Expandability That Grows With Your Business

We have the expertise you need to navigate through the complex world of fleet management and personal safety solutions.

WEST BEND®

Ecosystem

The Customer
- The Customer identifies current fleet objectives
- For effective feedback, solutions are grouped across 6 pillars: efficiency, safety, vehicle health and reliability, regulatory compliance, sustainability and data access/expandability

Geotab
- Developer of the end-to-end telematics solution
- Investment in R&D and Innovation — Software Development, Hardware engineering, Engine analytics
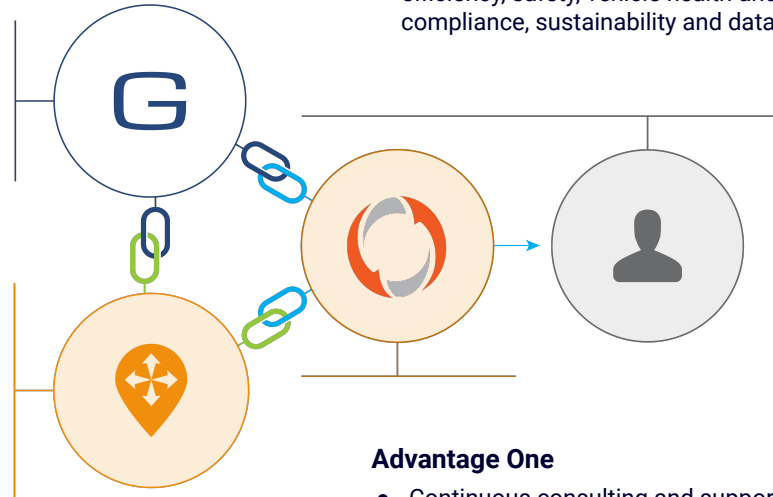
Marketplace

Partner > 200 solutions

- Extensive ecosystem of business-focused applications and Add-Ons
- Complement to the MyGeotab platform
- Accelerates a business's strategic use of data

Advantage One
- Continuous consulting and support
- Introduces Marketplace Partners as needs evolve
- Relationship management
- Ongoing service and training — the fleet's go-to resource

ADVANTAGE ONE

Who is Advantage One?

ADVANTAGE ONE connects fleets of any size with a simple-to-use platform to track, analyze, and improve fleet performance and increase efficiency.With us, it's more than just reports and fuel management.Our products and solutions have been custom-built to provide fleet managers a one-stop-shop for all connected vehicle needs – on one integrated platform. This means fleet managers can say goodbye to extracting reports from multiple data sources.

Beyond fleet management, our technology and solutions are built to simply connect. Advantage One solutions integrate seamlessly into product manufacturing, inventory management systems, and carton/crate track and trace programs.

Dedicated Connected Vehicle Consultants

Geotab and related solutions is all we do. Our team of experts have dedicated their careers to intimately understand telematics technology to ensure our deliverables are innovative and reliable.

Technology Strategy Development

Full service provider with implementation programs that are designed for continuous advancement. We also provide In-house integration services and management consulting.

Understanding our Partners Ecosystem

From Dash Cameras, to Fleet Maintenance Management Systems, to Enterprise Resource Planning, Advantage partners and integrates with a wide variety of solution providers to connect solutions and synergize systems.

ADVANTAGE ONE

Telematics Market Maturity
It's a Journey!

Maturity Accelerators

- Embedded by OEM (high)
- Asset tracking and video elements (high)
- Big data platform
- Data monetization
- Prescriptive analytics
- V2X (e.g. vehicle-vehicle, vehicle-infrastructure)

Nothing

- No telematics usage
- Disconnected and isolated systems
- Higher than normal operational costs
- Low digital maturity

Dots on the Map

- Tracking vehicle location
- Dispatch is primary usage
- Navigation
- Tactical usage

Vehicle Centric

- Understanding vehicle state and operations
- Gather usage for regular maintenance
- Fuel economy
- Vehicle performance
- Vehicle speed and idle times
- Trouble codes and actions

Driver Centric

- ELD driven
- Improved overall safety and security
- Driver training
- Fatigue management
- Personalized coaching and feedback
- Reliable "eyewitness"

Operations Centric

- Critically integrated into jobs and operations
- Reported out to business operations
- Electronic work diaries
- Traffic and efficient routing
- Electronic proofs
- V2X
- Strategic corporate-wide initiatives centered on telematics

Geotab target customer

Level 1   **Level 2**   **Level 3**   **Level 4**   **Level 5**

Products & Pricing

Telematics Only - Bundled Pro Plan

$27/month per vehicle

Comprehensive Driver Safety Plan

$39.95/month per vehicle

Bundled Pro Plan Includes:

Go9 Device + Harness

No upfront cost

Near real-time GPS and diagnostic data, alerts, custom reporting, risk management, and collision reconstruction features

24/7 Support

Comprehensive Driver Safety Plan Includes:

Go9 Device + Harness + AO Vision Dash cam

Discounted camera pricing for WB Customers

Same features as Bundled Pro, plus more!

