Intro Meeting for Field Pulse & ELD
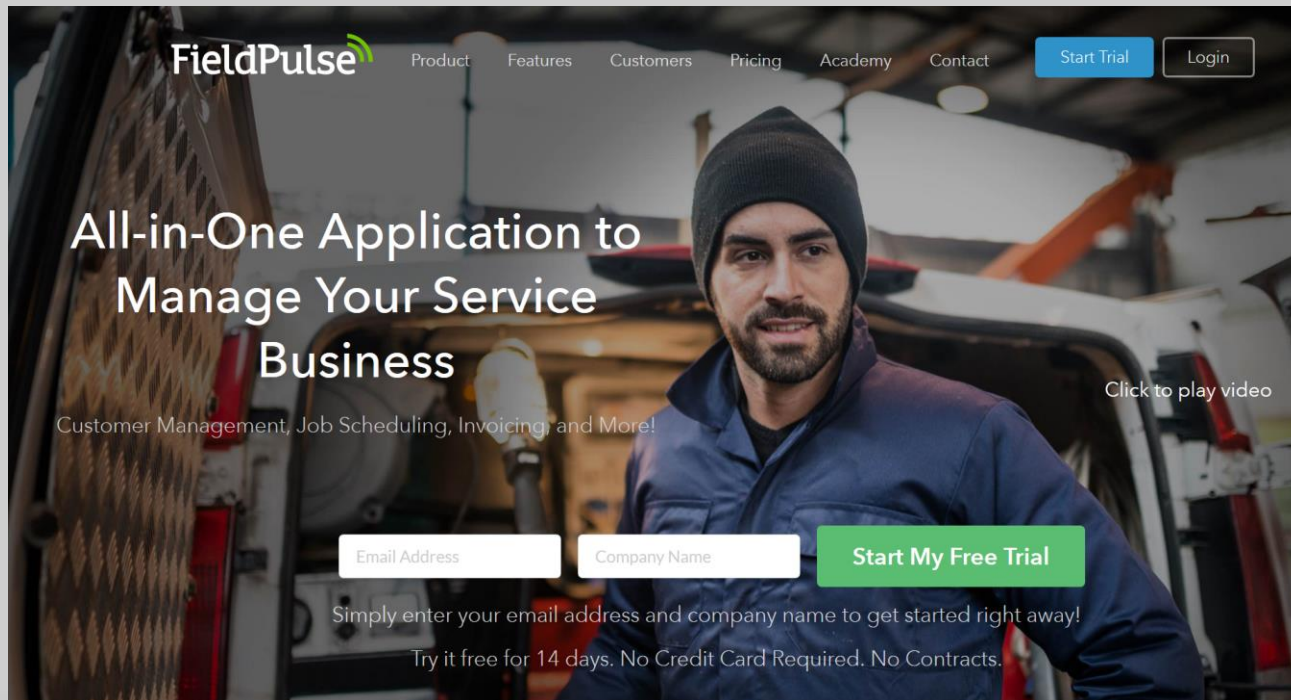
EZ Fleet Tracking

SPEED LIMIT 70

Agenda

- Introductions

- Field Pulse – Intro to Mobile Workforce Management

- Driver Logs - ELD Intro to our ELD solution

- Discussion / Questions

- Mobile Workforce Management - What is it?
  - Definition - Mobile workforce management (MWM) is a category of software and related services used to manage employees working outside the company premises; the term is often used in reference to field teams.
  - **The EZ Definition = the "automation of the paper world to almost realtime paperless world"**
    - **ONSITE and NOW……verses "manual paperwork and manual efforts later back in the office"**
    - i.e. way more efficient than the paper world
          ….think of the savings in "time and money"…..!

