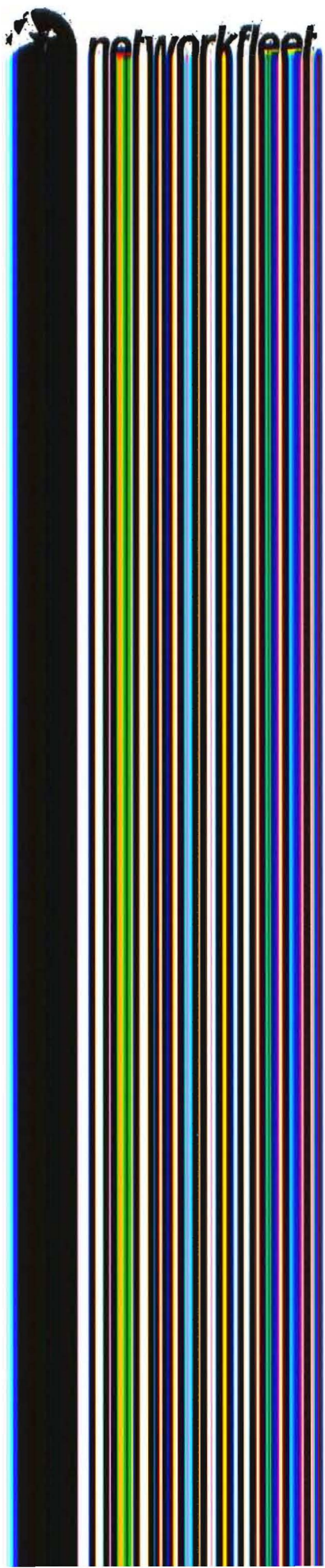


networkfleet





**NETWORKFLEET, INC. PILOT PROGRAM AGREEMENT**

Networkfleet is pleased to offer Collin County Equipment Serv ("Customer") a trial program of our Telematics solution ("Solution") – specifically, our in-vehicle hardware and hosted web based application. This trial program gives Customer a (60) day Pilot Period ("Pilot Period") from date of activation to receive the benefits and enjoy the use of our state-of-the art Telematics solution that will allow you to effectively track fleet performance. By signing below, Customer expressly agrees to the terms of Agreement and to the ADDITIONAL TERMS REGARDING TELEMATICS PILOT PROGRAM which are incorporated by reference to this Agreement.

Upon your enrollment in the trial program, Networkfleet will ship devices and/or SEM units in the quantities specified in the chart below to be installed in vehicles by Customer. If using Networkfleet Certified Installation Network, Networkfleet and Customer will coordinate timing of such installations on a commercially reasonable basis, with such installation to be paid for by Customer in the amount set forth below. Once the devices have been installed in the vehicles, Customer will have access to the Networkfleet web application via any personal computer with access to the Internet. Customer will have no rights in the software whatsoever, other than the right to use it for the Pilot Period with Networkfleet's permission as further restricted in Exhibit A.

Customer will evaluate Solution during Pilot Period based on pre-agreed pilot parameters. Customer agrees that it will participate in no less than one conference call during each week of the Pilot Period with Salesperson / Dealer (Dave Cassie) to discuss Customer's assessment of the pilot program based on predetermined "Criteria of Success." Customer is under no obligation to purchase any equipment or service at any time. Customer agrees that it has reviewed and agreed to pricing below:

Quantity	Device Type	Device Price	Networkfleet Installation Fee	Networkfleet De-installation Fee	Monthly Service Fee	Device Fee if not returned
	5200					
10	5500	NC/Pilot	NC/Pilot	Cust to deinstall	NC/Pilot	\$390.00/ unit
	AT-1400					
	Sensor Expansion Module					
	CONNECT					
10	Other: PARTS047	NC/Pilot	NC/Pilot	Cust to deinstall	NC/Pilot	\$35.00/ harness

Either party may terminate this Pilot Program Agreement at any time with written notification. Pilot extensions will be approved by Networkfleet via email. Customer further agrees that if it does not execute a Networkfleet Direct Agreement and place an initial order within 30 days of the end of the Pilot Period for any reason, or if this Agreement is otherwise terminated, the pilot equipment will be deactivated and the Customer will either (i) return (at Customer's expense) the equipment to Networkfleet in original condition (ordinary wear accepted) or (ii) promptly schedule a de-installation of in-vehicle hardware, at Customer's expense. If equipment is not received by Networkfleet within 60 days of the end of the Pilot Period, or in the event unit(s) are not activated within a commercially reasonable timeframe, the Customer will be charged/billed the amount listed in the chart above. All amounts are payable in US Dollars. Notwithstanding the foregoing, the provisions of Exhibit A shall survive any termination of this Agreement.

