KERR GLOBAL COMMUNICATIONS

RRND21

Taking off the blinders; How GPS technology will help you take control of your business

Presented by Sean McKenna, Senior Account Manager, Media Relations
smckenna@kerrglobal.com 1-877-446-3930

Kerr Global Communications

Kerr Global Communications is part of the Kerr Group of companies; a Maritime owned and operated company with our head offices in Dartmouth N.S. Canada. Established in 1997, the company has grown to over 170 employees located in seven offices across Canada.

At Kerr Global Communications, we focus exclusively on fleet tracking solutions and consulting. We have a dedicated team of hardware and software technicians as well as a technical support department. With our technical team and servers based locally, we can ensure that our customers are always maximizing their investment with no unnecessary system down time.

The Technology

Geotab was first founded in 1996 and supports its North American customers and dealers from its corporate office in Toronto, Canada. Geotab is established in more than 50 countries, and is at the forefront of fleet and resource management technology.

Geotab is an end-to-end developer of both the devices that are installed in the vehicles as well as the software that you use to report activity. With Fortune 500 companies as customers utilizing Geotab technology across tens of thousands of vehicles, Geotab has proven it has a robust system that can be relied on by companies with fleets of all sizes around the world

Key Benefits

Improved employee productivity

- Real-time vehicle location
  - Selection of most appropriate vehicles for real time dispatching
  - Reduction in calls to drivers
  - Ensure employee safety
- Reduced clerical work for drivers
  - Engine fault code and summary information in real time
  - Mileage information in real time (Including inter-Province tax information)
  - Required vehicle maintenance information in real time
- Route efficiency opportunities
  - Ability to do post mortems on routes to find efficiency gains
  - Vehicle utilization reports will help determine fleet efficiency
  - Ability to analyze stop time patterns

Key Benefits - continued

Reduced costs

- Payroll savings
  - Validation of time sheet and overtime claims
  - Increased productivity
- Vehicle running cost reduction
  - Reduced unauthorized mileage
  - Reduced fuel consumption
  - Reduced vehicle maintenance costs
- Brand image
  - Enhanced customer service
  - Reduction in speeding, idling, vehicle parked at negatively viewed establishments
  - Positive impact on the environment (Company has smaller environmental negative footprint)

Key Benefits - continued

Reduced costs

- Insurance Savings
  - Promoting Safe driving habits lowers accidents
  - Ability to get detailed information when accidents do take place
  - Higher chance of reclaiming stolen vehicles

- Accountability with customers
  - Proof of visits
  - Proof of kilometres travelled
  - Proof of work completed (PTO connections)

Return on Investment

Our monitoring fees fall well below $2 a day per vehicle. To achieve a return on the monthly investment, very little improvement is needed, after that, it's profit!

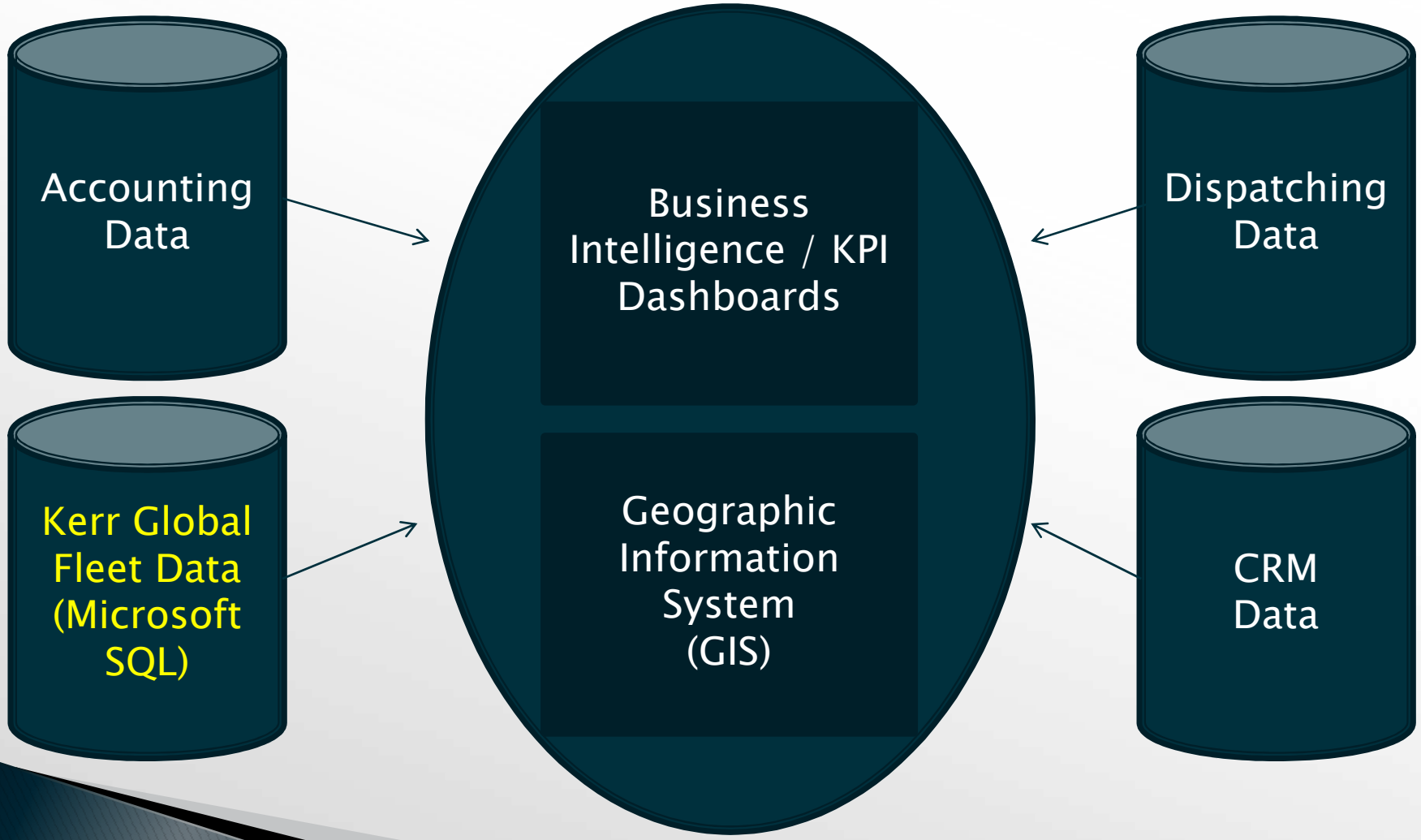
Reduce needless idling:
Idling costs about $5/hour for a light vehicle and about $15/hour for a heavy vehicle.

To see return on a $2 investment, users must simply cut needless idling by:
24 minutes per day for a light vehicle
8 minutes per day for a heavy vehicle

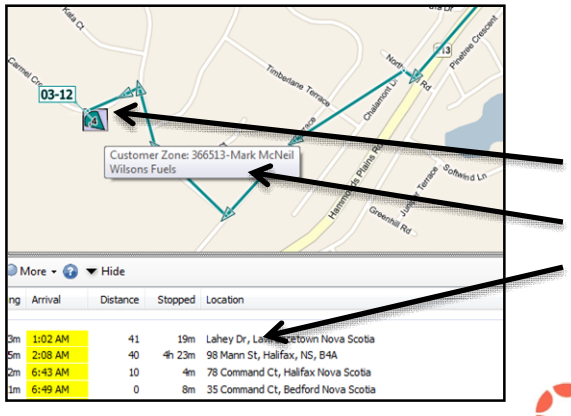
Reduced needless kilometres:
To see return on a $2 investment with a vehicle that uses 10 L/100 km (equivalent to a Honda Accord) users simply have to cut 20 km of needless driving.

Efficient routing:
To see return on a $2 investment, an employee who makes $20/hour simply needs to cut 6 minutes per day on their driving route.

Raw Data – You own it!