Field Pulse - a fantastic Workforce Management Tool
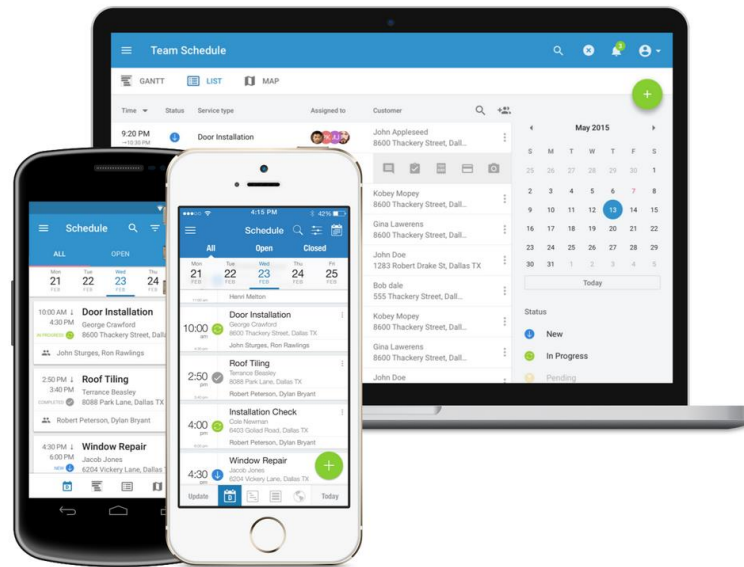
- We picked Field Pulse with the help of a few resellers, because its EZ and affordable!

Field Pulse - Is geared towards businesses that provide "services"!

Manage your business anytime, anywhere

Available for iOS, Android, and computer WebApp, FieldPulse makes it easy to manage your service business at your office or on the go. FieldPulse helps service providers like general contractors, remodelers, HVAC technicians, and electricians run their business.

- Video: Vimeo Link: https://vimeo.com/157496258

Job Scheduling and Dispatching

Quickly create and assign jobs on the go or in the office with fast and easy entry forms. Jobs can be assigned to one or multiple team members and notifications are automatically sent to them, alerting of their newly assigned job.

Attach job notes, comments, files, and photos to provide all necessary information for the field techs to perform the job.

With multiple schedule views ranging from daily agendas, team gantt charts, and map plots, gain further insight for advanced timing and location based scheduling.

Gantt based scheduling tools allow you to easily find available team members and timeslots for new jobs.

Plotted job maps allow you to easily assign jobs based on relative location for your team members.

Use predefined service templates to quickly fill out job details based on common services you provide.

Field Pulse - check out their site for all the key features

Scheduling

Customer Management

Invoices and Estimates

Mobile Payments

QuickBooks Integration

Status Updates

Geolocation Tagging

File and Photo Attachments

Task Management

Invoice Item Repository

Payment Status Tracking

Notifications

User Roles and Restrictions

iPhone and Android Apps

Browser WebApp

And More

Workforce Management - Field Pulse - Summary

- Field Pulse is robust yet affordable MWM system
- Geared to small and mid size businesses
- Has all the key features that our typical GPS customers need at affordable price
- Integrates with Quickbooks Online
  - Streamlines invoicing/collections
- Easy to use & should be EZ to SELL

- Customer would use their OWN phone or tablet! IOS & Android
- Three Levels of Users
  - Admin Role (one required per account)
    - Has full access to everything
  - Service Role
    - Has all access to all service related items including processing payments.
    - Typically this is a field role by the tech and/or manager in the field
  - Limited Service Role (cannot process payments)
    - Typical "in field tech role" and mainly created for sub-contractors
- Our Partners at Field Pulse will do the "training and assist"
- We expect you to "become the experts as well", as it increases your business as their valued partner in both GPS and WFM!

- Full Training by our Partners at Field Pulse: is on January 5th
    - **Field Pulse – Work Force Management**
    - **Thurs, Jan 5, 2017 3:30 PM - 4:30 PM Eastern Standard Time**
    - **Please join my meeting from your computer, tablet or smartphone.**
    https://global.gotomeeting.com/join/459955645
- **You can also dial in using your phone.**
    - United States: +1 (571) 317-3112
    - **Access Code: 459-955-645**
- Intro Video: Vimeo Link: https://vimeo.com/157496258
- In the meantime, take the time to "study up" and check out field pulse
    - https://www.fieldpulse.com/
- You can sign up your company for a "trial account" . Do it today!

Questions on Field Pulse?