**BILLING INFORMATION:**

Type of Card:  Visa  MasterCard  American Express

Name on Card: \_\_\_\_\_

Billing Address: \_\_\_\_\_

Billing Phone Number: \_\_\_\_\_

Card Number: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ CVV: \_\_\_\_\_

E-Mail address for notifications: \_\_\_\_\_

If Customer does not provide credit card, Customer must provide contact information to be directly billed, subject to credit approval. Invoices are payable and due upon receipt, without offset, per Prompt Payment Act, etc.

Billing Contact Name: Collin County Auditor Billing Phone Number: 972-546-4640

Billing Address: 2300 Bloomdale Rd #3160 McKinney, TX 75071

E-Mail address for notifications: accounts.payable@collincountytxas.gov

*\* Collin County Purchase Order Required \**



## EXHIBIT A

### ADDITIONAL TERMS REGARDING TELEMATICS PILOT PROGRAM

Customer agrees that the in-vehicle hardware and web application services provided to it solely in connection with Customer's assessment of pursuing a further business and commercial relationship. Customer will use, and require its employees and agents to use, all available safety precautions and to comply with all instructions furnished to Customer relating to the in-vehicle hardware and web application services. Customer will not use or permit to be used the in-vehicle hardware for such fail-safe or critical applications.

**PROPRIETARY RIGHTS.** Customer acknowledges and agrees that the hardware and services include proprietary property of Networkfleet and its licensors, and that Networkfleet and its licensors are the owners of all copyrights, trademarks, patents, trade secrets and other proprietary information and rights relating to the hardware and services. Title to, ownership of, and intellectual property rights in the hardware and services, and any and all improvements, modifications, fixes or enhancements to the hardware and services that arise hereunder, regardless of whether such items or services are created or suggested by you, will remain in Networkfleet and its licensors. You acknowledge such ownership and intellectual property rights and will not take any action to jeopardize, limit or interfere in any manner with our or our licensors' ownership of or rights with respect to the hardware and the services. You have no property right in any telephone number assigned to the hardware by or through Networkfleet, and understand that any such number can be changed by Networkfleet or its provider from time to time. You will not copy, modify, reverse-engineer, disassemble, or decompile any software or firmware included in any hardware or the Networkfleet website or otherwise provided to you by or on behalf of Networkfleet, and will not disclose or provide access to the hardware, software or any services to any third party for such a purpose. You may not use our trademarks, service marks or trade names without our prior written approval of all aspects of each such usage. You will not remove or obscure from any hardware or other item provided to you by Networkfleet any copyright, trademark notice, restrictive legend, or logo belonging to Networkfleet or any of its suppliers. You shall notify us immediately of any unauthorized use of the hardware and the Networkfleet service (and the intellectual property relating thereto) that becomes known to you. You may only use the hardware and the Networkfleet service as specified in the Agreement. You will indemnify Networkfleet for all breaches of the foregoing resulting from your breach of this Proprietary Rights section of this Agreement.

### LIMITATION OF LIABILITY; DISCLAIMER OF WARRANTIES.

NETWORKFLEET SHALL NOT BE LIABLE FOR CONSEQUENTIAL, SPECIAL, INDIRECT OR INCIDENTAL DAMAGES, INCLUDING LOST PROFITS OR LOST DATA, EVEN IF THAT PARTY IS INFORMED THAT THOSE DAMAGES MAY OCCUR. NETWORKFLEET'S CUMULATIVE LIABILITY UNDER CONTRACT, TORT, STRICT LIABILITY OR OTHER LEGAL THEORY SHALL NOT EXCEED THE AMOUNT PAID TO NETWORKFLEET UNDER THE AGREEMENT DURING THE PILOT PROGRAM. YOUR CUMULATIVE LIABILITY UNDER CONTRACT, TORT, STRICT LIABILITY OR OTHER LEGAL THEORY SHALL NOT EXCEED THE AMOUNTS PAID OR PAYABLE TO NETWORKFLEET UNDER THE AGREEMENT BY YOU. THE FOREGOING LIMITATIONS SHALL NOT APPLY TO LIABILITY ARISING YOUR BREACH OF PROPRIETARY RIGHTS OF NETWORKFLEET SET FORTH ABOVE.