Case: Wilsons Delivery



- Imported all WF customers into GPS db, dispatchers know the progress of each driver in real-time.
- Auto-geofence customer from Info-Sys
- Hover over to see Info-Sys customer number
- Real-time or passive stops and deliveries list

KERR GLOBAL COMMUNICATIONS

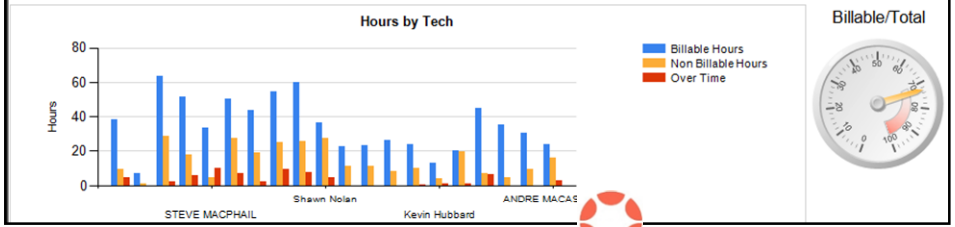
WILSONS

DRIVER	TRUCK	DEL DATE	FIRST DEPARTURE	LAST ARRIVAL	DRIVING TIME	STOP TIME	KM	PUMP TIME	VOL	# DEL	MAX SPEED	ENGINE IDLING	PAY HRS	PAY OT	Actual Time	Expt. TIME	SAVED /WASTED
DAVE SMITH	10-06	09-Jan-10	6:13 AM	5:37 PM	4.65	6.75	167	3.0	43,504	19	103	2.35	8.00	3.0	11.4	12.05	0.65
MONTY CAMPBELL	04-14	09-Jan-10	12:18 PM	8:50 PM	3.24	5.29	121	0.5	7,543	5	100	1.62	8.00	3.0	8.53	6.31	-2.22
DUNCAN MACDONALD	02-05	08-Jan-10	6:20 AM	11:50 PM	8.38	9.11	264	1.3	18,679	34	98	4.5	8.00	3.0	17.49	15.98	-1.51
Greg Hillier	02-05	08-Jan-10	6:20 AM	11:50 PM	8.38	9.11	264	1.3	19,401	11	98	4.5	8.00	2.0	17.49	13.5	-1
Steven Fulop	98-08	08-Jan-10	6:09 AM	2:12 PM	3.72	4.32	151	1.4	19,877	24	100	1.67	8.00	2.0	8.04	9.84	1.8
Ron O Leary	02-09	08-Jan-10	12:18 AM	5:48 PM	4.48	13.02	134	1.5	21,689	39	94	3.73	0.00	4.0	17.5	15	2.5
KEVIN OBRISTCH	07-10	08-Jan-10	7:25 AM	3:13 PM	3.68	4.13	162	1.2	16,713	8	111	1.23	8.00	2.0	7.81	7.8	-0.01
DAVE SMITH	10-06	08-Jan-10	7:25 AM	6:04 PM	4.48	6.16	121	0.0	0	2	90	3.80	8.00	1.0	10.64	6.79	-3.85
Tony Rossong	10-06	08-Jan-10	7:25 AM	6:04 PM	4.48	6.16	121	1.5	20,991	16	90	2.34	8.00	5.6	10.64	9.87	-0.77
BRUCE CUDMORE	03-12	08-Jan-10	12:19 AM	2:44 PM	4.86	9.55	194	2.2	31,731	19	112	2.46	8.00	1.0	14.41	11.41	-1
MONTY CAMPBELL	04-14	08-Jan-10	7:30 AM	5:56 PM	3.33	7.09	100	3.6	51,232	46	103	1.27	4.00	3.0	10.42	14.13	3.71
RICHARD RAFUSE	05-15	08-Jan-10	7:27 AM	5:10 PM	4.32	5.4	99	2.8	40,219	29	111	1.80	8.00	4.0	9.72	12.54	2.82

Case: Wilsons Service

Service Techs Billable Hours (Last 14 days)

Department	Tech Name	Billable Hours	Non Billable Hours	Over Time	Billable_Ratio	Work Days
		704.5	287	65	72.83%	121
⊞ HVAC		110	44	1.5	71.70%	18
⊞ INSTALL		355	139	38	73.87%	62
⊟ OIL		185	78.5	22.5	72.55%	30
	⊞ Dennis Chaulk	63.5	28.5	2	69.68%	10
	⊞ Shannon Murphy	51.5	18	6	76.16%	9
	⊞ Shawn Nolan	36.5	27.5	4.5	59.85%	7
	⊞ STEVE MACPHAIL	33.5	4.5	10	90.63%	4
⊞ PLUMBING		54.5	25.5	3	69.28%	11



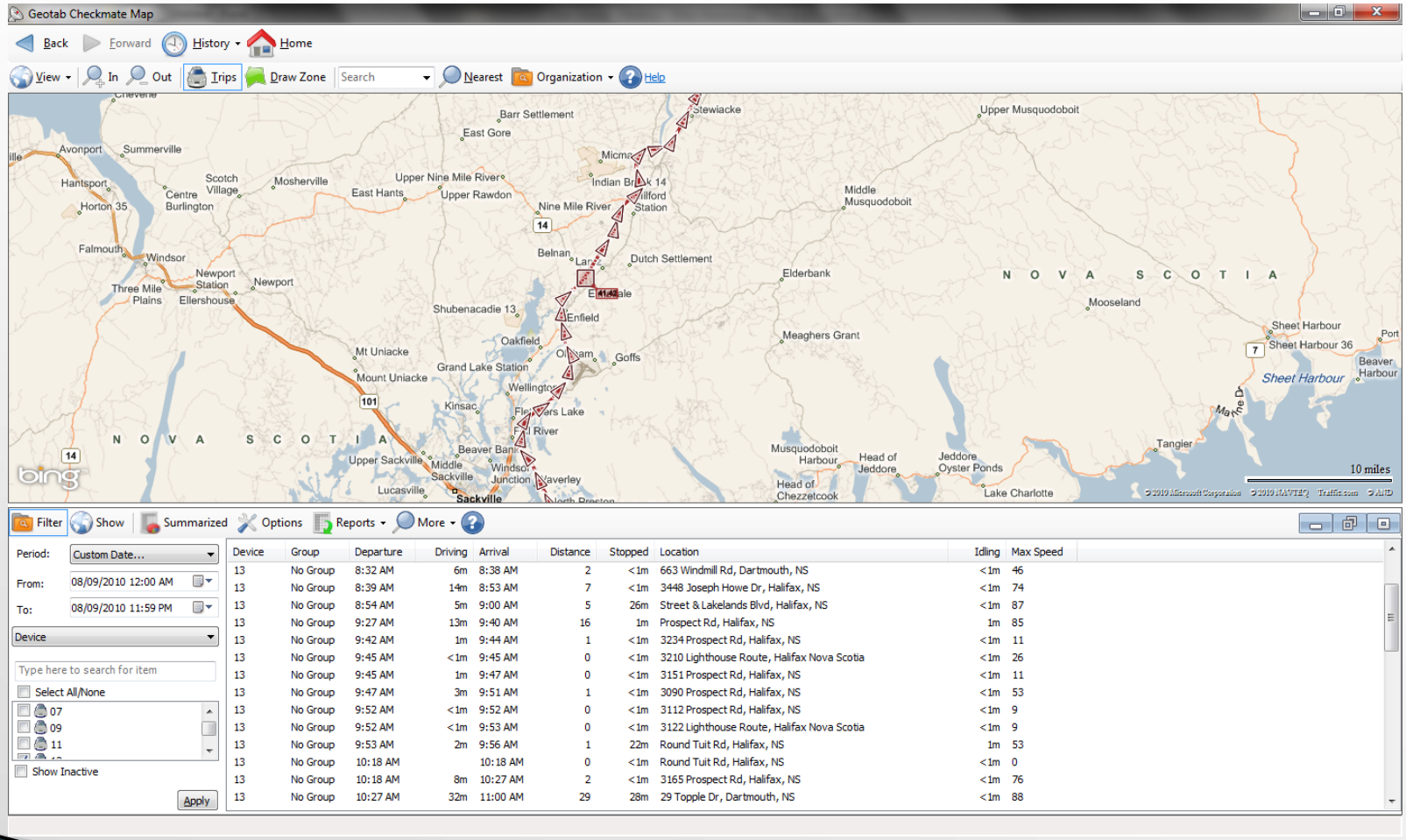
- Customer disputes are resolved very quickly since stop time history (by service truck) is captured for each imported customer.
- Techs can't overcharge customer or Wilsons!