Driver Log – Intro Agenda

- Intro Class (Today)   - We are FMSCA Approved! ☺
  - Driver Log Intro
  - ELD Rules & Mandate
  - Our Hardware Solution
  - Quick demo on how it works.
- Full / Advanced Class (Next Wed – Dec 28th at 3:30pm EST)
  - Review of the above info.
  - Detailed Demo
  - Ordering Process
  - Installation process
  - Tips in general about ELD
    - Competitive Landscape etc…

ELD - Data Has to come from Truck ECM!

- Truck/Engine Data – has to come from ECM (mandated).

Jbus Cable & Hardware Unit
to capture Engine Data

Or Cable / WiFi

Transmitted to:
Tablet/Phone

Note: Some older Electronic Driver Log systems – did NOT connect to ECM. We'll cover this in more detail in a few minutes.

- Driver logs have been around a long time (well over 30 years).
  - HOS (Hours of Service) – this is the commonly known name for Driver Logs.
    - HOS Original Log rules require the "long haul drivers" to keep a manual log of their activity.
      - Essentially, the driver has to "manually" keep a record of his drive time, off duty not driving time, Sleeper Berth time and OFF duty time.
      - The report was a combination of written timelines (LOGS) and a CHART which showed a visual of the LOG info.
      - There are rules with the amount of continuous driving before taking an break and also how many hours you can DRIVE In a 24 hour period and in a WORK week
  - DVIR – Driver Vehicle Inspection report – the rules state that a driver must inspect his vehicle & trailer and document any issues, upon the beginning or end of each trip (or at minimum the beginning or end of each calendar day)

- A bit of History on Driver Logs -   (from Mandate – page 8)

TABLE 3—COMPARISON OF TECHNICAL SPECIFICATIONS

Feature/Function	1988 AOBRD Rule	2010 EOBR Rule	2014 ELD SNPRM	Today's ELD Final rule
Integral Synchronization.	Integral synchronization required, but term not defined in the FMCSRs.	Integral synchronization required, defined to specify signal source internal to the CMV.	Integral synchronization with the CMV engine,* to automatically capture engine power status, vehicle motion status, miles driven, engine hours.*. For model year 2000 and later, interfacing with engine control module (ECM).	Integral synchronization interfacing with the CMV engine ECM, to automatically capture engine power status, vehicle motion status, miles driven, engine hours. (CMVs older than model year 2000 exempted).
Recording Location Information.	Required at each change of duty status. Manual or automated.	Require automated entry at each change of duty status and at 60-minute intervals while CMV in motion.	Require automated entry at each change of duty status, at 60-minute intervals while CMV is in motion, at engine-on and engine-off instances, and at beginning and end of personal use and yard moves.	Require automated entry at each change of duty status, at 60-minute intervals while CMV is in motion, at engine-on and engine-off instances, and at beginning and end of personal use and yard moves.

[8] Available at *http://www.regulations.gov.*

Today's ELD Final rule

Integral synchronization inter-
facing with the CMV engine
ECM, to automatically cap-
ture ==engine power status, ve-
hicle motion status, miles
driven, engine hours.==
(CMVs older than model year
2000 exempted).

Require automated entry at
each change of duty status,
at 60-minute intervals while
CMV is in motion, at engine-
on and engine-off instances,
and at beginning and end of
personal use and yard
moves.

- The ELD must be connected to the ECM on any vehicle year 2000 and Newer
- Capture the items listed to the left via the ECM
  - Most Large Trucks it's the Jbus port
    - 6 pin or 9 pin connector, some use an OBDII style plug
- Notice what is not required:
  - Location data is only required at key events or at 60 minute intervals. i.e. they don't require very detailed location info on the entire trip.
  - No mention of State Mileage
    - IFTA miles is not part of ELD.
    - However, IFTA mile are still required for fuel tax.
    - Virtually ALL ELD situations would require IFTA
- ELD – is driver activity related.
  - They can jump from truck to truck in a typical work week, so ELD tracks the driver.

