This is a familiarization primer for your team to use to get started. Once you drive your vehicles and have some data built into your system the training by one of our on boarding specialists will be more meaningful. We will facilitate setting that up for you at your convenience.

#### Live Fleet view

• When we log in we are taken directly to the Live Fleet view

azūga FLEET							Labs
LIVE REW/	ARDS DASHBO/	ARD REPORTS	MAINTENANCE JOBS A	ADMIN DEVEL	OPER		
Refresh	40 Second	(s) 🔻					· · · · ⊨ · · · · · · · · · · · · · · ·
earch :		🔎 on : Vehicle 🗸	• 🖬 🖹			Show 100 - entries	+ Map Satellite E Weather MANITOBA
EHICLE	DRIVER	DATE 🔶	ADDRESS	LATEST ACTIVITY	SPEED	STOP TIME	COLUMBIA SASKATCHEWAN
10461535	6010461535	Dec-21-2017, 09:45 AM PST	[ Manteca Office ] - 1808 Winchester Dr, Manteca, CA 95336, USA	Ignition Off	0 MPH	11h 19m 41s	ONTARI
50263059	Greg Kohlbeck	Dec-21-2017, 11:40 AM CST	[ Savage Home ] - 13635-13699 Louisiana Ave, Savage, MN 55378, USA	Ignition Off	0 MPH	1h 8m 47s	
argaux's Mobile	Will Erdman	Dec-21-2017, 12:40 PM EST	2038 Clark Ave, Raleigh, NC 27605, USA	Ignition Off	0 MPH	7m 54s	WASHINGTON MONTANA DAKOTA
seph Lynch - (SER	Joseph Lynch	Dec-21-2017, 12:36 PM EST	169 N St John Rd, Highland, MI 48357, USA	Ignition Off	0 MPH	3h 16m 37s	OREGON IDAHO WYOUNG
/ Nichols	Doug Ploughman	Dec-21-2017, 12:33 PM EST	4301 Lawndale Dr, Greensboro, NC 27455, USA	Ignition Off	0 MPH	3h 19m 16s	NEBRASKA IOWA Chicago ILLINOIS
11561427		Dec-21-2017, 12:27 PM EST	[ DANLAW INC ] - 41129 Jo Dr, Novi, MI 48375, USA	Ignition Off	0 MPH	1h 21m 40s	NEVADA United States INDIAN San Francoo UTAH COLORADO KANSAS MISSOURI
63063010	Chandra Deval	Dec-21-2017, 11:23 AM CST	9336 Avalon Path, Inver Grove Heights, MN 55077, USA	Ignition Off	0 MPH	11h 20m 56s	CALIFORNIA OLAS Vegas OKLAHOMA TENNESS
att 2		Dec-21-2017, 12:21 PM EST	6258-6298 Blue Heron Ct, Ann Arbor, MI 48108, USA	Ignition Off	0 MPH	19h 3m 37s	Los Angeles ARIZONA San Diego NEW MEXICO Dallas MISSISSIPPI
21763176	5121763176	Dec-21-2017, 09:20 AM PST	329-335 Mission Ridge Dr, Manteca, CA 95337, USA	Ignition Off	0 MPH	28m 9s	TEX TO Driver Paired
Handa Odurcau	Ananth Dani	Dec-21-2017,	[AR Domum Dulce] - 5448-5450	Instition Off	0 MDH	20m E.C.	Houston

- The Live Fleet view is a simple view of your vehicle's divided into two parts
  - o The lefts side shows the most recent events for your vehicles
  - O The right side show you vehicles on a map
- The map on the right size is a self-sizing map. That means that it will expand or contract to show all of your vehicles regardless of where they are. If you had some in California and some in New York you would see the entire US map.
- Let's take a look at the Live Events on the left size.
- < Unlike others, say something there>
- <If you were forced to skip the slide deck and had to jump to this demo, say a little bit about how big we are to establish credibility, which would otherwise have been established in the first slide>
- For now we are going to focus on the vehicle with the name **Ironman All Features.** This is actually a dummy vehicle that has data played back all the time to reflect as much functionality as Azuga has, but it's always a work in progress as the product team keeps releasing new features. Sometimes, Ironman maybe behind our product releases. Engineering is trying to give it first class treatment so that it is always available, and up to date, starting July 15 2018.

- O On live maps, under the Date column we see the date and time of the last report
- 0 Next to that we see the location of the last report
- o And then the status. This shows that the vehicle is currently stopped
  - When a vehicle's ignition is off it will still show a location every 4 hours. This can be adjusted to every hour.
  - Once the ignition is turned on it will immediately send a location with a report that the ignition has been turned on.