WE ARE NOT RESPONSIBLE FOR (A) DELAYS IN DELIVERY, INSTALLATION OR PROVIDING THE HARDWARE OR THE SERVICES, NO MATTER WHO CAUSED THE DELAY; (B) ANY DELAY OR NONPERFORMANCE ARISING FROM A CAUSE OUTSIDE OUR REASONABLE CONTROL OR RESULTING FROM YOUR BREACH OF THE AGREEMENT; OR (C) THE OPERATION OF HARDWARE IF ANY ITEM ACQUIRED FROM A THIRD PARTY IS USED WITH THE HARDWARE. YOU ACKNOWLEDGE THAT THE HARDWARE IS A WIRELESS DEVICE AND THAT NETWORKFLEET CANNOT COLLECT DATA FROM THE HARDWARE ONCE IT TRAVELS BEYOND A CERTAIN RANGE. THE HARDWARE AND THE NETWORKFLEET SERVICE ARE DEPENDENT ON THE COVERAGE AREAS OF WIRELESS NETWORKS OWNED AND OPERATED BY THIRD PARTIES. COVERAGE AREAS ARE APPROXIMATE AND DO NOT COVER SIGNIFICANT PORTIONS OF NORTH AMERICA. ACTUAL COVERAGE AND OPERATION OF THE HARDWARE AND THE NETWORKFLEET SERVICE DEPENDS ON SYSTEM AVAILABILITY AND CAPACITY, SYSTEM AND HARDWARE UPGRADES, REPAIRS, MAINTENANCE, MODIFICATIONS, RELOCATION, TERRAIN, SIGNAL STRENGTH, STRUCTURAL CONDITIONS, WEATHER AND ATMOSPHERIC CONDITIONS, GOVERNMENTAL REGULATIONS, AND OTHER, ACTS OF GOD, AND OTHER CONDITIONS BEYOND NETWORKFLEET'S REASONABLE CONTROL. YOU UNDERSTAND AND AGREE THAT NETWORKFLEET AND THE UNDERLYING CARRIER CANNOT GUARANTEE THE SECURITY OF WIRELESS TRANSMISSIONS, AND WILL NOT BE LIABLE FOR ANY LACK OF SECURITY RELATING TO YOUR USE OF THE NETWORKFLEET SERVICE.

THE HARDWARE AND THE NETWORKFLEET SERVICE MAY NOT OPERATE IN ENCLOSED SPACE, IN BUILDINGS, BETWEEN BUILDINGS, UNDER GROUND, OR IN CANYONS. THE OPERABILITY OF THE HARDWARE AND THE NETWORKFLEET SERVICE ARE DEPENDENT UPON THE AVAILABILITY OF THE INTERNET, WHICH IS OWNED AND OPERATED BY AND ACCESSED THROUGH THIRD PARTIES. NETWORKFLEET DOES NOT WARRANT THAT THE RECEIPT OF DATA, MAPPING INFORMATION, AND OTHER CONTENT FROM THE HARDWARE WILL BE UNINTERRUPTED, OR THAT THE TRANSMISSION OF DATA, MAPPING INFORMATION, AND OTHER CONTENT FROM NETWORKFLEET TO YOU OR THE NETWORKFLEET WEBSITE WILL ALWAYS BE TIMELY OR COMPLETE. YOU ACKNOWLEDGE THAT NEITHER THE HARDWARE NOR THE NETWORKFLEET SERVICE SHALL PREVENT AND/OR DETECT ALL VEHICLE PROBLEMS, GUARANTEE THAT YOUR VEHICLE WILL NOT BREAK DOWN OR GUARANTEE THAT YOU WILL NOT INCUR VEHICLE REPAIR BILLS. YOU ACKNOWLEDGE THAT IF THE LOCATION-BASED DATA OR LOCATION-BASED SERVICES ARE USED TO ATTEMPT TO LOCATE A VEHICLE (E.G. A STOLEN VEHICLE), NETWORKFLEET DOES NOT GUARANTEE THAT THE VEHICLE WILL BE SUCCESSFULLY LOCATED AND/OR RECOVERED. IN THE EVENT THE HARDWARE OR THE NETWORKFLEET SERVICE IS NOT ACTUALLY AVAILABLE OR IS NOT FUNCTIONING PROPERLY, WE SHALL HAVE THE RIGHT TO REFUSE TO PROVIDE A REPLACEMENT DEVICE OR NETWORKFLEET SERVICE.



WHILE WE ENDEAVOR TO PROVIDE ACCURATE, UP-TO-DATE DATA, DATA WE COLLECT FROM THE HARDWARE INSTALLED IN VEHICLES MAY, AT TIMES, CONTAIN ERRORS, DEFECTS, DEFICIENCIES OR TECHNICAL INACCURACIES, AND MAY BE CHANGED OR UPDATED BY US WITHOUT NOTICE. THE HARDWARE AND THE SERVICES ARE PROVIDED BY US ON AN 'AS-IS' BASIS TO THE FULL EXTENT PERMISSIBLE BY APPLICABLE LAW. WE DISCLAIM ALL REPRESENTATIONS AND WARRANTIES OF ANY KIND, EXPRESS OR IMPLIED, INCLUDING, BUT NOT LIMITED TO, IMPLIED WARRANTIES OF NONINFRINGEMENT, MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE AND ANY IMPLIED WARRANTY ARISING FROM COURSE OF PERFORMANCE, COURSE OF DEALING OR USAGE OF TRADE, AS TO THE HARDWARE AND THE SERVICES, AND THE NETWORKFLEET WEBSITE CONTENT (INCLUDING THIRD PARTY CONTENT), DATA (INCLUDING ITS ACCURACY AND AVAILABILITY), SERVICE OR MATERIALS INCLUDED OR OFFERED AS PART OF THE SERVICES. YOU ASSUME THE ENTIRE RISK IN DOWNLOADING OR OTHERWISE ACCESSING ANY DATA, INFORMATION, FILES OR OTHER MATERIALS OBTAINED FROM THE NETWORKFLEET WEBSITE OR THROUGH THE NETWORKFLEET SERVICE.