KERR GLOBAL COMMUNICATIONS

WILSONS

TECH	TRUCK	CALL DATE	FIRST DEPARTURE	LAST ARRIVAL	DRIVING TIME	STOP TIME	KM	NON-BILL HRS	BILL HRS	# CALLS	MAX SPEED	ENGINE IDLING	TRUCK INV. $	PAY HRS	PAY OT	TOTAL HRS	BILL HRS/ TOTAL
DAVE SMITH	10-06	09-Jan-10	6:13 AM	5:37 PM	4.65	6.75	167	3.0	5	19	103	2.35	$3526	8.00	3.0	11.4	78%
MONTY CAMPBELL	04-14	09-Jan-10	12:18 PM	8:50 PM	3.24	5.29	121	0.5	7	5	100	1.62	$3563	8.00	3.0	8.53	55%
DUNCAN MACDONALD	02-05	08-Jan-10	6:20 AM	11:50 PM	8.38	9.11	264	1.3	6	34	98	4.5	$4526	8.00	3.0	17.49	45%
Greg Hillier	02-05	08-Jan-10	6:20 AM	11:50 PM	8.38	9.11	264	1.3	5.5	11	98	4.5	$3526	8.00	2.0	17.49	65%
Steven Fulop	98-08	08-Jan-10	6:09 AM	2:12 PM	3.72	4.32	151	1.4	6	24	100	1.67	$2526	8.00	2.0	8.04	80%
Ron O Leary	02-09	08-Jan-10	12:18 AM	5:48 PM	4.48	13.02	134	1.5	6.5	39	94	3.73	$3526	0.00	4.0	17.5	70%
KEVIN OBRISTCH	07-10	08-Jan-10	7:25 AM	3:13 PM	3.68	4.13	162	1.2	7	8	111	1.23	$3726	8.00	2.0	7.81	65%
DAVE SMITH	10-06	08-Jan-10	7:25 AM	6:04 PM	4.48	6.16	121	0.0	5	2	90	3.80	$3886	8.00	1.0	10.64	65%
Tony Rossong	10-06	08-Jan-10	7:25 AM	6:04 PM	4.48	6.16	121	1.5	6.5	16	90	2.34	$4526	8.00	5.6	10.64	70%
BRUCE CUDMORE	03-12	08-Jan-10	12:19 AM	2:44 PM	4.86	9.55	194	2.2	5.5	19	112	2.46	$3526	8.00	1.0	14.41	70%
MONTY CAMPBELL	04-14	08-Jan-10	7:30 AM	5:56 PM	3.33	7.09	100	3.6	6	46	103	1.27	$5326	4.00	3.0	10.42	80%
RICHARD RAFUSE	05-15	08-Jan-10	7:27 AM	5:10 PM	4.32	5.4	99	2.8	7	29	111	1.80	$3526	8.00	4.0	9.72	85%

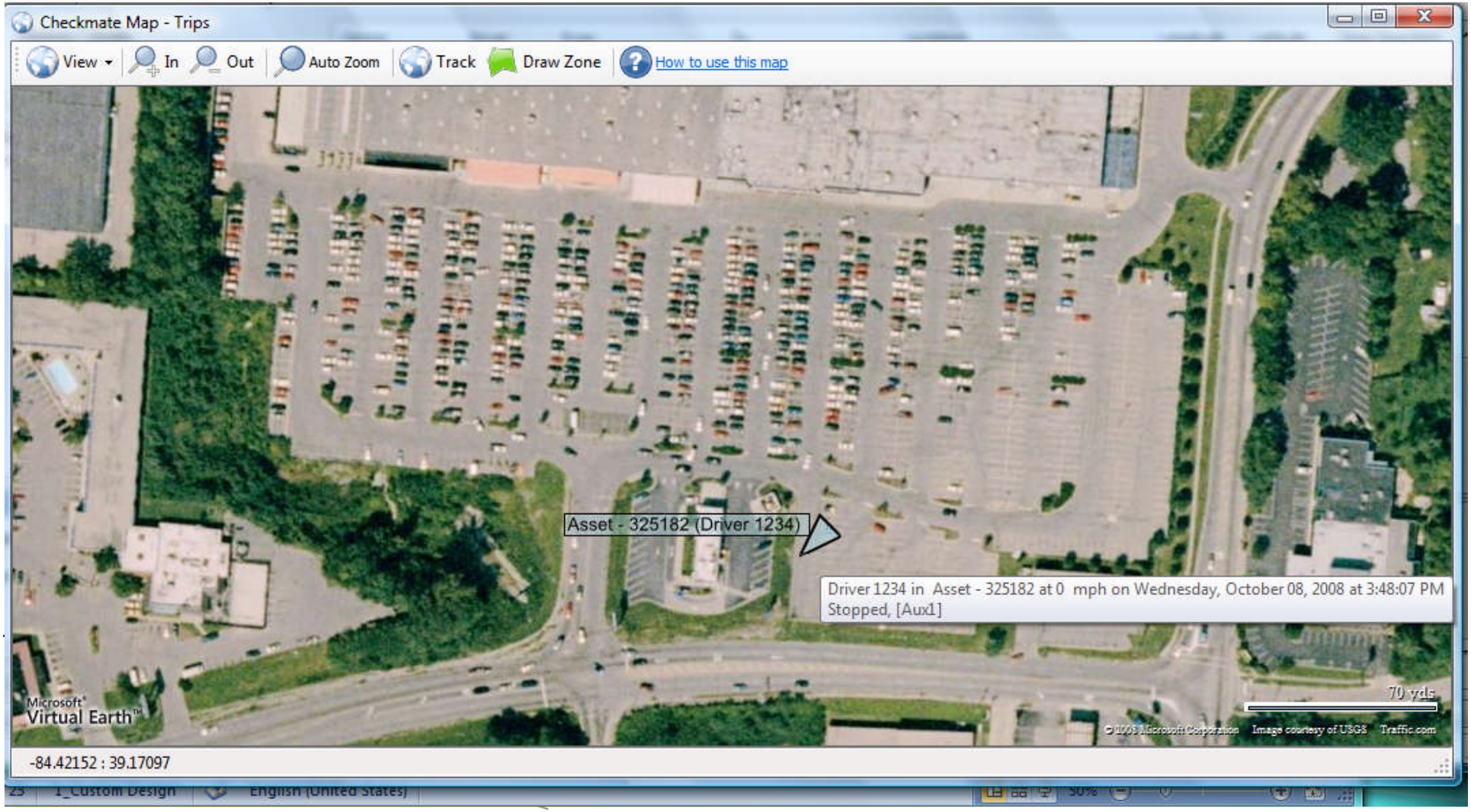
Vehicle Activity



Device	Group	Departure	Driving	Arrival	Distance	Stopped	Location	Idling	Max Speed
13	No Group	8:32 AM	6m	8:38 AM	2	<1m	663 Windmill Rd, Dartmouth, NS	<1m	46
13	No Group	8:39 AM	14m	8:53 AM	7	<1m	3448 Joseph Howe Dr, Halifax, NS	<1m	74
13	No Group	8:54 AM	5m	9:00 AM	5	26m	Street & Lakelands Blvd, Halifax, NS	<1m	87
13	No Group	9:27 AM	13m	9:40 AM	16	1m	Prospect Rd, Halifax, NS	1m	85
13	No Group	9:42 AM	1m	9:44 AM	1	<1m	3234 Prospect Rd, Halifax, NS	<1m	11
13	No Group	9:45 AM	<1m	9:45 AM	0	<1m	3210 Lighthouse Route, Halifax Nova Scotia	<1m	26
13	No Group	9:45 AM	1m	9:47 AM	0	<1m	3151 Prospect Rd, Halifax, NS	<1m	11
13	No Group	9:47 AM	3m	9:51 AM	1	<1m	3090 Prospect Rd, Halifax, NS	<1m	53
13	No Group	9:52 AM	<1m	9:52 AM	0	<1m	3112 Prospect Rd, Halifax, NS	<1m	9
13	No Group	9:52 AM	<1m	9:53 AM	0	<1m	3122 Lighthouse Route, Halifax Nova Scotia	<1m	9
13	No Group	9:53 AM	2m	9:56 AM	1	22m	Round Tuit Rd, Halifax, NS	1m	53
13	No Group	10:18 AM		10:18 AM	0	<1m	Round Tuit Rd, Halifax, NS	<1m	0
13	No Group	10:18 AM	8m	10:27 AM	2	<1m	3165 Prospect Rd, Halifax, NS	<1m	76
13	No Group	10:27 AM	32m	11:00 AM	29	28m	29 Topple Dr, Dartmouth, NS	<1m	88