#### Reports

	- 1										
LIVE	REWARDS	DASHBOARD	REPORTS	5 ADMIN							
	<b>F</b> Breadcrumb	YA Trips	+ Summary	Geofences	<b>Speeding</b>	Stops	idling	Diagnostics	Alerts	5tate Mileage	55 Posted Speed
Bre	adcrumb R	eport									
See J	point-by-point pla	yback of a vehic	le's location an	d activities like	Ignition On/Off,	Hard Braking, Sp	eeding and Fueli	ing events.			
From	n	То									
12/	21/2017 12:00AI	M 12/21	/2017 11:59P	N							
Choo	ose vehicle to incl	ude in report									
71	10261160			_							
	10501100			-							
Ge	nerate Report										
											F

There are a variety of easy to read reports that allow you to see a summary of the operations along with the details.

- < Unlike others, say something here. Example. Our customers tell us that our app is intuitive and easy to use. Would love to hear your opinion if you've seen others or are using something now>
- <If you were forced to skip the usual slide deck and had to jump straight into this demo, say a little bit about how we are different. We have a team that generates custom reports and delivers it to your Inbox. We offer this premium service free of charge, unlike our competitors>

- Breadcrumb
  - This is the virtual ride along. It is almost like being in the vehicle with the driver
- Trips
  - o Provides information on each trip
- Summary
  - This is a great report. It provide you with a summary of data over a day or a month. Easy to read and allows you to quickly identify areas that might need your attention
- Geofence
  - Entry, exit and time spent within a geofence (job or customer location)
  - Or notification of vehicle locations at places you would rather not have your vehicle and name associated with (Men's Clubs).
- Speeding, Stop Times, and Idling
  - Our OBDII solution is the most accurate on the market.
- Distracted driving
  - If you use our Azuga Fleet Mobile app, we can capture texting, talking while driving and report it for you. As you know distracted driving is a national epidemic. And lawsuits are getting bigger. And businesses get hit harder because everyone believes you have deeper pockets!
- Diagnostics
  - Proactive attention to the most serious ones can save you thousands of dollars a year
- State Miles
  - Really simple to determine how many miles each vehicle had traveled by state
  - Especially help when it comes to road taxes
  - Never get overcharged again
- WWW Who Was Where
  - Enter a location, date and time and see who was there or who was not. Helpful if you ever have a dispute or want to reconstruct a potential accident claim.
- Posted Speed Limits
  - One of our partner add on functions
  - Avoid your vehicles from speeding in school zones. That really gets people angry and they remember who they saw do it.
- Scheduled Reports
  - Schedule when and what reports you want and to whom.
  - Quick review with a nice hot cup of coffee

# Breadcrumb/Virtual Ride-Along

- I mentioned the Virtual Ride-Along where you are in the vehicle with the driver
- I will show you what I mean
- Let's take a closer look at the vehicle named Scott Hon CR-V. All you have to do is click

on the name and we will see all of the activity for the day up to this moment.

azūg FLEB	sa T									Labs
LIVE	REWARDS	DASHBOARD	REPORTS M	AINTENANC	e Jobs	ADMIN DEVELOPER				
Back	Breadcrumb	View 🚘 Iroi	nman All Featur	es 🔒 De	mo < Fr	om Dec-20-2017, 09:00 P	M AKST to Dec-21-2017	7, 08:59 PM AKST	Custom Da	tes
Search	:	2	on : All	- 🕅	•		Show 500 💌 entries	+ Map Satelli	te Weather	W Parker Rd
z 🔶	DRIVER	DATE	EVENT	SPEED	POSTED SPEED	ADDRESS	ASSE			W Park Blvd
∎1		Dec-21-2017, 10:41 AM CST	Ignition On	0 MPH	35 MPH	6300-6318 McCallum Blvd USA	, Dallas, TX 75248,	and the state		239
<b>2</b> 2		Dec-21-2017, 10:42 AM CST	Occupants: Ben Williams			6300-6318 McCallum Blvd USA	, Dallas, TX 75248,	President Ge	orge Bush Tumpik	e W Piano Pkwy W Piano Pkwy
₹3		Dec-21-2017, 10:43 AM CST	Fuel Decreased (70%)			6300-6318 McCallum Blvd USA	, Dallas, TX 75248,		Frankford Rd	Adventure
∎4		Dec-21-2017, 10:44 AM CST	Low Fuel		35 MPH	6300-6318 McCallum Blvd USA	, Dallas, TX 75248,	D LA		Landing Dallas
<b>y</b> 5		Dec-21-2017, 10:45 AM CST	GPS Tracking	47 MPH	30 MPH	7760 McCallum Blvd, Dalla	as, TX 75252, USA	Midwa		Simpbell Rd O WOampbell Rd O So Oo
₽6		Dec-21-2017, 10:46 AM CST	Occupants: Ben Williams, Bob Bryan, Mike Bryan, Mark Smith			16337-16499 N Coit Rd, Ri USA	chardson, TX 75080,	Pu and Pu	Idison	FAR NORTH DALLAS Bet Line Rd W Bet Line Rd W Bet Line Rd Richardson
7		Dec-21-2017, 10:47 AM CST	GPS Tracking	70 MPH	40 MPH	1095-1127 W Campbell Rc 75080, USA	l, Richardson, TX	Vitruvian Park	• Spring	Valley Rd
<b>₽</b> 8		Dec-21-2017, 10:48 AM CST	Idling Started			583-589 W Campbell Rd, F USA	Richardson, TX 75080,	alley View In	635	Alpha Rd Oir Rd
₽9		Dec-21-2017, 10:49 AM CST	Idling			583-589 W Campbell Rd, F USA	Richardson, TX 75080,	635 Midway	Dallas N	
<b>2</b> 10		Dec-21-2017, 10:50 AM CST	Idling			583-589 W Campbell Rd, F USA	Richardson, TX 75080,	Forest Ln	orthaven Rd	Forest Ln (75) 035 NORTH DALLAS 0 g
		Dec-21-2017.				583-589 W Campbell Rd. F	Richardson, TX 75080.		2 3	