WHILE WE WILL USE REASONABLE EFFORTS TO MAKE YOUR ACCESS AND USE OF THE NETWORKFLEET SERVICE AND THE NETWORKFLEET WEBSITE SAFE, WE CANNOT AND DO NOT REPRESENT OR WARRANT THAT THE NETWORKFLEET SERVICE AND THE NETWORKFLEET WEBSITE ARE FREE OF VIRUSES OR OTHER HARMFUL COMPONENTS; THEREFORE, YOU AND YOUR USERS SHOULD USE INDUSTRY-RECOGNIZED SOFTWARE TO DETECT AND DISINFECT VIRUSES ARISING FROM USAGE OF THE NETWORKFLEET SERVICE AND THE NETWORKFLEET WEBSITE SITE OR ANY DOWNLOAD.

<b>Customer:</b>  Collin County Equipment Services  Signature: _____ Name: _____ Title: _____  Date Signed: _____  Address: _____	<b>Networkfleet:</b>  Networkfleet, Inc.  Signature: _____ Name: _____ Title: _____  Date Signed: _____  Address: 6363 Greenwich Drive, Suite 200 San Diego, CA 92122
-----------------------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

### Pilot Program - Expectations Tracker

Pilot Customer Name:		Sales Rep Name:
Customer Pilot "Champion":		Sales Channel:
# of Pilot Units:		Pilot Start Date:
Potential Fleet Total:		Pilot End Date:

#### Contract Stage

Networkfleet meets with those involved in the project to provide live web demo to review functionality, discuss capabilities, pricing, coordinating installs and key reasons for implementing Telematics	
Pilot Agreement Delivered to Customer	
Customer's Legal Counsel to review Sales Agreement	
Agree to outfit (X) vehicles with necessary Telematics equipment	
Customer agrees to have all users participate in a 30 minute weekly conference call	
Pilot Agreement Signed by Customer and NWF (internal pilot order form submitted)	

#### Deployment Stage

Vehicle Equipment/Telematics Device delivered	
Equipment to be installed by Networkfleet Installers	
Evaluation will be (X) days from date of installation	
Introduction of dedicated Networkfleet Sales Operations Specialist (SOS)	
Identify Pilot End Customer users requiring training of Telematics portal	
Users to be trained via WebEx	

#### Evaluation Stage

Weekly 30 minute calls with the Pilot Customer - discuss progress / mini training	
30 Day Review of "Criteria of Success" factors	
60 Day Review of "Criteria of Success" factors	
90 Day Review of "Criteria of Success" factors	
Evaluate idle behavior and impact on fuel and emissions	
Evaluate speeding behavior and impact on fuel and emissions and at fault collisions	
Discuss the benefits of being a "Green" fleet	
Evaluate Odometer reads	
Evaluate Idle Reports	
Evaluate Activity Alerts	
Validate Diagnostic Trouble Codes (DTCs)	
Validate NWF website is user friendly	
Scheduled Reports: (list)	
Other Customer Requirements: (list)	

#### Close Stage

Budgeting has been approved	<i>Pilot only at this time, m</i>	
If trial is successful, customer agrees to purchase X number of units within 30 days from termination of trial	<i>Pilot only at this time.</i>	

*Collin County's participation in pilot is no representation that any further purchases will be made. no. Any further expenditure requires approval of Commissioners Court. m*



# Telematics ROI Assessment

City of Irving

## **Introduction**

City of Irving is contemplating the implementation of telematics for all or a large portion of its fleet, and has implemented Networkfleet in 30 vehicles as part of a pilot for the past 3 months.

Networkfleet counts among its customers many local, state and federal entities. We have significant experience not just understanding the return on investment our current public fleet customers have gained, but also best practices during implementation. The purpose of this document is to explain, based on the recent limited implementation, the type of return on investment the City is already seeing.

The following includes week by week analysis starting the week of 4/11 and ending the week of 7/4.

## Driver Behavior

Increased emphasis on driver behavior has multiple benefits including increased safety, reduced liability, decreased fuel costs, and increased efficiency.