- Who is required to have Driver logs?
  - If you read the entire Mandate, there are a lot of exceptions to the ELD rules and regulations. (126 pages)
  - Typically following industries are required to have driver logs:
    - Long Haul Trucking – the 18 wheelers who spend days/weeks on the road.
    - "Other Trucking Industries" - It's a combination of Truck Weight & Size and here are the most common companies selected companies that will require ELD:
      - Travel > than 100 mile radius from their office.
      - Hazardous Waste Companies – these tend to have specific rules relating to the delivery paperwork and some are require have ELD's.
      - Large Trailers – for example, you could have an "Pickup Truck" that has a 5th wheel trailer hitch and hauls a "Large car hauler trailer" may be required to use use ELD's.
    - Coach/Travel Bus Companies
    - Certain "Limo Style Bus Companies"

How do we know if the "customer is mandated" or not?

- There are several ways to determine if the customer is required to have ELD's:
  - Read the entire 126 pages of the Mandate.
  - Ask your customer.
  - Let them tell you!
- Use your Sales 101 skills to figure out their industry type and how their business runs. Doing the sales prep work will get you ½ way there....
- The Mandate does have a lot of complex rules and exceptions so your customers "should" KNOW if they are mandated or not!

What are the DATES when the Mandate becomes REQUIRED

- There are many exceptions to the dates, but to keep it EZ, the following is a good guide:

- Customers who HAD an EOBR (Electronic On Board Reader) or an ELD system installed prior to December 16th, 2015.
  - Have until Dec 16th 2019 to alter/change their current system to a compliant system.
    - This gives their current GPS/ELD/EOBR supplier time to get compliant if they are not compliant with the latest mandate regulations.

- Customers who did NOT have an ELD prior to DEC 16th, 2015
  - Have until Dec 16th 2017 to get compliant.
    - So the time is now to start targeting ELD type customers

ELD - hardware/system requirements in Easy Terms

- Component package in each truck:
  - Hardware & Cable - to Get the ECM data.
  - Screen in Cab – typically a Tablet or Phone for the ELD Application to reside on so the driver can login and use the ELD system.
  - Fixed Mounting of the above "screen in cab" is a mandate requirement
    - The unit can NOT be laying on the dash or seat etc...
      - I.e. a protective cover for that screen (tablet or phone) and a mounting bracket as the unit needs to be "fixed".
    - Yet it has to be removable for the driver to hand it to an officer.

ELD - Our Hardware & How it works

The system:

Blue Link Unit + cable to ECM   (Jbus 6 or 9 pin [plus other types etc..]
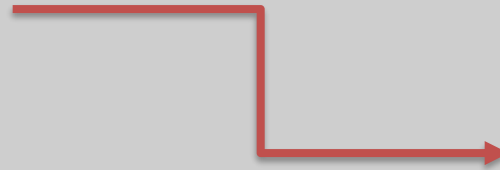
Blue Link unit ->

- Transmits all required Engine Data via Bluetooth to the Tablet
- The tablet sync's with the Server so both "have up to date DATA"