• This is called the Breadcrumb View. Just like a breadcrumb it shows you where the vehicle was plus what it was doing both in a text report event by event and on the map.

AZU	sa T							Labs		Welcome A
LIVE	REWARDS DASHBOARD	REPORTS M	AINTENANC	e jobs	ADMIN DEVELOPER					<b>~</b> 1
Back	Breadcrumb View 🔒 Iron	nman All Featur	es 🔒 De	mo < I	From Dec-20-2017, 09:00 PM	/I AKST to Dec-21-201	7, 08:59 PM AKST Custor	n Dates		
Search	<u>ې</u>	on : All	-	<b>%</b>	]	Show 500 - entries	+ Map Satellite Wea	her	15. Route	TIBI
2	DRIVER 🔶 DATE		SPEED	POSTED SPEED	ADDRESS			Soldway	Drive F	-S Sherman St
<b>₽</b> 1	Dec-21-2017, 10:41 AM CST	Ignition On	0 MPH	35 MPH	6300-6318 McCallum Blvd, USA	Dallas, TX 75248,		pig	Drive C	tä
<b>2</b> 2	Dec-21-2017, 10:42 AM CST	Occupants: Ben Williams			6300-6318 McCallum Blvd, USA	Dallas, TX 75248,		1	Drive G	Floyd Cir A
<b>₽</b> 3	Dec-21-2017, 10:43 AM CST	Fuel Decreased (70%)			6300-6318 McCallum Blvd, USA	Dallas, TX 75248,		Drive	Drive H	
∎4	Dec-21-2017, 10:44 AM CST	Low Fuel		35 MPH	6300-6318 McCallum Blvd, USA	Dallas, TX 75248,		Drive T	Drive J	
₹5	Dec-21-2017, 10:45 AM CST	GPS Tracking	47 MPH	30 MPH	7760 McCallum Blvd, Dalla	s, TX 75252, USA	Enny Constant	Drive Q	Driveo	
<b>₽</b> 6	Dec-21-2017, 10:46 AM CST	Occupants: Ben Williams, Bob Bryan, Mike Bryan, Mark Smith			16337-16499 N Coit Rd, Ric USA	hardson, TX 75080,		Drive N	Drive Z-	
7	Dec-21-2017, 10:47 AM CST	GPS Tracking	70 MPH	40 MPH	1095-1127 W Campbell Rd, 75080, USA	Richardson, TX	er Rd		Interes	
₹8	Dec-21-2017, 10:48 AM CST	Idling Started			583-589 W Campbell Rd, Ri USA	chardson, TX 75080,	iner.Dr	Bunche Dr	184 State 635 Ser	
₹9	Dec-21-2017, 10:49 AM CST	Idling			583-589 W Campbell Rd, Ri USA	chardson, TX 75080,	k j	Glen Regal Dr		ICE Rd
<b>₽</b> 10	Dec-21-2017, 10:50 AM CST	Idling			583-589 W Campbell Rd, Ri USA	chardson, TX 75080,	LAR E	Campanella Dr		
<b>2</b> 11	Dec-21-2017, 10:51 AM CST	Idling			583-589 W Campbell Rd, Ri USA	chardson, TX 75080,		Cowns St	Markvillen	Venlage p
<b>₽</b> 12	Dec-21-2017, 10:52 AM CST	Idling			583-589 W Campbell Rd, Ri USA	chardson, TX 75080,		TIBNO		01110
<b>v</b> 13	Dec-21-2017, 10:53 AM CST	Idling			583-589 W Campbell Rd, Ri USA	chardson, TX 75080,	Va Dr	o D-		56 84
<b>v</b> 14	Dec-21-2017, 10:54 AM CST	Idling			583-589 W Campbell Rd, Ri USA	chardson, TX 75080,	Gal Bella oblitza	00 00 00 00 00		28 112
∎15	Dec-21-2017, 10:55 AM CST	Idling			583-589 W Campbell Rd, Ri USA	chardson, TX 75080,		Google Directions	<b>F3</b>	140 mm
•			1.	1		•				