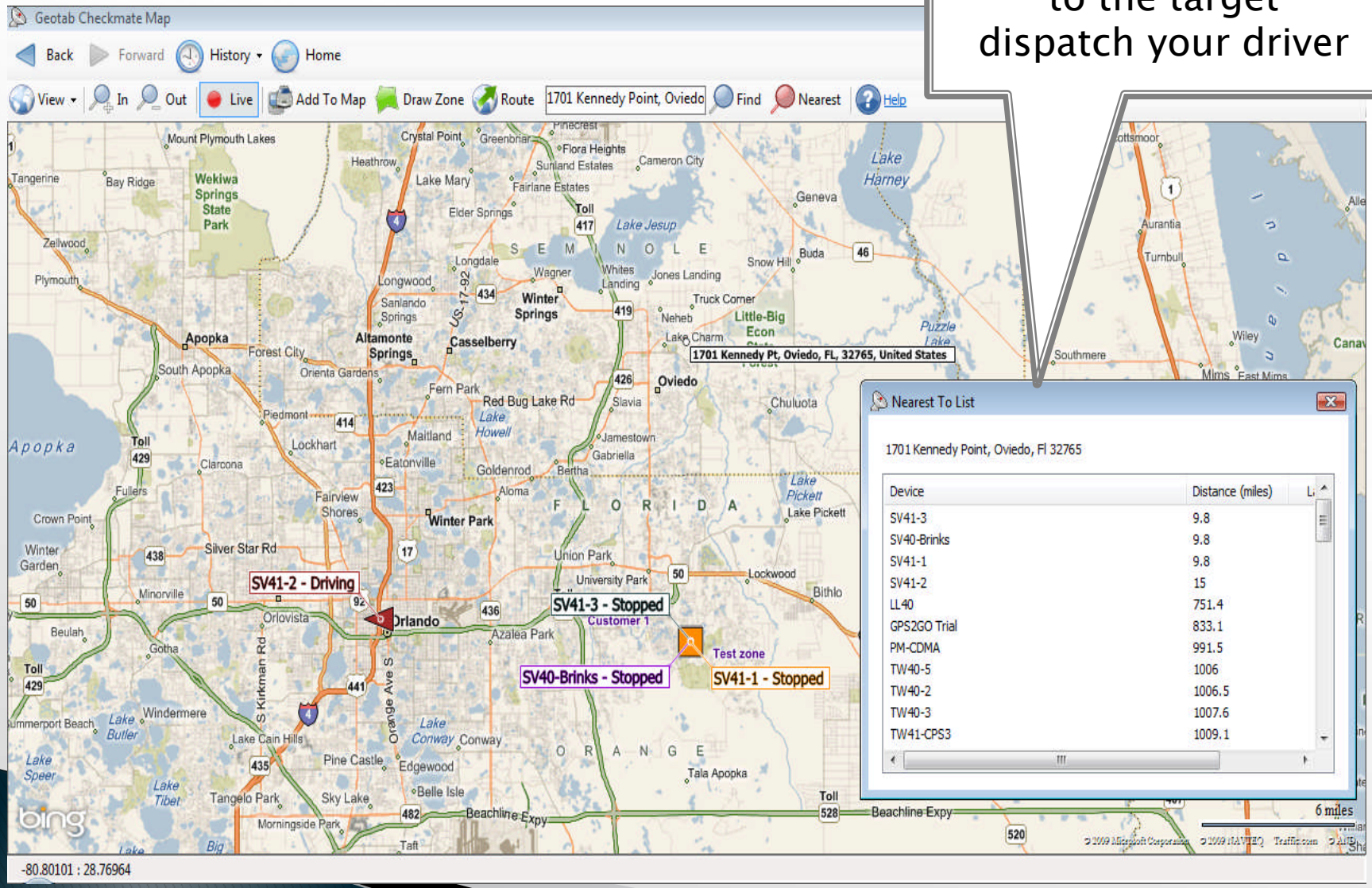
Satellite View

Satellite map views often help put even greater perspective on where and perhaps why idling took place – for example sometimes service techs idle the engine for repairs and so it's useful to see where and who was driving



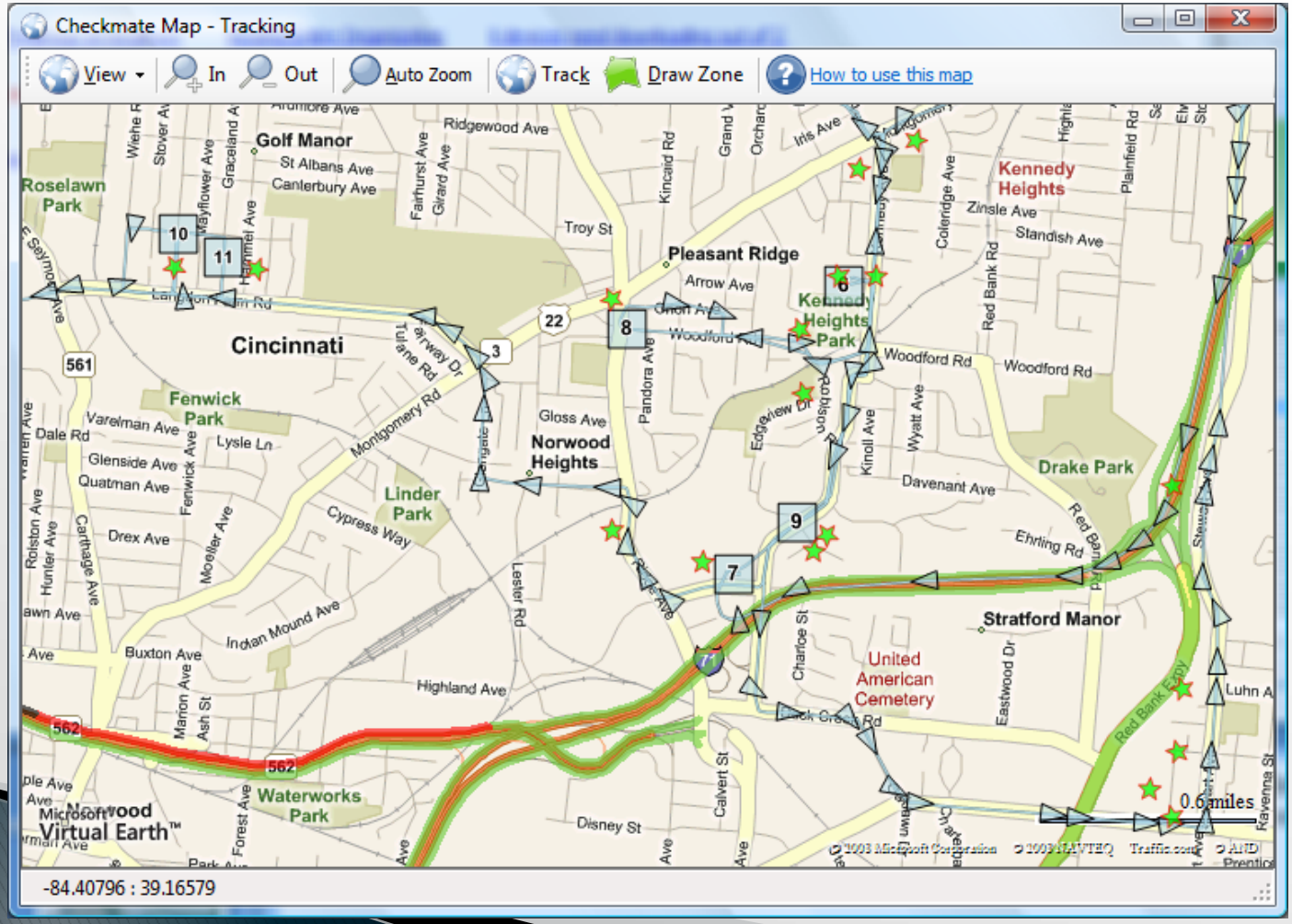
Find Nearest

Pop Up window appears with asset labels and the distance to the target dispatch your driver

