ELD – What you need to Know!
Internal Reseller

EZ Fleet Tracking

Driver Log –Agenda

- Keeping ELD EZ
- Hardware - Blue Link & Jbus – info
- Tablet Recommendations
- How to Order ELD Units
- How to Setup Desktop & Tablet
- How to install Blue Link Unit
- ELD Things to Remember
- FAQ's

ELD – Tips to Make it EZ'ier

- Learn and really know what's involved with ELD

- Learn how to Demo the ELD UI & Tablet side to Keep it EZ'

- Once you get the order its critical that:
  - You ask for a "key contact" in the customer organization who will "manage the IT/admin side" of the ELD world
  - You have your "installation checklists" created to your method of doing business/installs. This can vary depending on the sale agreement
    - "Who's doing what".
  - Your installer needs to know both "hardware & APP side"
   - depends on "who's doing what"

ELD - The Simple Truth of ELD in the EZ Fleet world

- Our Blue Link Adapter is FMSCA approved and on the list
    - Driver Log and the hardware is produced by WLI inc.
      https://3pdp.fmcsa.dot.gov/ELD/ELDList.aspx
- The hardware is simple:
    - From GC Fleet:
        - Blue Link Unit + Jbus/ECM cable (6 or 9 pin)
    - Sold Separately
        - Android Tablet / or phone
        - Mounting Bracket
        - Protective Cover - recommended but not required

ELD - 3 Simple Key Components!

The system:

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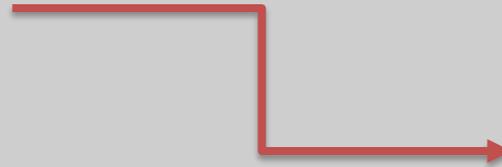
Blue Link unit ->

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

- Simple Order Process – for the GCF side

  (ONLINE ordering on the Admin portal by the end of January at the latest)

  – 1 Blue link unit per Truck

  – 1 Jbus Cable per truck - It is important that you get the plug type from your customers.

    – A visual inspection of the exact type of Connector is recommended.

    – Typically, the Trucking company mechanic will know what type of Jbus connector. Or we recommend, you supply a few extra of the "odd cable types" just in case!

    - The various ones are:

      – 6 Pin Jbus - typically called a J1708 connection/protocol

      – 9 pin Jbus - typically called a J1939 connection/protocol (most typical)

      – 9 Pin Jbus – Green Connector – this is a special GREEN 9 pin (2017 Freightliners)

      – Volvo Truck – OBDII style connector – (but its NOT wired the same as OBDII)

      – OBDII – cable for a true OBDII type of truck (like the 5th wheel example)

Android Tablet /Phone recommendations – PURCHASED SEPARATELY

- Android Tablet
  - Recommend a 7" or 8" Samsung or Similar
  - Needs to have a very minimal Data Plan
    - Only uses 50-100mb per month/unit.
    - Typically most trucking companies have a "cellular carrier relationship"
    - The carriers have specials on Tablets all the time.
      - Typically between "Free and $200" depending on tablet brand and contract length
        - » Best Buy has Tablets from $49 to 200. Galaxy is $99 with 2 yr contract.
        - » Verizon has an ASUS tablet for $99 w 2 yr and Galaxy is $149 with 2 yr
  - Data Cost is typically $10 per month per tablet or a smidge higher
    - Typically depends on fleet size……the larger fleets are closer to $10/mo
    - Range depending on carrier can be $8-13
    - If they have a good data plan the add'ons may not cost anything
  - Tablet Protective Cover – is recommended but not required.
    - An otter box style is around $60
    - You can go lower end or higher end for a tablet cover

- Android Phones
  - Recommend at least a 5" screen size
  - Needs a Data Plan
  - Advantages
    - If customer already has Android phones, he saves the phone hardware & Protective covers etc... and most likely has a data plan attached already.
    - Reseller makes more $$$'s as there are more connected devices ☺
  - Disadvantage - We bill by ELD Connected devices, not just the blue links.
    - So they pay the Monthly ELD fee per PHONE
    - If driver forgets phone or charger then he wont be compliant
    - Each Phone needs to "Bluetooth connect" to the blue link
      - It should be AUTO Bluelink – but it does add complexity.