- Looks like there's some driving behavior we want to take note of see that 'Hard Braking' and 'Sudden Acceleration' and 'Speed Exceeded' points. Hard Braking and Sudden acceleration is an indication of driver behavior and that's risk for the driver and risk for the business (insurance). This is easy for us to do for Azuga since we talk to the engine every second and we have team members who've worked at GM and Ford we think of ourselves as next-gen GPS or beyond GPS
- Hard braking is defined as a drop of 8 mph in one second. We have all tested this in our own vehicles and it really is hard braking. If you have something on your back seat it actually hits the back of the front seats. This is the same calculations that the insurance companies use to determine dangerous driving habits.
- Sudden acceleration is also defined by an increase in speed of over 8 mph in one second.
- Driver safety really should be your number one concern. If you of your employees gets into an accident it causes a whole slew of unfortunate events that impacts not only the company by the employees family. The questions you need to ask your employees is this: "if you were hurt in an accident and out of work for several week what would happen to your family?" (once you say this you need to not say another word for at least 4 seconds so it can sink in).
- We are one of the few companies that can not only provide driver behavior but it is also the most accurate because we are pulling it directly from the vehicle rather than doing it through GPS location calculations.
- You'll notice a few events related to 'Occupants'. This can be done by using Bluetooth beacons credit card sized things with a 3 year battery life that drivers carry. The beacon pairs up with the OBD device and matches 'John Smith' with Device Serial number 1 which in turn is mapped to the Ford F 150 vehicle.
- Let's take a look at a few more events...
- When the ignition is off it still sends a location every 4 hours just to let you know that it is alive and well.
- Once the ignition is turned on you will see an Ignition On event.
- Let's go to the satellite view and zoom in on this event so we can see exactly where it occurred.
- To better view this one the map just click on the even here and it will focus on that event on the map to the right.
- GPS technology has come a long way and we use the most accurate GPS chips on the market and that are allowed by the government. Years ago you were limited to about 150' of accuracy. Now you can get within a few feet.
- Here is an event of him leaving a geofence (explain what a geofence is and what some of the benefits are:
  - Tracks going in and out and how long within the geofence. This is great for job costing (labor) and proof of service.
  - Most businesses don't want their customers or potential customers to see their vehicles are a Men's Club or other locations that could damage the company's good name so you can also use geofences to let you know if any of your vehicles are in "undesirable" locations.
- We have a few more hard braking events. Let's zoom in and see what the story might be. This

one occurred just before a stop sign. You always see a stop sign well before you get to it so a hard break just before usually means the driver was distracted or in a real hurry.

- With this many driver related events it is clear there is a problem here.
- BUSINESSES HAVE NEVER HAD THIS DEPTH OF INFORMATION TO HELP THEM MANAGE THEIR FIELD OPERATIONS, VEHICLES, AND DRIVERS.
- Now, I'll show you a ride-along I am going to click on 'Play' and you can see the breadcrumb trail – let me speed it up a bit with a fast-forward – this ride-along can help you identify any offroute behavior. You would be surprised at how much these off-route trips are actually costing you and your business.
- We can speed it up by clicking the Fast Forward.
- And finally go directly to the end of the route by clicking here.
- So with the Live Fleet we have something that is at a glance and then you can drill down if you want.

#### azūga Labs DASHBOARD REPORTS MAINTENANCE JOBS ADMIN DEVELOPER -S Vehicle DATE RANGE: Last 7 days 🔹 **-**17 3205.65 Miles 34h 7m 1s 127h 47m 36s 273 incidents 99 incidents 113 incidents 14 Drivers DISTANCE TRAVELED SPEEDING 🕎 HARD BRAKING ACCELERATION 🕎 DRIVER SCORE Vehicle(s) DRIVE TIME IDLING OVER (11) UNDER (6) NO DATA FUEL COST 2.9 2 / gal 🗘 mins/vehicle/day AVG 64.4 mins/vehicle/day 35% Compliance GOAL 50 **1** ß <u>\_\_</u> \$ FUEL COST CARBON FOOTPRINT TOTAL COST FUEL CONSUMED OPERATING COST YOU SPENT \$ 199.96 68.95 gallons \$ 2251.34 1329.95 kgs \$ 2451.29 IF YOU REDUCE BY 6 mins/vehicle/day YOU WOULD SAVE \$ 18.62 6.42 gallons \$ 209.64 123.84 kgs