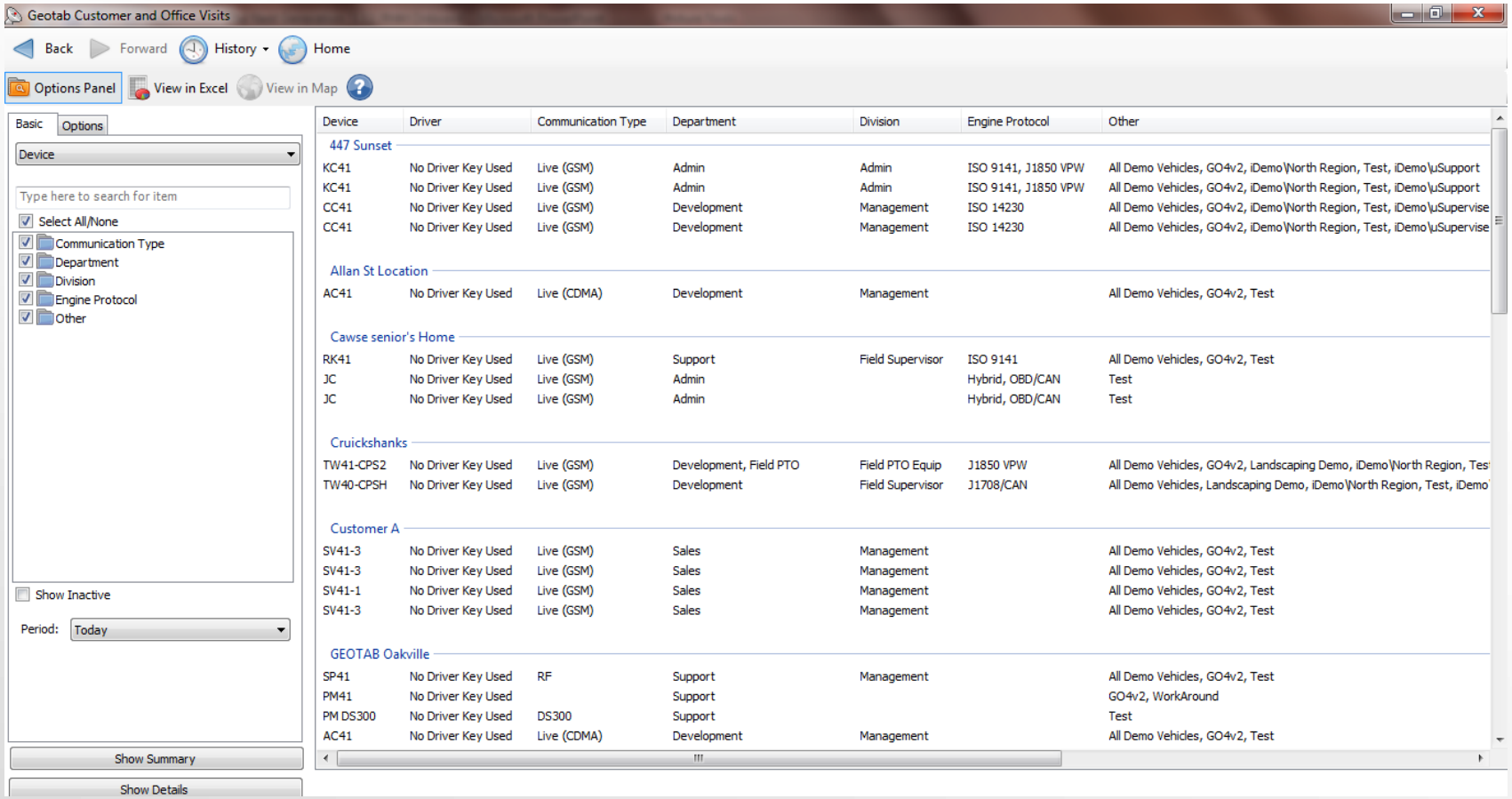


SENSOR ACTIVITY

A green star displays the door opening. The numbers in boxes tell the sequence of stops.