AI-based dash cam

Single platform for all vehicle-related data

24/7 Support

ADVANTAGE ONE

Geotab® GO9® device
The next generation in fleet tracking

Powerful, expandable and redesigned from the ground up

- Inexpensive and reliable (near 0% failure)
- Simple installation
- Most complete data from vehicles
- IOX expandable
- 3D gyroscope and 3-axis accelerometer
- LTE device with roaming capability

Breakthrough Technology

- Curve algorithm for data recording
- Features controlled at server
- Collision reconstruction
- Reverse & harsh brake detection
- 3-wire tracking
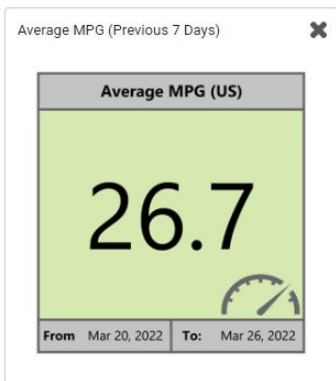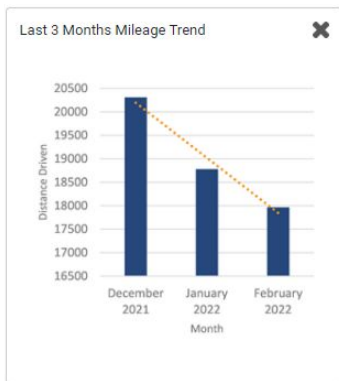- Dual protocol support
- Remote scan tool

Compact & Durable:
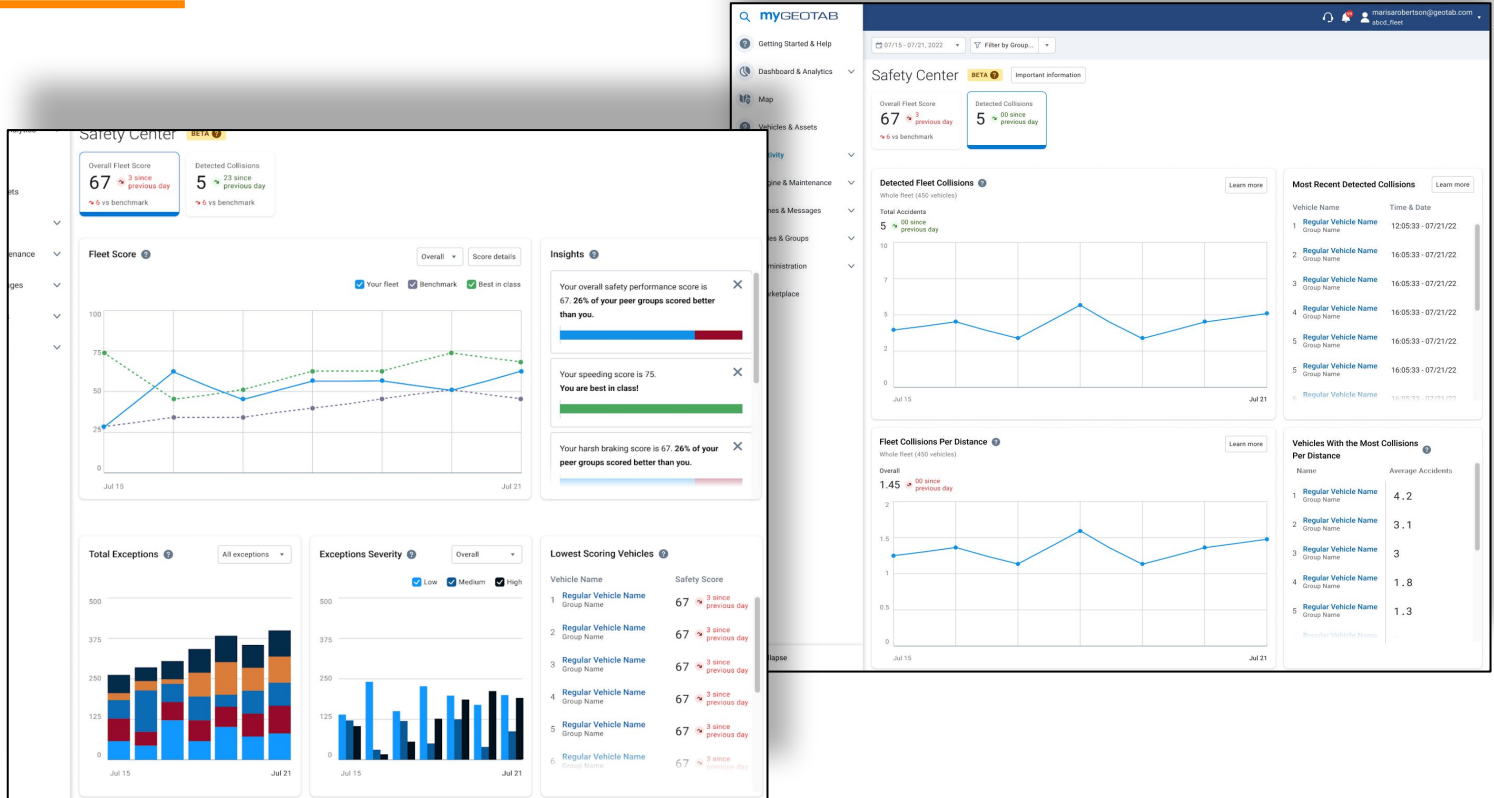WIDTH // 1.97"
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Innovative Technology:
Fast GPS acquisition time
In-vehicle driver coaching
Vehicle fault diagnostics
Detailed fuel usage data
Instrument cluster data