Overall fleet average speed can have a significant effect on safety, as well as MPG and subsequently fuel usage. In fact, every 1 MPH reduction in fleet speed is about 1% savings in fuel cost (Fleet Owner Magazine, Edmunds.com).

The City's results for speed for all pilot vehicles as well as Water Utilities specifically are mixed. For the entire pilot (Chart 1) there appears to be no trend for the number of speed instances – they are about the same throughout. For Water Utilities (Chart 2) specifically there appears to be no trend, either up or down. We believe there is an opportunity here. Most Networkfleet customers that concentrate on reducing speed as a formal process, will see these graphs have a much steeper downward angle, and will see resulting benefits in fuel usage, safety, and liability claims.

Chart 1: Speed Instances >10 MPH Over Posted Speed – Entire Pilot

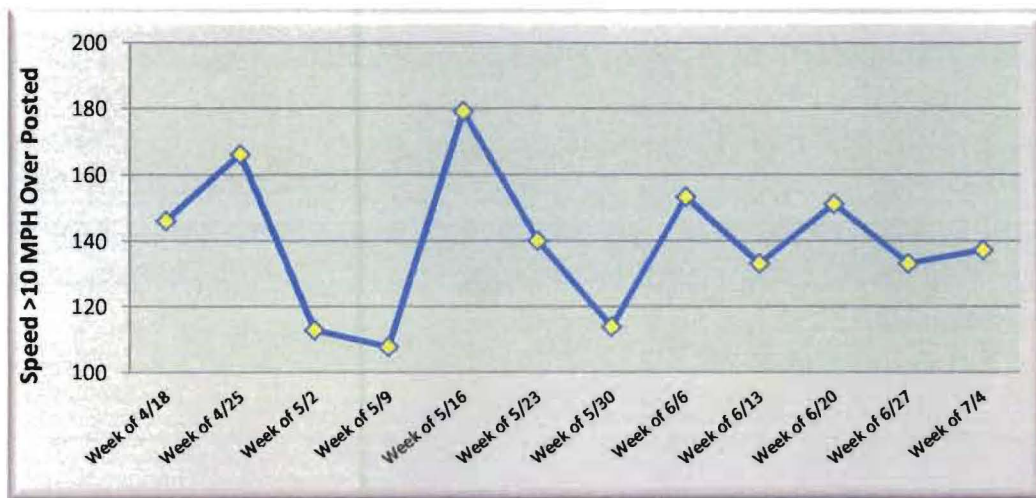
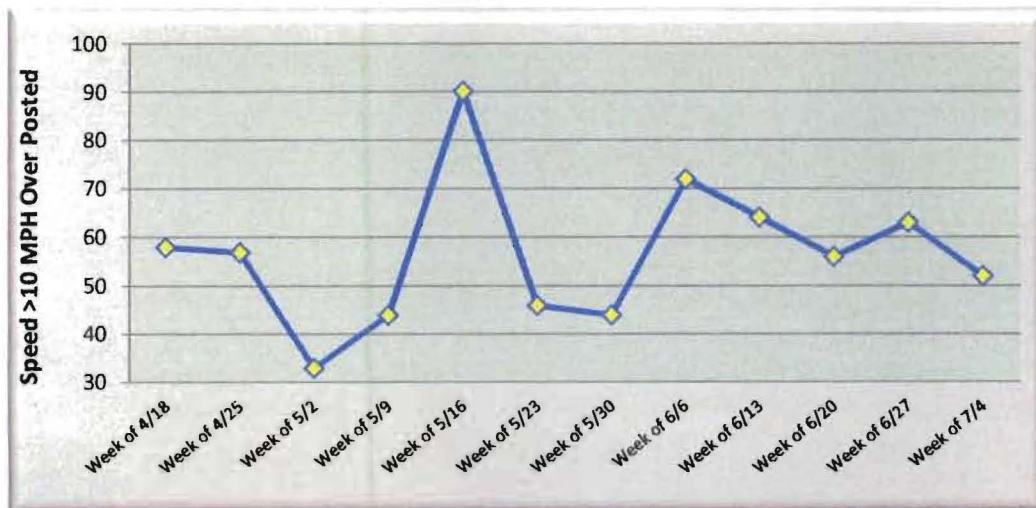


Chart 2: Speed Instances >10 MPH Over Posted Speed – Water Utilities



Idle time also has a significant effect on MPG and subsequently fuel usage. Depending on vehicle type, between 1/3 and 3/4 of a gallon of fuel is burned per idle hour. Based on our experience, a typical municipal fleet, before implementing Networkfleet, has an average idle time of 35%-45%. The City was no different, at least on the vehicles Networkfleet was installed on.