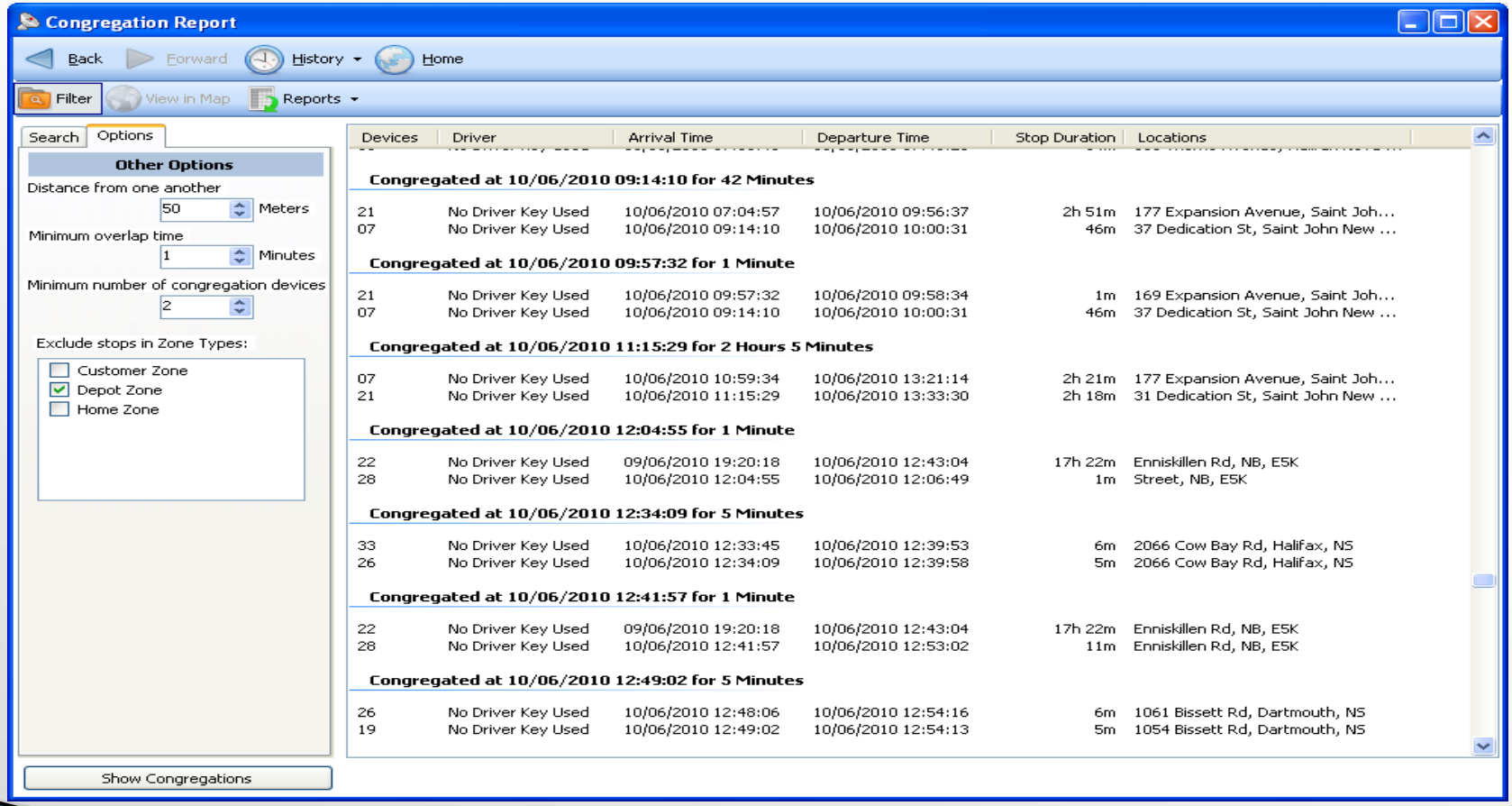


Customer/Site Visit Report

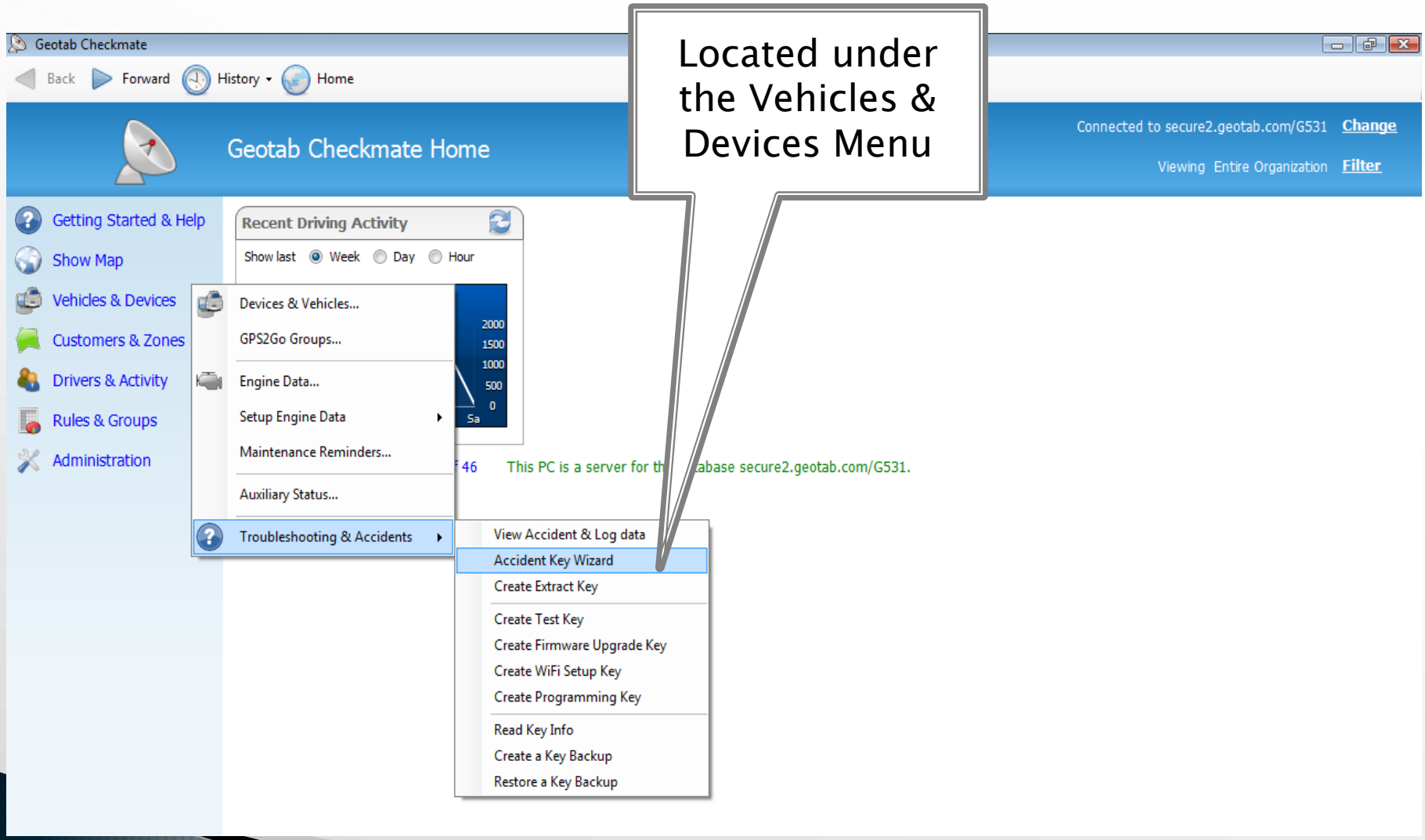


Monitor congregations off-site

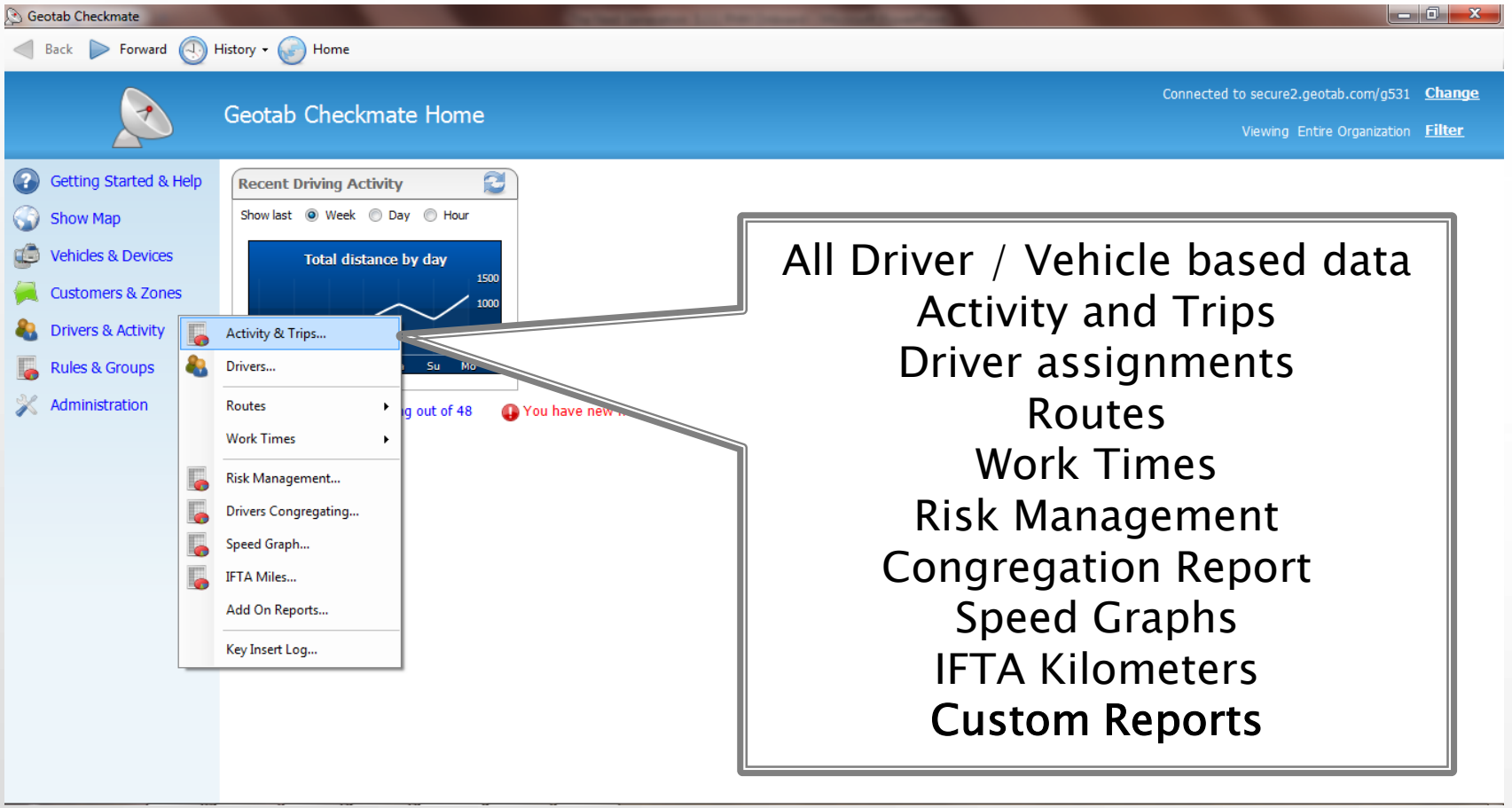
A Congregation is when 2 or more of your vehicles are parked at the same off-site location.



