# INTHINC™: WHO WE ARE

inthinc™ is the Salt Lake City-based company behind tiwi™. We're a company combining innovative ideas with engineering expertise to create breakthrough manufacturing techniques & products. We specialize in safety, healthcare, defense and telecommunications via our vertically owned manufacturing firm, Inovar, an award-wining company that's been voted one of the 100 fastest growing companies in Utah six vears in a row.

#### WHAT WE DELIVER

One of the issues we have focused on for more than a decade is that of safe driving, as we realized our engineering and innovations could lead to significant safety improvements for both commercial and consumer drivers.

This mission has led to a constant evolution of products aimed at safer driving beginning with our product, The Witness®, which was initially designed for the insurance industry to help address the estimated \$40 billion loss per year due to fraudulent claims.

In 2001, following the tragic death of Dale Earnhardt, NASCAR® mandated crash data recorders and turned to our Witness® product to be a prominent factor in their quest to create the safest car possible for the sport - a relationship that continues today and has helped shape the design and engineering decisions leading to 'The Car Of Tomorrow'.

# WAYSMART™: THE PROVEN FLEET SAFETY SOLUTION

Today, our most technologically advanced fleet product is a system called waySmart™. Aimed at companies with fleets of 50 or more vehicles, waySmart™ is a real-time onboard safety system that provides immediate feedback to drivers as well as instant communication to fleet managers on a full variety of location,

trend, accountability and efficiency measures. The result is a safety solution that has proven to quickly deliver unprecedented safety, accountability and ROI for users, with fleets seeing such improvements as:



- 73% increase in seatbelt usage
- 86% reduction in speeding violations
- 89% reduction in aggressive driving behaviors
- · And, in heavy commercial trucks, a reduction from 2.63 crashes to .55 per 1M miles.

Full details about waySmart™ features and performance can be found at: www.saferfleets.com.

# TIWI™: HERE TO CHANGE THE COURSE OF TEEN DRIVING

In February 2008, after years of development, inthinc™ is launching a true breakthrough for one of the most urgent issues in America. Our new in-car safety system - simply called 'tiwi' - is the world's first practical, affordable solution for delivering real-time, behaviorchanging feedback to young drivers while, at the same time, providing parents a full range of instant communications on their teen's current location, actions and driving performance. Complete information and product demos are available at tiwi's™ official website: www.driveaware.com.

# Why a teen safe-driving system?

- Crashes continue to be the No. 1 cause of death among teens
- · On average, a teenager is injured in a car crash every 55 seconds
- Research shows that over 80% of crashes of teens are attributed to driving error
- · A majority of teens have less than 50 hours of driving experience before getting their license

#### Why tiwi™?

- Changes behavior, based on the proven successes of inthine's waySmart technology
- Real-time features allowing parents to receive alerts via phone, text or email
- Ability to assign notifications to defined zones so that, for instance, a parent knows the second a child arrives at or leaves a location such as school or home
- Emergency-call and location information to further protect teens
- · A range of user-friendly, web-based controls so parents can choose what's best for them and their teen driver

## NASCAR® & TIWI™

Building on our long relationship, NASCAR® and inthinc™ have collaborated on an innovative use of the tiwi™ in-car safety system that provides accurate, real-time lap counting and positioning information for race vehicles. Fans will be able to see the bright green tiwi™ logo on the windshield of their favorite drivers' cars in all NASCAR® events, beginning with the 2008 season. And, though not as brightly visible, all NASCAR® vehicles also continue to rely on inthinc's Witness® systems as their crash data recorders.

### THE TEEN DRIVING COUNCIL

To further publicize the need for new approaches and public/private partnerships to help address the issue of teen driving safety, we have initiated the Teen Driving Council. Beginning this year, the Teen Driving Council will become the central resource for parents, teens, educators and other concerned groups and individuals who are looking for effective ways to join together and help protect and educate our young drivers. Further information is available at the Council's website: www.teensafety.com.

# inthine



#### **Bob Upchurch**

From: Terry Scholl [tscholl@inthinc.com]

Sent: Wednesday, December 24, 2008 12:05 PM

To: Terry Scholl; Bob Upchurch

Cc: Jon Kleinheksel Subject: RE: Test Program

Hi Bob, sorry we have been slow to respond on this with an update. We are still targeting mid January for the first units to enter some fleets in the Salt Lake City area. (We want the first ones to be close to our engineering team there before branching out across the USA). So, tentatively, if things go well in SLC and on schedule, we could get units to you about 30 days later, mid February. In the meantime, we can start doing a few things.

The cell data connection is taken care of by inthinc. You will be provided the phone number of the unit also (in the event you want to voice call the vehicle by selecting it from the website portal).

We will provide detailed instructions and photos on installation. It is straightforward, connecting only to the data port in the vehicle.

What is helpful at this point, is providing us the VIN#/Make/Year/Model for the vehicles you want to try. In lieu of purchasing the units initially, you can try them at no cost including the monthly fee for Feb - May. If you could send that over, we will confirm and/or write the EMU (interface for the pin connectors). We are ready with Ford F250/350/450/550, for example, if you happen to have those types of vehicles. In any event, we don't necessarily want to restrict you from trying on the vehicles of your choice. If you want to increase the vehicle count a few more, that should not be a problem.

Thank you for your interest and patience in inthinc. I expect you will be pleased with the data and results for your fleet.

Happy Holidays, too!

Terry Scholl 801-886-2255 ext 596

----Original Message-----From: Terry Scholl

Sent: Thursday, November 06, 2008 8:26 AM

To: 'Bob Upchurch' Cc: Jon Kleinheksel

Subject: RE: Test Program

Bob, thanks for sharing good news about your decision to test the units. I am working with our folks to prepare a response and quote hopefully yet this week.

#### Regards

Terry Scholl

-----Original Message-----

From: Bob Upchurch [mailto:bupchurch@co.collin.tx.us]

Sent: Wednesday, November 05, 2008 8:02 AM

To: Terry Scholl
Cc: Jon Kleinheksel
Subject: Test Program

#### Terry;

We have two vehicles we would like to test with the TIWI safe driving system. We can install the units in our shop. How is the cell phone connection handled? Do we set this up or does your company? I will need to work with our Purchasing Department before we get the units so just let me know at your leisure. Thanks, Bob.

Bob Upchurch Equipment Services Manager e - bupchurch@co.collin.tx.us p - 972-548-3709