## OK. Let's take a look at the dashboards.

- This is your 5 second "how is my operation doing" view.
- < Unlike others, say something here. Example. Our customers tell us that our app is intuitive and easy to use. This is another example of operational data at your fingertips. Would love to hear your opinion>
- <If you were forced to skip the slide deck and had to jump to this demo, say a little bit about how we are different. You see the ROI tab. This is real data from your vehicles. And it compares you

with other fleets in your industry so you can determine if there is more money to be saved. This is a unique built-in ROI feature. You don't have to go looking for an excel calculator that someone sent you when you were first buying GPS software. It's right there. Live.>

- This will let you know if something needs your attention without digging through 27 different reports.
- It also allows you to run a variety of "What if" scenarios so you can see the financial impact to your field operations including reductions to your carbon footprint.
- In this example we are monitoring the daily miles driven.
- The threshold is set to 110 miles a day per vehicle. You can set it the appropriate threshold based on how many miles are typically driven each day.
- The green section show percentage of vehicles that are in compliance and the red indicates the percentage that is of compliance.
- You just click here to see the specifics...
- This bar graph starts with the out of compliance vehicles and moves down to the vehicle that in compliance.



- Based on this I would check with these 4 employees to find out what the story is.
- After the first few week of using Azuga and working with your employees you will start to see a

fair amount of self-correcting behavior. Especially when it comes to unmanaged usage of the vehicles and the employees driving behaviors.

ROI - There are many questions on Fleet ROI. Usually, you receive a ROI calculator during the sales process. It comes in the form of Excel. It looks really good. But its hard to find a year later when someone in your company says 'Are we saving money with Azuga'. Well, we've got a live one here!. Not only does it tell you where you stand, but it also tells you where you stand in comparison to other companies in your industry, and with fleets of similar size...

Performance	Targets		Compare with	Potential Savings	96
Parameters	(Use slider to set target)	Current Performance  Industry S	Standards 🔵 Similar Size Fleets	\$51,184 🔦	annual /unit
Braking	0		9.5 (events/100 miles)	Safety	
Acceleration	0 (events	2.4 (10) /100 miles)	10	Fuel Economy	
Speeding	0.2 0 ••••••••••••••••••••••••••••••••••••		10	Maintenance	\$42,1
Speeding Minutes	0	32.4 (mins/100 mil	es) 50	Idling	\$3,3
Idling	0	19.1 (% of engine hours)	50	Unauthorized Miles	
Unauthorized Miles	0	( · · · · · · · · · · · · · · · · · · ·	100 100 (miles/vehicle/mo)	Productivity	
DTC/Battery Events	0.5 0 (% vahicles)		100	Insurance Premium	\$5,7
Increase in Stops	0		244.4 250 (stops/vehicle/mo)	View Assumptions	
Assumptions					
Average Fuel Cost		3 \$/gallons	Hourly Driver Cost	18	\$/hr
Average out of poo accident	ket repair costs per	2500 \$/accident	Discount on insurance pr (applicable for telematics	emium use)	96
(excluding insuran	ce cover)		Average productivity valu	e 450	t (day)

Azuga firmly believes that 'attaboy' is better than 'gotcha'. We also realize that business value and impact is the primary objective. To that end, in addition to all the operating benefits you see, we've built a rewards platform that you can use to reward your best performing drivers. First, we have a driver score report. And a simple classification: Safe, Watchlist, Risky

If drivers have the Azuga FleetMobile app, they will see this on their phones....and a leaderboard. When Drivers Compete, Everyone Wins!. A little bit safer means lower fuel, lesser risk, fewer accidents.

azūga FLEET									Labs
LIVE REWA	RDS DASHBOARD	REPORTS	MAINTENANCE	JOBS	ADMIN	DEVELOPER			
Reward Drivers	Reward History	Fund Account	Manage Brands						
All 🔹				•	Safe 😑 W	atchlist 🛛 🔵 Risky	yesterday	7 days	30 days 90 day
Top 10 Al	Drivers							Score	Reward 💡
	Chandra Deval							93	
9	Nichole Champlin							93	
	Doug Ploughman							90	
<b>A</b>	Ananth Rani							83	
	Paulette Gilliland							82	
	Nanabah Sam	-						71	
	Greg Kohlbeck	-						68	
	Joseph Lynch							59	
	Rohan Rani							57	
	6010461535							52	

Clicking on the picture shows more detail on the driver score



But wait - how do you make sure that these scores and leaderboards last - sometimes drivers can be competitive for a while and then the newness wears off

Well, we've got a solution for that with our Driver Rewards platform.