The City's has experienced positive results in just three months, but we think they can be better. Idle time for the entire set of pilot vehicles averaged about 40% for the entire pilot (Chart 3) and about 42% for the Water Utilities (Chart 4) vehicles. Over the last 5 weeks, idle time for both groups has been at or below the average for the total pilot, indicating clear improvement. However, we believe these percentages can be reduced further, along with speed, to increase the fuel savings.

Chart 3: Idle Time - Entire Pilot

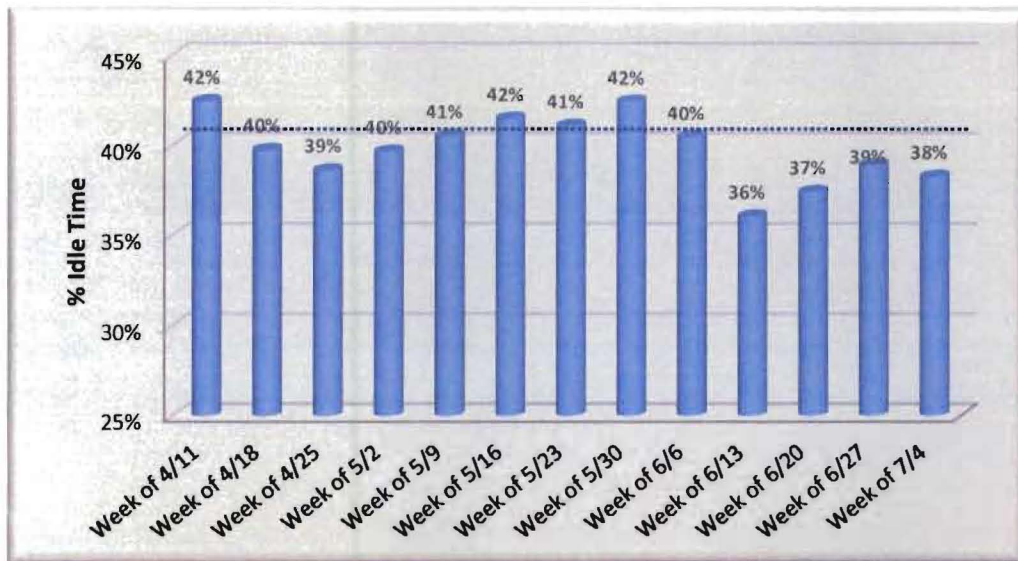
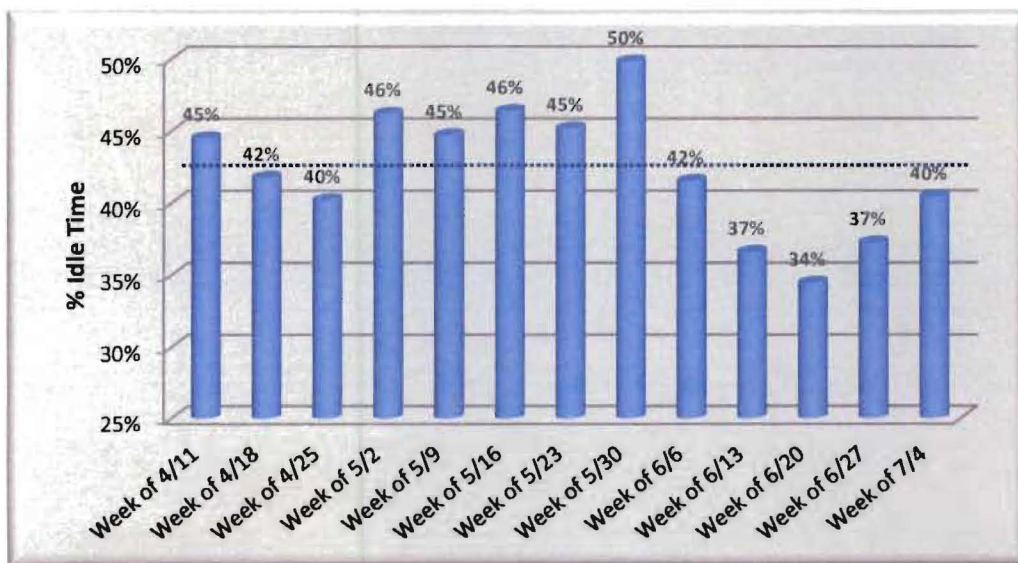
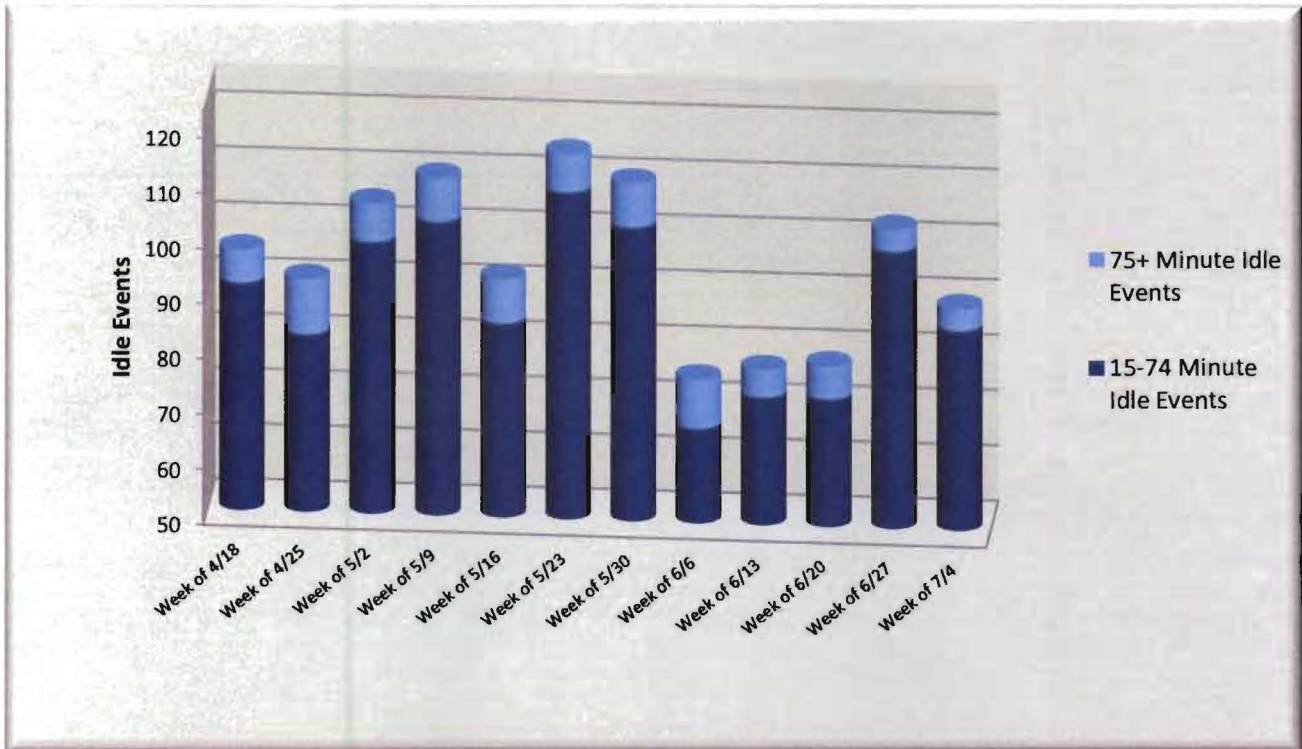