Sales Tips – Tablet / Phone etc…

- Our experience tells us: Typically two types of customers related to the Tablet/Phone side of ELD solution.

  - Conservative "slow mover with technology" type customer will:
    - That might say – "I want my reseller to manage the tablets and data"
      - Reseller works with the Cellular Carrier on behalf of the customer.
      - Reseller establishes a Cellular Carrier relationship to supply tablets/data
    - Typically the "conservative customer" wants to keep his monthly service low and can be easily steered towards TABLETS versus Phone
    - Will want total Lock down of Tablet to ELD Only programs

- Our experience tells us: Typically two types of customers related to the Tablet/Phone side of ELD solution.

  - "Tech Savvy Customer"
    - Might say "I have a great relationship with my Cellular Carrier, I'll manage my tablet and data requirement".
    - This allows that customer to add additional applications to tablet such as:
      - Navigation – maps etc.
      - Work Force Management or other specialty systems that their industry uses.

- **Mounting Bracket is required by the mandate**
  - Tablet/Phone is not allowed to be loose in the vehicle

- The Bracket world can be complicated.

- The EZ fleet goal (within the next few weeks) is to:
  - Provide you with a RAMMOUNT dealer that gives you preferred pricing as an EZ Fleet partner.
  - The RAMMOUNT dealer will work to provide you with the recommended mount for your particular tablet/phone
  - That's the EZ'iest way!

fppt.com

Variety of Mounts

Samsung Mounts

Take your Samsung device wherever you go with RAM Mounts®. The versatility of RAM Mounts ball-and-socket design provides secure mounting and the ability to move between your desk, car, motorcycle, bike and more. The possibilities are endless with RAM Samsung Mounts.

BRAND // Samsung

Examples of RAM Mounts - cont.

Samsung Tablet Wizard

SELECT: MODEL

Select Model

FEATURES

- ☐ Fits Devices WITH IntelliSkin (22)
- ☐ Fits Tablets WITH Case (13)
- ☐ Fits Tablets WITHOUT Case (21)
- ☐ Locking Cradle (14)
- ☐ Powered Dock (22)

PRODUCT LINE

- ☐ Custom Form Fit (7)
- ☐ GDS Tech (28)
- ☐ IntelliSkin (13)
- ☐ Tab-Lock (26)
- ☐ Tab-Tite (26)
- ☐ X-Grip (3)

Found 75 Results

RAM Tab-Tite™ Cradle for 7-8" Tablets in Heavy Duty Case

$27.99

Add to Cart

RAM-HOL-TAB29U

RAM Tab-Tite™ Cradle for the Apple iPad Air 1-2 & 9.7" Tablets WITH CASE, SKIN OR SLEEVE

$30.99

Add to Cart

RAM-HOL-TAB20U

IntelliSkin™ with GDS Technology™ for the Samsung Galaxy Tab E 8.0

$46.99

Add to Cart

RAM-GDS-SKIN-SAM21

RAM Universal X-Grip® Cradle for 12" Tablets

.99

Add to Cart

RAM-HOL-UN11U

RAM Universal X-Grip® Cradle for 7" Tablets

$39.49

Add to Cart

RAM-HOL-UN8BU

RAM Universal X-Grip® Cradle for 10" Large Tablets

$75.49

Add to Cart

RAM-HOL-UN9U

fppt.com

More examples of Mounts - cont.

- Wide variety of mounting options available.
  - Options with Power
  - Options with locks
  - Options with built in protective skins & power & locks

Customers Who Bought This Item Also Bought

Page 1 of 4

Arkon Phone and Midsize Tablet Holder for iPhone 7 6S 6 Plus iPad mini Galaxy S7 S6 Retail Black
★★★★½ 94
$12.95 ✓Prime

Arkon Car or Truck Seat Rail or Floor Tablet Mount with 22 inch Arm for iPad Pro iPad Air 2 iPad 4 3 2
★★★★☆ 196
$34.93 ✓Prime

Arkon Car Seat Rail Phone or Tablet Mount for iPhone 7 6S 6 Plus iPhone 7 6S 6 Galaxy Note 5 4 S7 Retail
★★★★½ 142
$27.95 ✓Prime