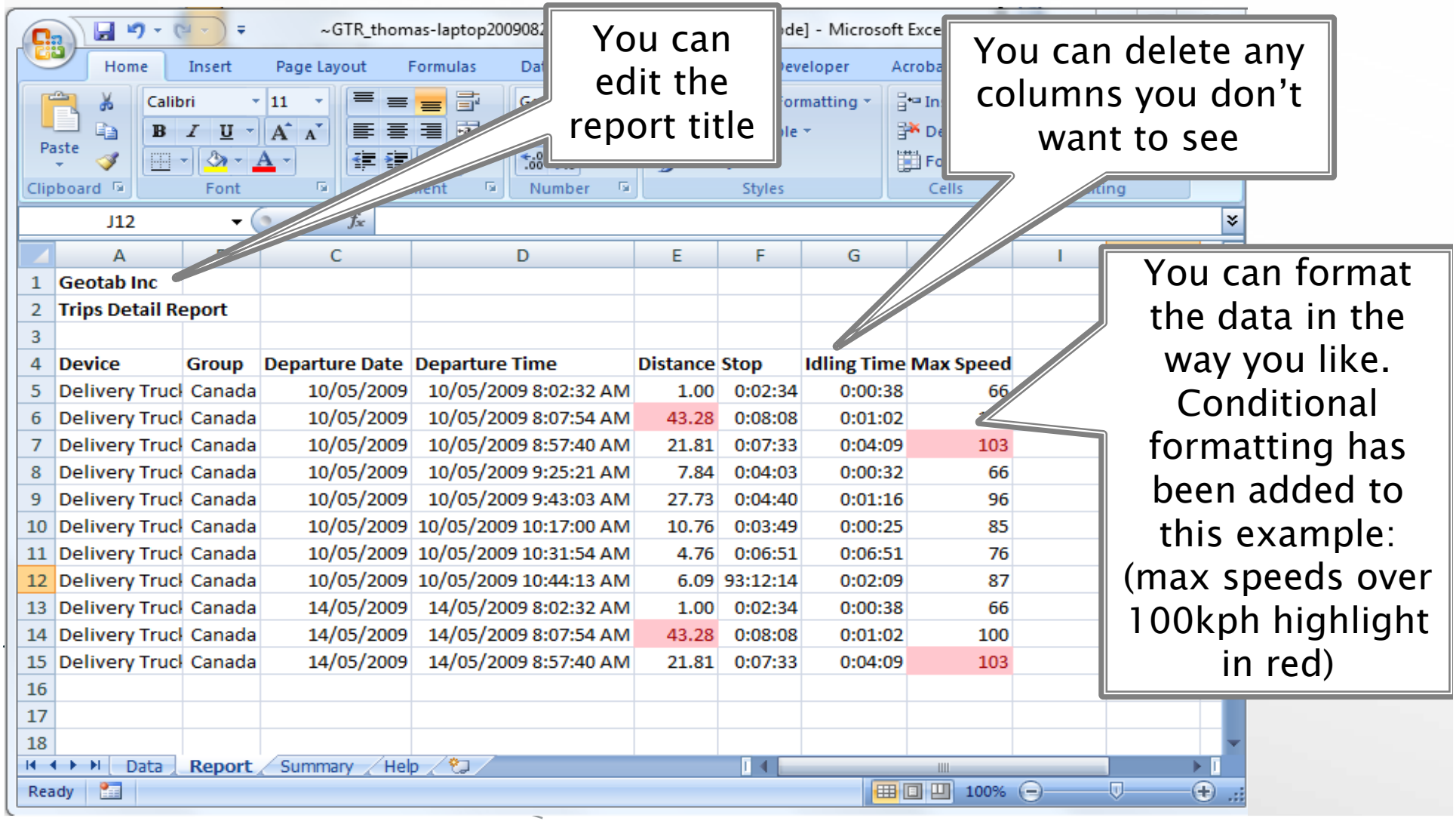
Accident Wizard



Driver or Vehicle Based Reporting



Custom Reporting

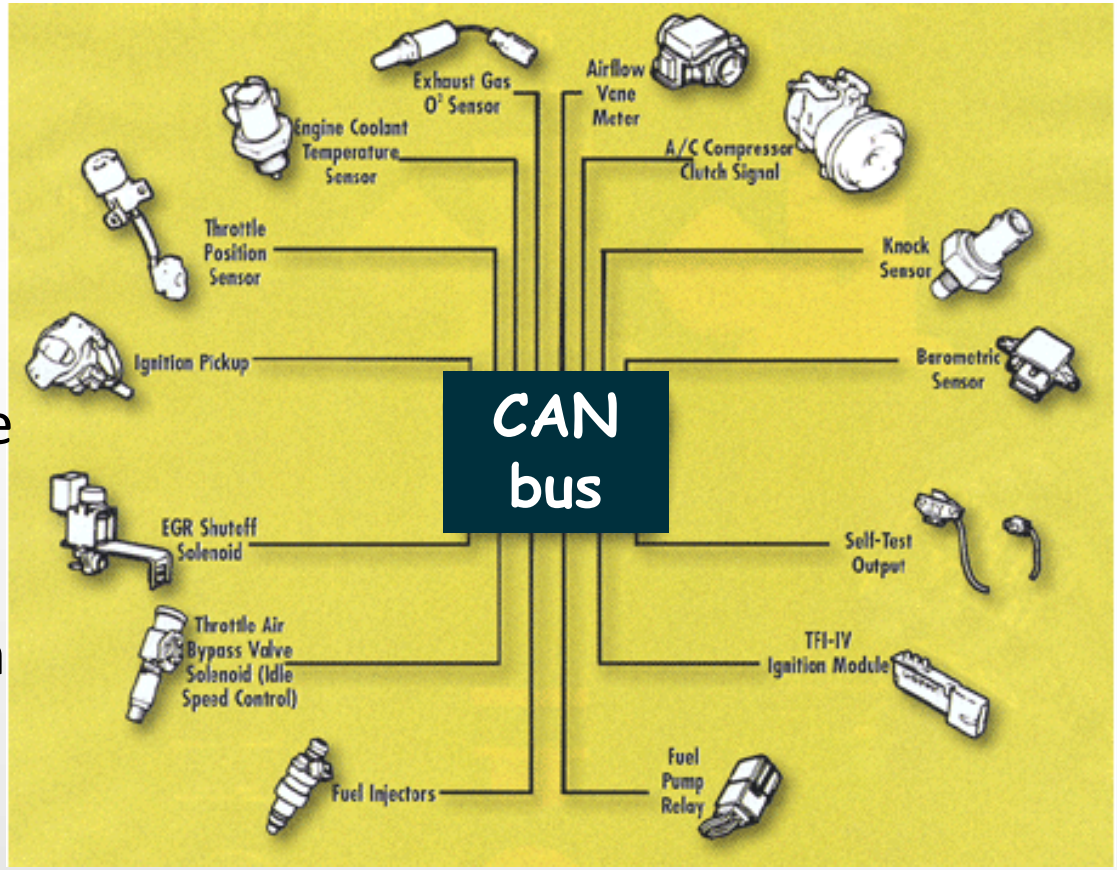


	A	B	C	D	E	F	G	H	I
1	**Geotab Inc**								
2	**Trips Detail Report**								
3									
4	**Device**	**Group**	**Departure Date**	**Departure Time**	**Distance**	**Stop**	**Idling Time**	**Max Speed**	
5	Delivery Truck	Canada	10/05/2009	10/05/2009 8:02:32 AM	1.00	0:02:34	0:00:38	66	
6	Delivery Truck	Canada	10/05/2009	10/05/2009 8:07:54 AM	43.28	0:08:08	0:01:02		
7	Delivery Truck	Canada	10/05/2009	10/05/2009 8:57:40 AM	21.81	0:07:33	0:04:09	103	
8	Delivery Truck	Canada	10/05/2009	10/05/2009 9:25:21 AM	7.84	0:04:03	0:00:32	66	
9	Delivery Truck	Canada	10/05/2009	10/05/2009 9:43:03 AM	27.73	0:04:40	0:01:16	96	
10	Delivery Truck	Canada	10/05/2009	10/05/2009 10:17:00 AM	10.76	0:03:49	0:00:25	85	
11	Delivery Truck	Canada	10/05/2009	10/05/2009 10:31:54 AM	4.76	0:06:51	0:06:51	76	
12	Delivery Truck	Canada	10/05/2009	10/05/2009 10:44:13 AM	6.09	93:12:14	0:02:09	87	
13	Delivery Truck	Canada	14/05/2009	14/05/2009 8:02:32 AM	1.00	0:02:34	0:00:38	66	
14	Delivery Truck	Canada	14/05/2009	14/05/2009 8:07:54 AM	43.28	0:08:08	0:01:02	100	
15	Delivery Truck	Canada	14/05/2009	14/05/2009 8:57:40 AM	21.81	0:07:33	0:04:09	103	
16									
17									
18									