Fund the account. Push out \$25 to your top driver on Friday morning. They can redeem that against these brands. There's plenty of research out there that tells you that smaller rewards, distributed more frequently keeps up driver engagement - and in this current economy with low unemployment - you want to to everything you can to retain your top drivers.



Combing back to reports.....

The summary report is a very useful report. Like a dashboard but rows and numbers

M Inbox (11,6 >	×	Automoti\ × 🜔	salesforce. ×	Azuga Inc 🗙 👔	RFP List - 🗆 🗙	🗄 RFP Tracki 🗙	📄 Five N	Minul × 🖬 Azu	ga 🗙 🔳	Sales Fore ×	💭 sale	sforce. × V	P Mitt Ror	mr ×		
←⇒C	🔒 http	s://apps.azuga	.com/azuga/flee	tsummary.htm	I	-										☆ =
III Apps 🕒 DF	RUDGE RE	PORT 20 🕥 W	/ebex 📋 Azuga Cu	stomer Lo 💭 s	alesforce.com - Cu	<u>8</u> isuzu h 450	0 obdII	M Virtual Offic	e & Pre						C Ot	her bookmarks
azūga	14													Welco	me Azuga 🤊	Support
LIVE	DAS	HBOARDS	REPORTS	ADMIN											Custom	er ID: 1059
<b>P</b> Breadcrumb	Activi	ty Summar	ry Geofence	न् <b>र्वके</b> Speeding	Stop Time	Actions Dia	agnostics	Alerts	95 Miles/State	<b>X</b>	Poste	d Speed	Cheduled			
Back New Re	port F	leet Summ	ary Report F	rom May-06-2014,	12:00 AM PDT to M	Nay-12-2014, 11:5	9 PM PDT									
Search :			Por	All :	• <b>•</b>										Show	100 <b>v</b> entries
VEHICLE	¢	OTAL DRIVE	TOTAL DISTANCE	TOTAL STOP TIME	# OF STOPS	TOTAL IDLING TIME		L FUEL 🔹 🔞	TOTAL OPERATING COST ( <b>\$</b> )	(2) \$\Rightarrow\$ SPEED #	₽ \$	SPEEDING DURATION	НВ #	?≎	HCB # ( 2)	🗧 SA # 🛛 🖗
AR Toyota	1	3 hrs 45 mins	350.70 miles	1 day 22 hrs 21 mins	70	15 mins	16.79	gallons	249.00	22		38 mins	33		0	1
Scott Hon CR-V	8	hrs 45 mins	287.14 miles	23 hrs 49 mins	22	28 mins	10.65	gallons	203.87	36		1 hr 39 mir	ns 6		2	3
Silverado	5	hrs 53 mins	90.10 miles	4 days 1 hr 19 mins	49	10 mins	7.75 g	gallons	63.97	0		47 mins	18		0	1
This report was g	generate	d on May-12-2014	, 4-15 AM (PDT) by A	zuga												
ج 💿			<u> (</u>		>								4	. F	🏴 all 🌵	4:17 AM 5/12/2014

Let's go back to reports

- The Summary Report covers a range of time that you determine. A week or a month.
  - The time and location for when the ignition was turned on and then off.
  - o Total Drive Time
  - o Total miles drives
  - o Stop time
  - o Number of stops (
  - o Idling
  - o Fuel Usage
  - Your total cost to operate the vehicle
  - o And Driver Behavior

There's a lot more reports. Azuga is used by customers with 20 vehicles to 2000 vehicles. We have a team of people focused on custom reports....just in case you need data in a specific way.

#### **Engine Diagnostics Report**

Back	New Report Diagnostic	<b>s Report</b> beta Fr	om May-12-20	14, 12:00 AM EDT to May-12-2014, 11:59 PM EDT
Search	:	on : /	All 🔻	
\$	DATE 🔶		DTC 🔶	
13	May-12-2014, 7:46 AM EDT	FM-PU2474	P0430	Catalyst System Efficiency Below Threshold (Bank 2) Read more
15	May-12-2014, 7:45 AM EDT	FM-PU2459	P0674	Cylinder 4 Glow Plug Circuit Read more
7	May-12-2014, 7:53 AM EDT	FM-PU2445	P0677	Cylinder 7 Glow Plug Circuit Read more
10	May-12-2014, 7:48 AM EDT	FM-PU2445	P0677	Cylinder 7 Glow Plug Circuit Read more
23	May-12-2014, 7:27 AM EDT	FM-PU2445	P0677	Cylinder 7 Glow Plug Circuit Read more
47	May-12-2014, 6:31 AM EDT	FM-PU2445	P0677	Cylinder 7 Glow Plug Circuit Read more
52	May-12-2014 6:24 AM EDT	FM-PI 12445	P0677	Cylinder 7 Glow Plug Circuit

- This report would show the diagnostic codes when the check engine light comes on. Fortunately all of the vehicles in this demo account are healthy but if the check engine light did come on this report would tell you what the code is, what it means and provide a link for more information about that code.
- One of the first Alerts you will want to set up is the Check Engine Light notification. This notification can also be sent to your mechanic so they can let you know if the driver needs to pull over or has time to get it to a shop.