Arkon Heavy Duty Car or Truck Seat Rail Tablet Mount with 22 inch Arm for iPad Pro iPad Air 2 Galaxy
★★★½☆ 55
$82.36 ✓Prime

ChargerCity LongArm Xtreme Tablet Beverage Drinks Cup Holder Mount w/10inch Arm & 360º
★★★★☆ 162
$29.95 ✓Prime

Jarv Adjustable Seat Bolt Car Mount Hands-free Tablet Holder for Apple iPad Pro, Air, Mini /
★★★★☆ 212
$26.95 ✓Prime

Arkon Phone Floor Car Truc iPhone 6S 6 F Galaxy S7 S6
★★★★½
$27.14 ✓Prim

Mounting Bracket Summary

- Know which type of customer you are dealing with…

- Have 1 or two styles of brackets that you recommend.
  – Note: "windshield mounts" don't meet the mandate for tablets.

- Let your customer decide how to proceed.
  – The industry type may dictate a "more protective cover or sturdier mount".
  – That customer will understand "why he's being given options"
  – So he doesn't go cheap now and have to buy a 2nd round of mounts.

- Its EZ if you keep it that way……

How to setup the ELD Account

- Step 1 – Reseller- Make sure they have an EZ Fleet Account ID for a normal EZ Fleet User Account

- Step 2 - Reseller - Submit a simple form to support with:
  - Reseller Name
  - EZ Fleet Account # - This is the end customers group ID (part of tablet setup)
  - Company Name / Company Address / Company Phone number
  - DOT #

- Step 3 – EZ Fleet - Our support team will facilitate the order and setup the account with the ELD/Driver Log links.
  - Expectation is within 1 business day and the reseller will be notified when the account is linked to ELD solution

ELD Account Setup - (continued)

- Step 4 – Reseller - Setting up Time Zone & Drivers


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

How to setup the Tablet/phone

- Step 1 – Reseller - Make sure the ELD Setup process Link process was completed.

- Step 2 – Reseller - Download APP Lock by DoMobile Lab – this is recommended by WLI and FREE and EZ to use!
  - Simply go to the Google Play APP store.
 - Type in: APP lock by DoMobile and the incon looks like

  AppLock
  DoMobile Lab FREE
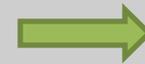
- Step 3 – Reseller - Download the ELD APP from the APP Store
  - Type in WLI DVIR
  - Download and install both of the WLI apps
    - Driver Log
    - DVIR

  WLI DVIR
  Wireless Links, Inc.

  WLI Driver Log
  Wireless Links, Inc.
  5.0 ★
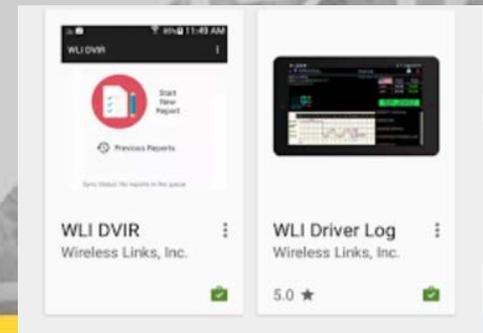
ELD - Tablet Side - "what the driver sees"