Global Cloud Fleet – ELD Solution
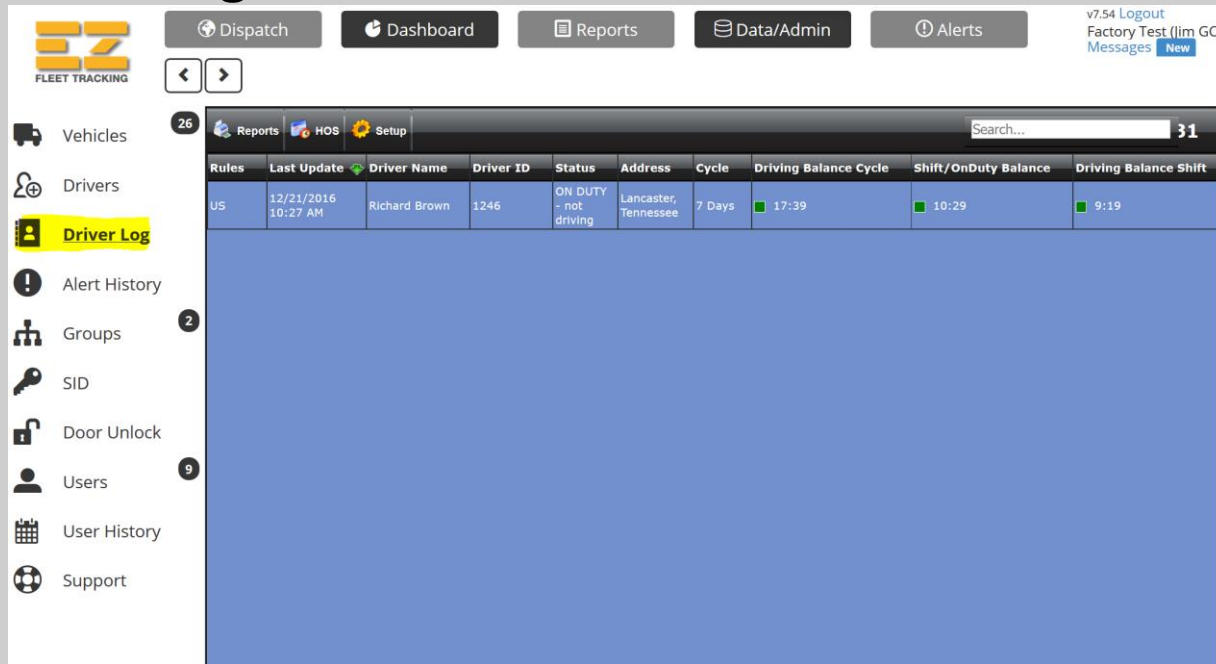
- ELD System - Vehicles with ELD require the following
  - GC Fleet Supplied -
    - Blue Link ELD Unit - FMSCA Certified
      - Jbus cable connects ECM to Blue Link unit
      - Blue Link unit sends the ECM data to the Driver Log program on the TABLET
    - Jbus Cable required to connect the Blue link unit to the ECM.
      - 6 pin or 9 pin cable – Only 1 is required per vehicle.
  - Not Supplied by GC Fleet – these are sold separately
    - Android Tablet or Android Phone
      - Recommended size is a 7 inch or 8 inch Samsung Galaxy Tablet
      - Android Phones need to be 5" screen or larger.
      - Note: we recommend the Tablets – 1 per truck vs. phones.
    - Requires a Data Plan – it uses only 50-100 mb per month/tablet. Very minimal usage on the data side.
    - Mounting Bracket – per the mandate, the tablets need to be "fixed mounted" and the tablet should be connected to constant power source (i.e. use appropriate car adapter for that Tablet /phone)
      - Note: depending on the bracket style chosen, it is also recommended that you have a "protective" case/cover
- * Note – Software should be IOS compatible in Q1/Q2 2017

- Fleet Tracking & ELD System - covers all the data the customer needs.
  - EZ Fleet Side
    - Our EZ Fleet UI – provides all the detailed GPS related Fleet Tracking reports and IFTA mileage reports.
    - Compatible EZ Fleet units - EZ200 or EZ260 series continuous tracker
      - Note: the PNP EZ160 is NOT compatible with the Bluelink ELD
  - ELD Bluelink Side – (partnered with WLI)
    - The Blue Link ELD system provides
      - All the ELD mandated reports from both the Desktop and Driver Side
      - Full array of ALERTS so the Manager/Dispatcher can keep the driver in compliance
      - The Driver APP – Tablet Side – has all the tools needed:
        - » To show an "officer" the Driver logs & Send them via email
        - » Alert warnings if they get near the violation side

ELD – Desktop UI

- The ELD will be accessed through our DATA/ADMIN tab of our Fleet Tracking User interface.