# Alerts

• Alerts can be set up when you go to the Admin Tab. Let's take a look.

M Inbox (11,	E × Automo	tin 🗙 🔘 sales	sforce. ×	z Azuga Inc	× 🔥 RFP List - 🗆 ×	RFP Track	i 🗙 📄 Five I	Minul × 🖬 🖬 Az	zuga 🔹 🗙 🔠 Sales Fore 🚿	salesforce. × P Mitt Romr >	
Apps	DRUDGE REPORT 2	0 🜔 Webex	Azuga/au	ustomer Lo	Salesforce.com -	Cu <u>8</u> isuzu	h 4500 obdII	. 附 Virtual Offi	ice & Pre		🖂 🗀 Other bookmarks
azūg	a.									We	elcome Azuga 👻 Support
LIVE	DASHBOA	RDS REF	PORTS	ADMIN							
Vehicles	L Devices	Groups	X Config	<b>♀</b> Landma	rks Geofences	Alerts	L Users	Roles			
Add	l Alert	Dut-of-the-box, A second), Sudden Alerts for specifi	zuga comes Acceleration c groups of ve	with the follow alert (8 MPH shicles within	ring alerts: 65 MPH Sp ncrease in speed in C rour company.	eeding Alert, 10 NE second), Ch	) minute Idling A eck Engine Ligh	Alert, 20 minute Si t alert and a Unau	top Alert, Hard Braking alert ( uthorized Vehicle Usage Alert	8 MPH decrease in speed in ONE Use this page to set up additional	13 Alerts
Search :			P	on : All		•					Show 100 entries
	ALERT NAME			\$	түре		🔶 SETTING	5		ASSOCIATED GROUPS/	VEHICLES
										Brian	·
Øx	Check Engine Li	ght			Check Engine Light					San Jose Team	
										Henry	
										more >>	
										All Vehicles	
ØX	Standard Device	Plugged In/Re	moved Alert		Device Plugged In/R	emoved				San Jose Team	
										London	
										more >>	
										Brian	
ØX	Standard Hard B	Braking Alert			Hard Braking					Henry	
										All Vehicles	-
https://apps.azu	iga.com/azuga/adr	nin.html#Alerts									
🍠 🌔	3 🚞		) <u>s</u>		2					· [	+ <b>4:50 AM</b> 5/12/2014

• This tab will show you your active alerts and also where you can setup alerts. To see all of the alerts available and to setup an alert just click on the "Add Alert" button

1 Inbox (11,6	× Autor	motiv 🗙 💙 💭 sale	esforce × 🖲	2 Azuga Inc 🗙 🗸	A RFP List - X	RFP Traci	a 🗙 🗶 🚍 Five N	/linul × 🗸 🗓 Az	uga 🗙 🗶 🖽 Sales Fore 🗴 🌾 salesforce 🗴 💙 P Mitt Rom		
Anne D D		apps.azuga.cor	m/azuga/ad	min.html#Add	Alert	Cu 🚺 isura	- b 4500 obdī	NA Vietual Offi	co Ri Dro	C Other her	3
Apps [] U	KODGE KEPOK	1 20 😈 Webe	AZUGA CI	ustomer Lo 🜙	salesiorce.com -	Cu 💽 isuzi	1 H 4300 00011	M virtuar Offi	ce of Pre	Uner boo	KI
azuga	a								We	.come Azuga 👻 Suppor	T
LIVE	DASHBC	DARDS RE	PORTS							Customer ID: 105	9
ehicles	L Devices	Groups	X Config	<b>Q</b> Landmarks	Geofences	Alerts	L Users	Roles			
Car	ncel	Out-of-the-box, / second), Sudder Alerts for specifi	Azuga comes v Acceleration a ic groups of ve	vith the following a alert (8 MPH incre hicles within your	alerts: 65 MPH Sp ase in speed in C company.	eeding Alert, 10 NE second), Ch	) minute Idling A eck Engine Light	lert, 20 minute St alert and a Unau	top Alert, Hard Braking alert (8 MPH decrease in speed in ONE thorized Vehicle Usage Alert. Use this page to set up additional	13 Alerts	
ype of Ale	ert *				Sen	d alerts to *					
Speeding		-			Der	no User		Â			
lert Name	2 *				Bria	an Beeman					
Standard Sp	peeding Alert		]		Kev Hota	tin Wolsey	ore than one	•			
peed *					CC						
55	MPH										
erts will be li ceeds this sy ing faster th grade to Az 99 per vehicl	ogged when a v peed. To determ han the posted s tuga SpeedSafe ( le per month).	rehicle equals or nine if a vehicle is speed limit, please (additional USD			Sen A A	d emails s soon as each a summary of ale	alert occurs. erts once per hou	ır.			
/hat group	os should be	monitored? *									
L. De	Anthony Beeman Brian Group AA		•								
Save Alert	Cancel										
			🤊 🕓		>					📴 🏴 .atl 🌵 4:52.0 5/12/	AI 20

