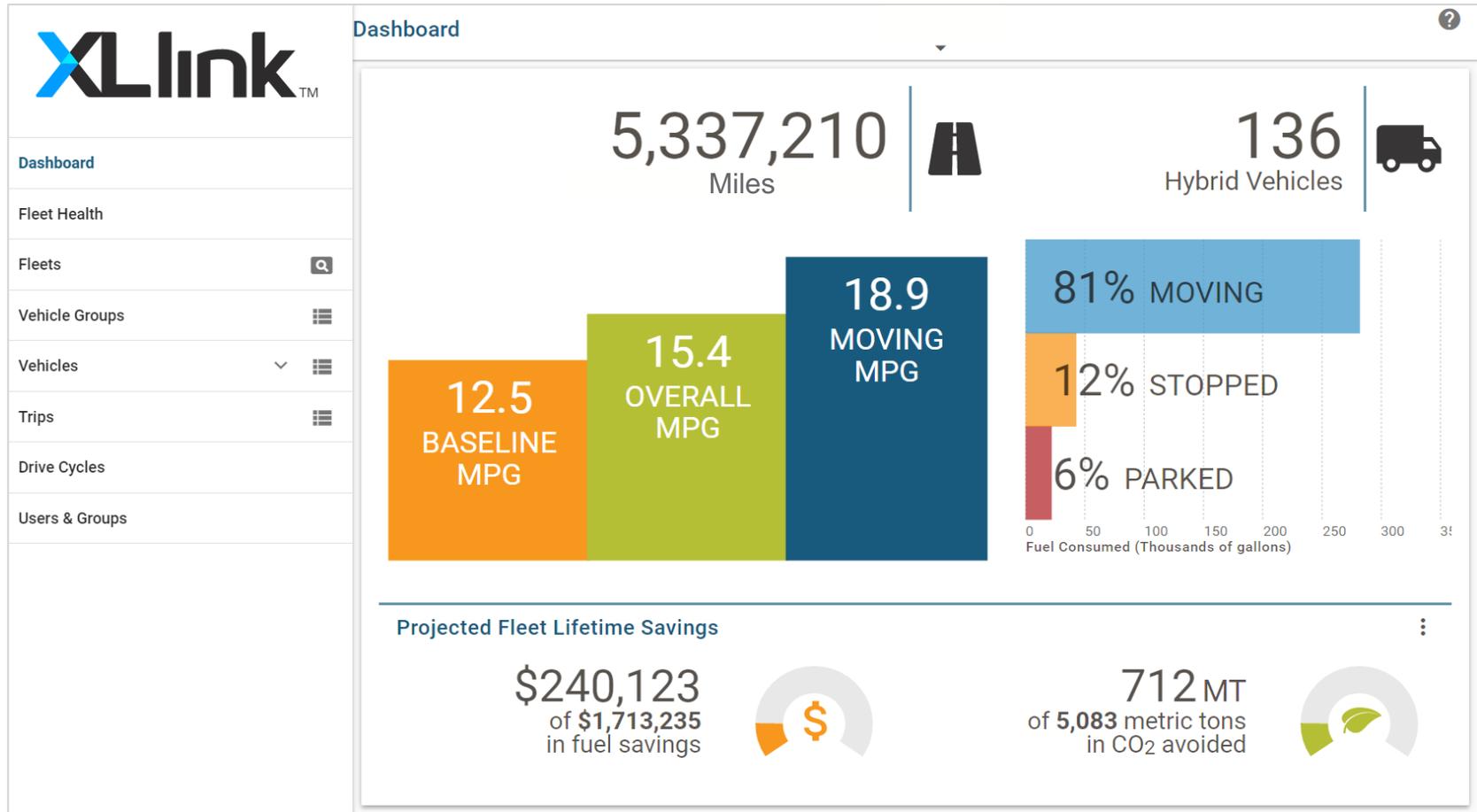


The app keeps drivers of XL plug-in trucks informed

...plus charging reminders for drivers!

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Case Study: MPG Performance (136 vehicles)



Setting Goals for Fleet Sustainability Success



- Set your baselines (determine current MPGs)
- Understand (or establish) organizational goals
- Translate goals into a fleet action plan to increase MPG
- Use telematics to monitor and improve vehicle performance
- Celebrate and communicate your success!



65 Million Miles, 99.9% Vehicle Uptime



PepsiCo



San Diego Gas & Electric



DTE Energy



FedEx



Verizon



Careful Bus NYC



City of Seattle



CPS Energy



AmeriPride



Coca-Cola



Yale University



New York City
Parks & Recreation

And many more fleet customers...

Simple. Smart. Sustainable.

Thank you!



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