- See Video: http://somup.com/cDlroGKSC

Live demo of ELD on the EZ Fleet UI

ELD - Tablet Side - "what the driver sees"

- The Driver Log icon is on the tablet – Just click on the icon

http://screencast-o-matic.com/watch/cDX6frjP4U

- See Video http://screencast-o-matic.com/watch/cDX6frjP4U
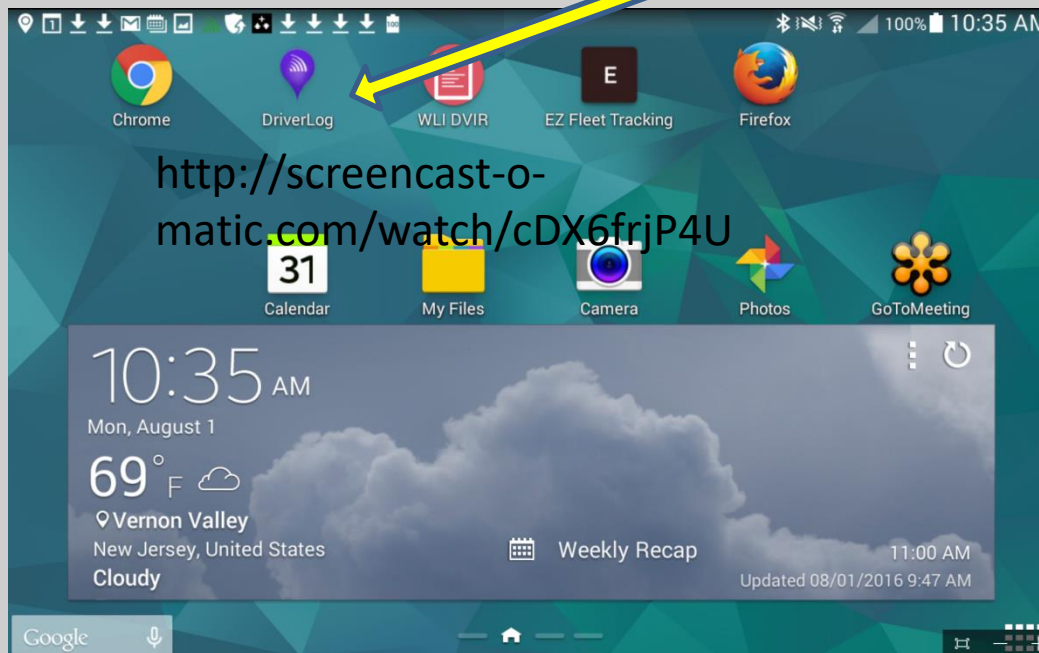
- ELD - Electronic Logging Device
  - Tracks Drivers for only 4 things – all related to TIME
    - On Duty Not – Driving
    - Driving
    - Sleeper Berth
    - Off Duty
- ELD and IFTA (fuel tax) miles are "not the same thing".
  - You can be required to report IFTA but NOT ELD.
  - But typically every ELD would be required to do IFTA
- Our ELD system is ELD only.
  - You would need our GPS System to be fully compliant with IFTA
- Bonus – We can sell ELD as a standalone
  - i.e. if a competitor is in contract for the GPS, we can supply the ELD portion for driver logs!

- ELD - Blue Link Hardware and Monthly Service Pricing
  - The pricing is on your latest Schedule A.
  - Reach out to your EZ Fleet sales team and we can go over all of the pricing details and sales strategies.
- Keep in Mind:
  - Tablet/Phone and its Data Plan are not supplied by GC Fleet
  - Mounting Brackets and Cases are not supplied by GC Fleet.
    - There are so many options depending on Tablet type/size as well as truck of truck/CAB variations.

- ELD monthly service charges are billed by "connected device", not by number of Blue Link units.
  - 10 trucks with Blue Link ELD with 10 tablets fix mounted = 10 tablet x $XX per/mo = $XX for the ELD portion of the Fleet per month

  - 10 trucks with Blue Links + 20 drivers with Android Phones = 20 phones x $XX per /mo = $XXX for the ELD portion of the Fleet per month.
- Our Recommendation is to steer the customer to TABLETS!
  - 1 tablet per truck. Cost savings etc…

- Our Bluelink ELD unit is listed under Driver Log and the hardware is produced by WLI inc.

  https://3pdp.fmcsa.dot.gov/ELD/ELDList.aspx

- Notes:
  - Next weeks class will go over the installation / downloading the APP etc…. As well as the UI and Driver Side in greater detail.
  - Please start creating your "ELD prospect list" so we can hit the ground running in January!

Questions?

Feedback?