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

- See Video http://screencast-o-matic.com/watch/cDX6frjP4U
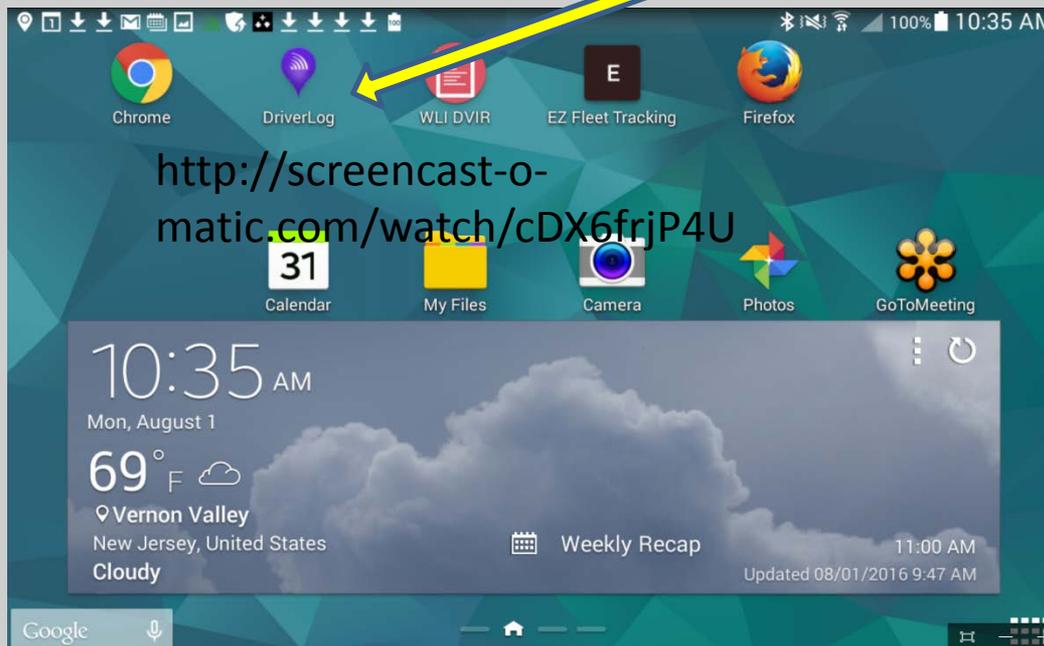
- Blue Link Installation
  - Connect the Blue link to the proper Jbus Cable
  - Find the Jbus port on the Truck
  - Plug in the Plug
  - Look for a Safe and Secure place to mount the Blue Link adapter.
    - Recommended spot – is hidden behind the dash near where the Tablet will be located.
    - Bluetooth 3.0 has a range of 20+ feet, so you could put it anywhere in the cab! All we need is it put securely in a hidden/safe spot
  - Unit has "tie-wrap holes" for easy install.
  - Always record the SN#
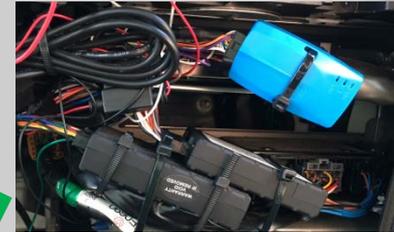
- ELD - Electronic Logging Device
  - Tracks Drivers for only 4 things – all related to TIME
    - On Duty Not – Driving
    - Driving
    - Sleeper Berth
    - Off Duty
- ELD and IFTA (fuel tax) miles are "not the same thing".
  - You can be required to report IFTA but NOT ELD.
  - But typically every 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.

- Remember:
  - Tablet/Phone and its Data Plan are not supplied by GC Fleet
  - Mounting Brackets and Cases are not supplied by GC Fleet.

- Comparison Chart – we are working on a chart that shows the competition so we can help establish recommended retail pricing.

ELD Pricing - Continued

- 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.

Next steps - To Do list

- Review all the material and reach out to your EZ Fleet team with any questions.

- Create your target list of potential ELD customers
  - Most of you have some targets that are already customers

- Purchase a Bluelink Unit and some Jbus cables!
  - OBDII connection to normal vehicle will be available by late February/Early March!

- Purchase an Android Tablet for your Company with a data plan or use your Android phone.
  - There is a demo login to show a "simulated site" for the tablet site

ELD FAQ

- Is your ELD Product Approved?
  - Yes, our Driver Log Blue link is listed and approved on the FMSCA List.
- Can the ELD be sold Separately?
  - YES, the ELD system is compliant for Electronic Driver Logs.
  - Note: But without the GPS portion you would not have the IFTA reports.
- What is the warranty on the Blue Link Unit?
  - 1 year warranty
- Do I have to outfit all the trucks with ELD?
  - No, only the ones that are require to have ELD.

ELD FAQ - continued

- Is there a login and password for the ELD Only site?
  - No, we use the secured link method that we showed you.
  - If the customer has ELD only, they will still login to EZ fleet and go to Data Admin site.
- Why doesn't EZ Fleet supply the Tablet as a Bundled System?
  - It extremely difficult and costly to manage inventory in the ever changing tablet world.
  - Plus we expect a majority of the customers to work with their current cellular equipment and service provider.
- Can we get assistance with Demo's till we learn the system?
  - YES, the EZ Fleet Sales team is ready to assist.

Questions?

Feedback?