• From here we click on the pull down in the Type of Alert field to see all of the available alerts

- •
- Let's take a quick look at the Scheduled Maintenance alters (Quickly explain how this works)

Brake Inspection	5000 🗘 Miles	3 🗘 Months	600 🗘 Hrs	05/12/2014 12:00AM	
Battery Inspection	5000 🗘 Miles	3 🗘 Months	600 🗘 Hrs	05/12/2014 12:00AM	
] Engine/Drive Belt Replacement	5000 🗘 Miles	3 Conths	600 🗘 Hrs	05/12/2014 12:00AM	
) Engine Coolant Replacement	5000 🗘 Miles	3 🗘 Months	600 🗘 Hrs	05/12/2014 12:00AM	
) Engine Oil Replacement	5000 🗘 Miles	3 🗘 Months	600 🗘 Hrs	05/12/2014 12:00AM	
) Fuel Filter Replacement	5000 🗘 Miles	3 🗘 Months	600 🗘 Hrs	05/12/2014 12:00AM	
General Service	5000 🗘 Miles	3 🗘 Months	600 🗘 Hrs	05/12/2014 12:00AM	
Lubricate Chassis	5000 🗘 Miles	3 Contraction 3 Sector 3	600 🗘 Hrs	05/12/2014 12:00AM	
Radiator Flush	5000 🗘 Miles	3 🗘 Months	600 🗘 Hrs	05/12/2014 12:00AM	
Rear Axel Fluid Replacement	5000 🗘 Miles	3 🗘 Months	600 🗘 Hrs	05/12/2014 12:00AM	
Spark Plug Replacement	5000 🗘 Miles	3 🗘 Months	600 🗘 Hrs	05/12/2014 12:00AM	
] Tire Rotation	5000 🗘 Miles	3 🗘 Months	600 🗘 Hrs	05/12/2014 12:00AM	
] Tire Replacement	5000 🗘 Miles	3 🗘 Months	600 🗘 Hrs	05/12/2014 12:00AM	
Transmission Fluid Replacement	5000 🗘 Miles	3 🗘 Months	600 🗘 Hrs	05/12/2014 12:00AM	
) Wheel Alignment	5000 🗘 Miles	3 🗘 Months	600 🗘 Hrs	05/12/2014 12:00AM	
Wheel Alignment minder Options Send a Reminder 7 days before Send a Reminder 500 miles before Send a Reminder 100 hours befor	5000 C Miles	3 🗘 Months	600 🗘 Hrs	05/12/2014 12:00AM	

#### **Unauthorized Vehicle Use**

(You should know by this time if the prospect lets employees take the vehicles home at night or not. Either way you want to show them how to set this up.)

- "Since you keep the vehicles at the shop/let employees take the vehicles home I think you are going to like this."
- "If an ignition is turned on during the hours you set you will be notified. You will be surprised on what you see in the first few weeks."

### **Check Engine Light**

• "We have dozens of customers who have told us that, as it turns out, some of their drivers keep driving and never tell someone that the Check Engine Light was on until they get the broken down vehicle towed to the mechanic. Now your mechanic can be notified the second it lights up.

Finally, we all know that Fleet GPS is all about driver acceptance and how you manage the data. Hopefully, you've found our product easy to use.....but let's about getting drivers to be happy!.

This is where Azuga is different than everybody else.

OK. It has taken a little longer than 5 minutes but I wanted to give you the quick overview first so I am open for questions. What you saw today is a demo account that has all the features layered in. Our pricing starts at \$21.99.

## Demo to close:

Social proofing genius - Stolen from Charlotte: If you have a minute, I can conference in Steven at Earthtech Landscape if you want a quick reference.

# Demo to trial (only if needed)

I can get a free trial going for you. Completely painless to you. No credit card needed. Free shipping. All I need is your shipping address.