GEOTAB
GO

View Press Release   **View Brochure**   **Watch Video**

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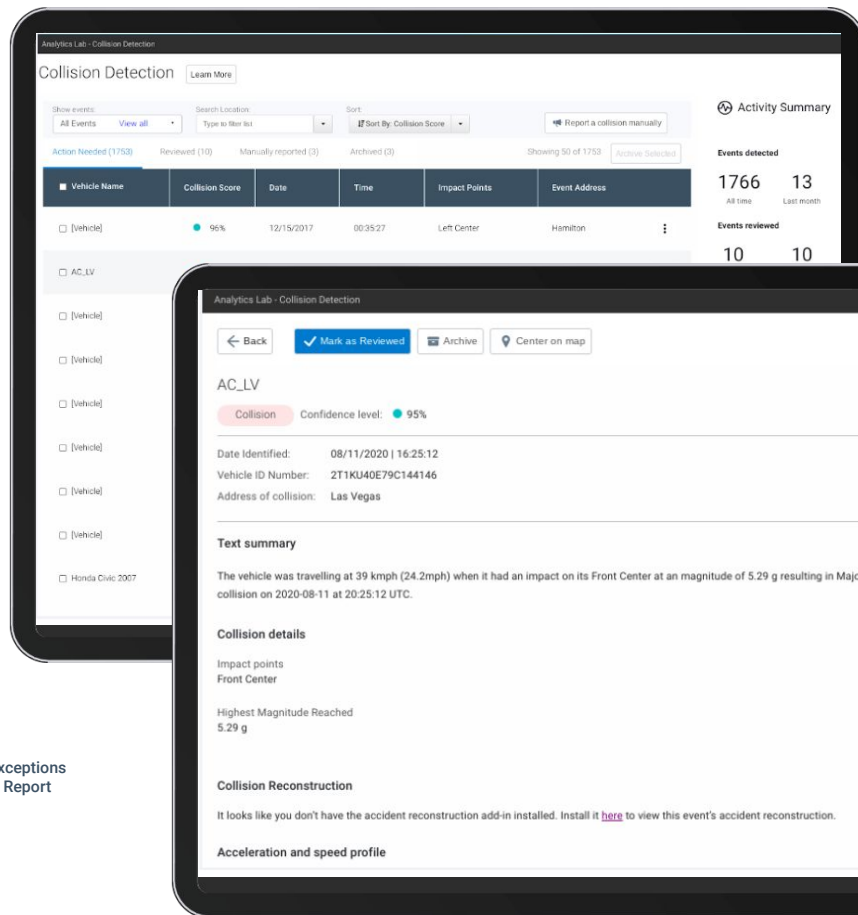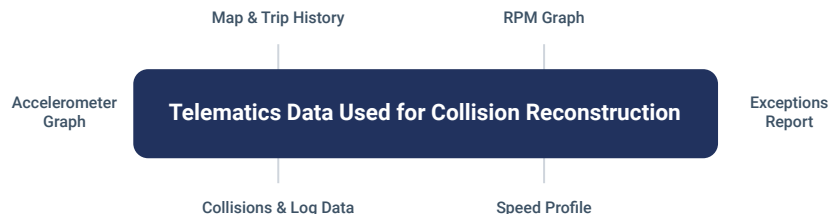# MyGeotab Reporting Suite

Safety Center

Collision Detection & Reconstruction

Automated Collision detection monitoring algorithm to initiate First Notice of Loss (FNOL) alerting timely and accurate triage.

Real-time collision incident management dashboard services & tools for process efficiencies resulting in shorter claim cycle time & cost savings.

Benefits
- **React faster to collisions within 2 hours**
- **View Collision reconstruction, information about severity, points of detection among others**

Map & Trip History   RPM Graph

Accelerometer Graph

Telematics Data Used for Collision Reconstruction

Exceptions Report

Collisions & Log Data   Speed Profile

ADVANTAGE ONE

AO Vision

Built specifically for the Geotab Ecosystem, AO Vision provides advanced AI, in-cab alerts, MyGeotab Add-in, and Geotab Drive: Driver Coaching Portal.

- **Dual Functionality:** Driver and/or Forward Facing

- **Multiple Service Levels:** Basic video telematics to full scale AI functionality

- **Enhanced AI:** Tailgating, Collision, Lane Departures, Stop Sign & Traffic Light violations

- **Facial Recognition Driver ID:** optional

- **Geotab Events-Integrated**

Advanced Technology

Scalable Service Plans

The Support You Want

ADVANTAGE ONE