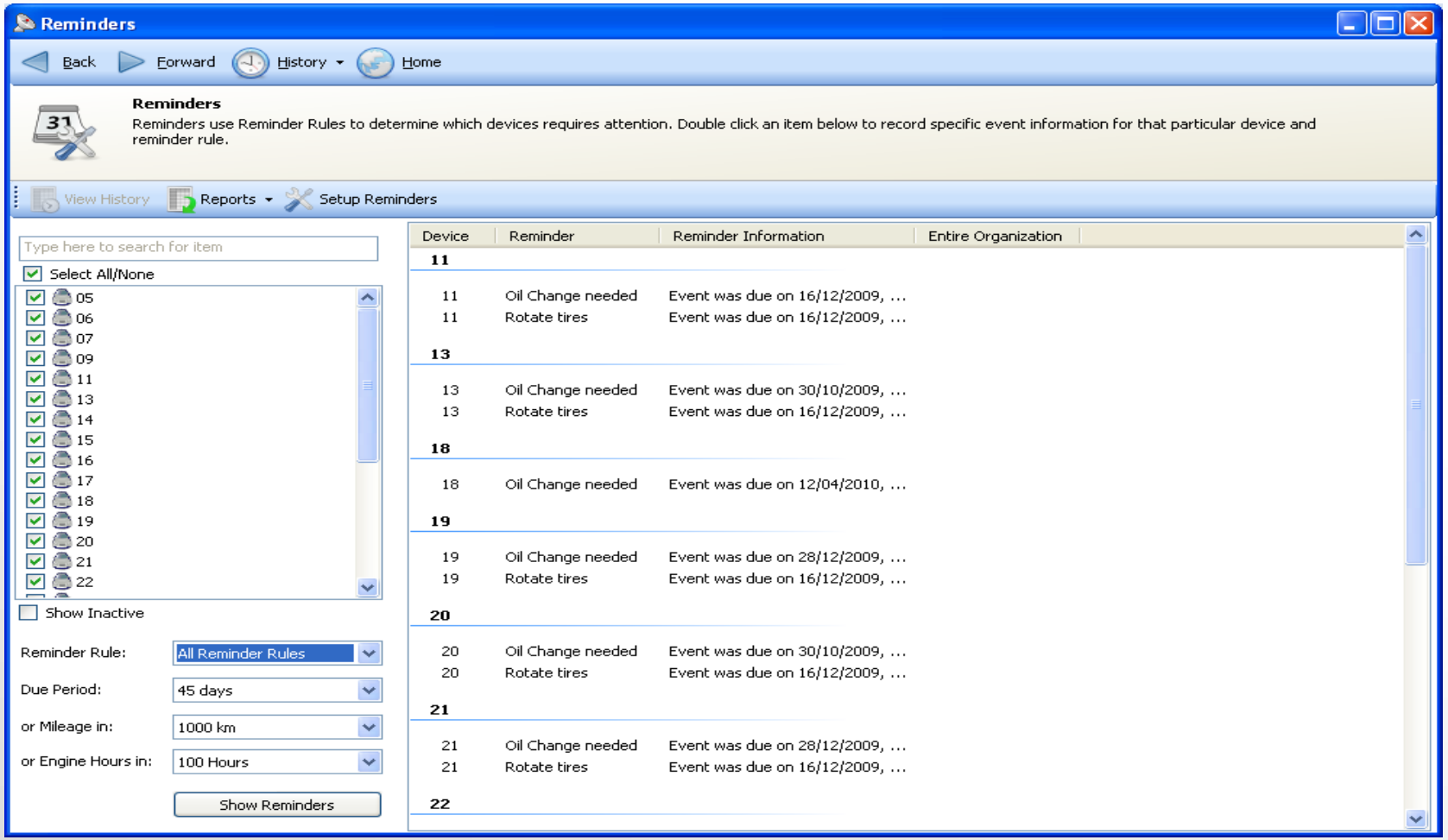
Definition of 'CAN'

All of the vehicles systems communicate through the CAN bus

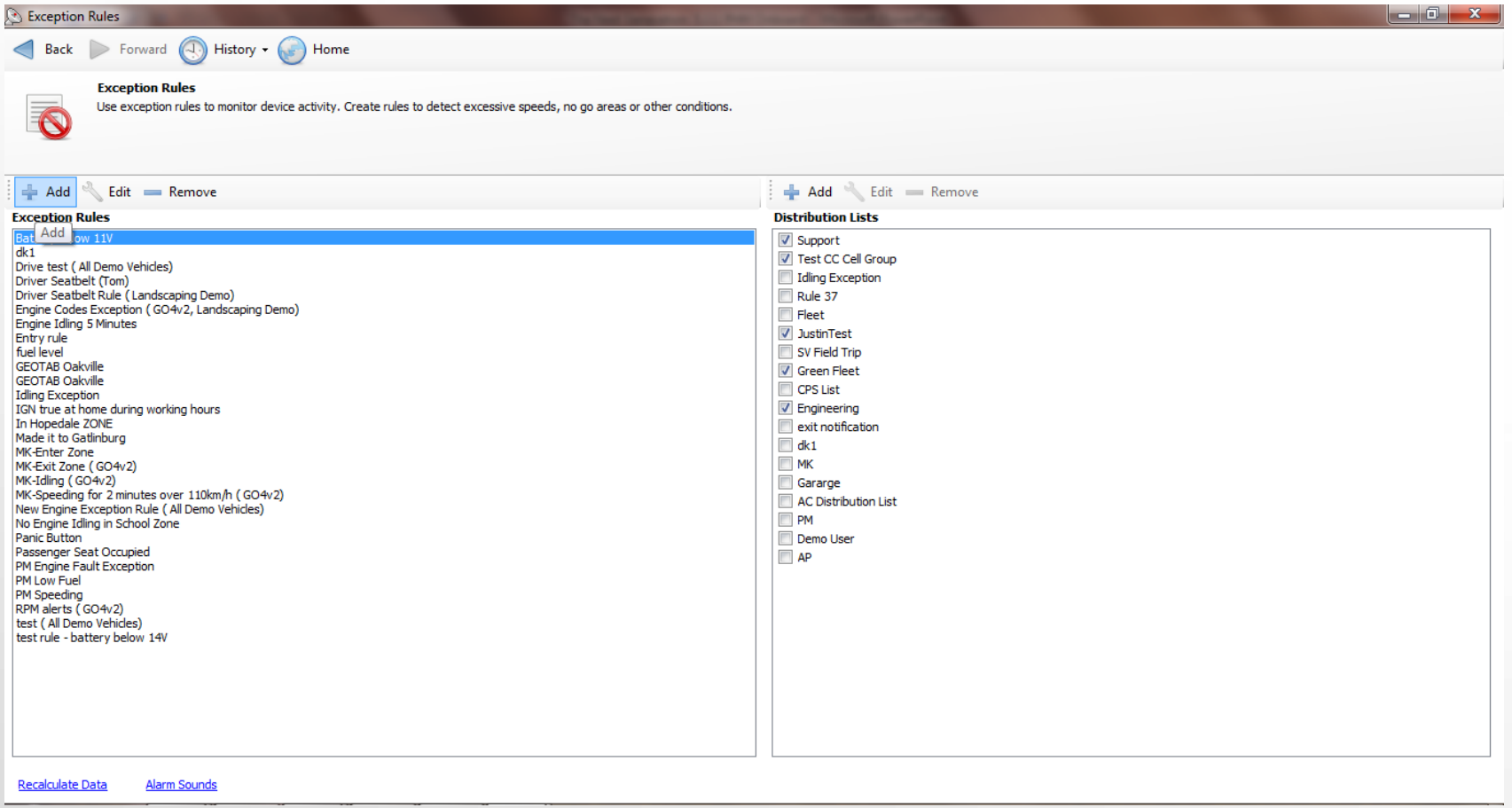
By accessing the data on the CAN multiple vehicle systems can be monitored individually or in correlation to each other



Date/ Engine Hour/Mileage Reminders



Proactive Management



Garmin Integration (optional)

- Uses off the shelf Garmin and a specially designed cable to manage device power and data transmission
- Allows for 2-way communication with the driver and dispatcher
- Monitors for device disconnection to ensure 100% up time for communication with driver
- All messages are verified and time stamped so you never miss a communication
- Send one stop or an entire route directly to the vehicle
- Driver can change their status for the dispatcher with the touch of the screen
- Driver status information can be color coded and automatically displayed on the map
- All Data transmitted is stored within database for future reporting

Things to consider when choosing a GPS solution

When evaluating the vendor you will be choosing, it is very important to ask key questions. You should be able to take advantage of some, if not all of the following services.

- Unlimited access to technical support (with remote desktop support)
- Unlimited training sessions for staff (classroom or one on one)
- Unlimited user access
- Unlimited use of the system
- All service work is under warranty for the life of the contract
- Regular feature updates
- Server Maintenance and backups
- Access to SQL backbone database for integration with 3rd party systems.
- Do you own or rent the data?
- Service techs that are employed by the vendor, not third party installer
- Dedicated Account Manager for day to day account management and system utilization consulting.

KERR GLOBAL
COMMUNICATIONS

You can't manage what you don't measure

Time Maintenance Safety Mileage Fuel Green

Kerr Global Communications and Geotab
combine to give you the most complete fleet picture

www.kerrglobal.com
1-877-446-3930