Chart 4: Idle Time - Water Utilities



In Chart 5 we plotted the number of high idle events the City had during the pilot period. The results were astounding – the City had an average of 100 idle events each week greater than 15 minutes in length and between 5 and 10 of those longer than 75 minutes. If we assume the average idle event is 30 minutes, and we assume the total number of events could be cut in half, that would reduce idle minutes by about 1,500 minutes/week, or about 25 hours. Those idle hours add up fast in terms of fuel usage and maintenance costs.

Chart 5: Long Idle Events >15 Minutes - Entire Pilot



Lower idle time and speed will result in higher MPG. These MPG graphs are the inverse shape to the idle time graphs, for good reason. Looking at only the weeks of 6/6, 6/13, and 6/27, we see fewer 15+ minute idle events and at the same time see the highest MPG. If idle time goes down, MPG goes up. This trend will continue if the City puts in a formal idle and speed education and tracking program. Idle, speed, accidents, liability, and fuel usage will go down, and MPG will go up – as it has in the graphs below.

Chart 6: MPG of Pilot Vehicles – Entire Pilot

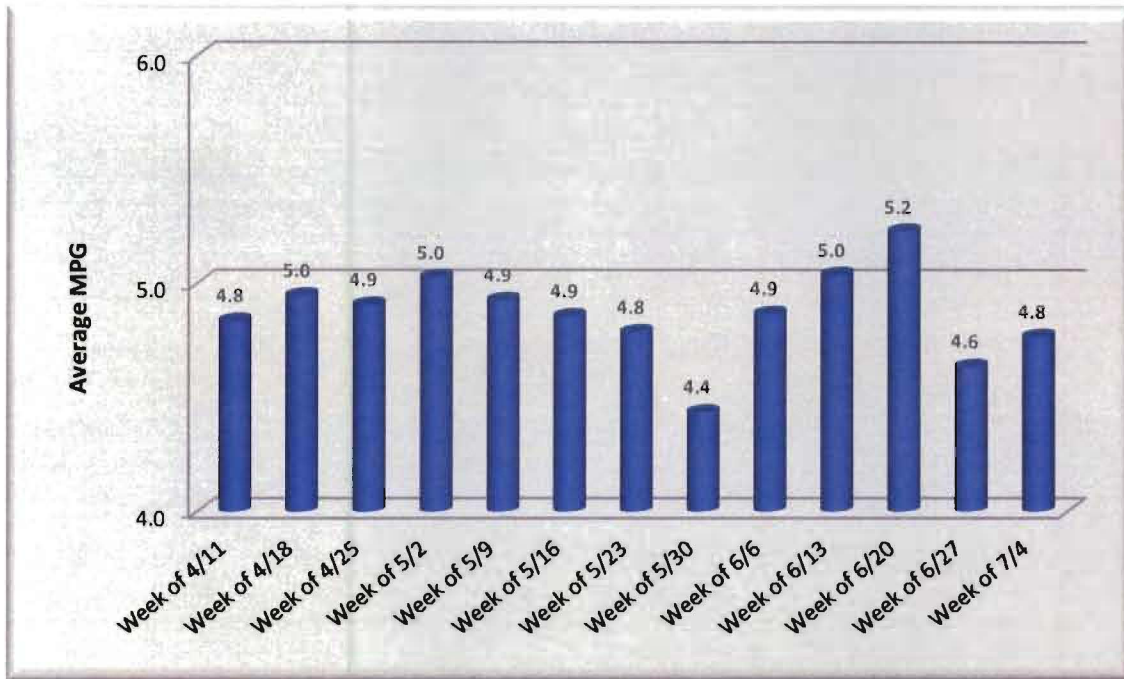
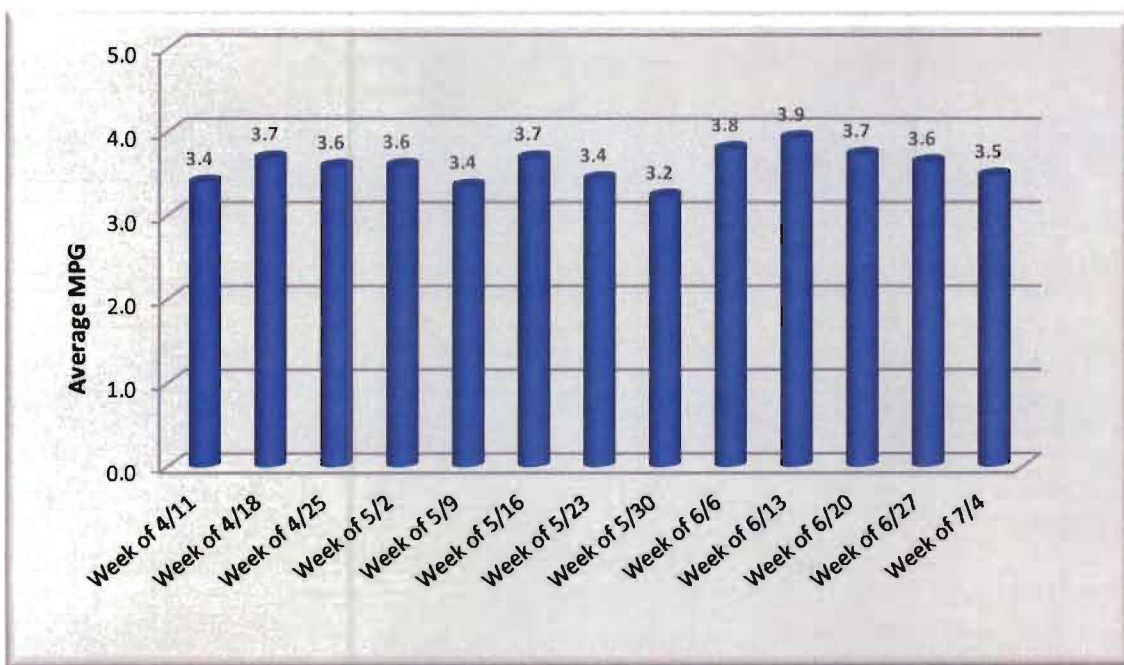


Chart 7: MPG of Pilot Vehicles – Water Utilities



## Efficiency

The reality is that people often act more appropriately when they know they are being watched. The results for the City around efficiency are astounding. In charts 8 and 9, we see trips taken for both the entire pilot and Water Utilities. A trip is technically a key on to a key off event. Many people equate trips to jobs performed. In both the entire pilot and Water Utilities, number of trips was fairly level until about June 1. We see a dramatic increase in trips (note that week of 5/30 and 7/4 were only 4 day work weeks) after June 1. The increase is more than 25%. More work is being done, lots more work.

Chart 8: Trips Taken – Entire Pilot

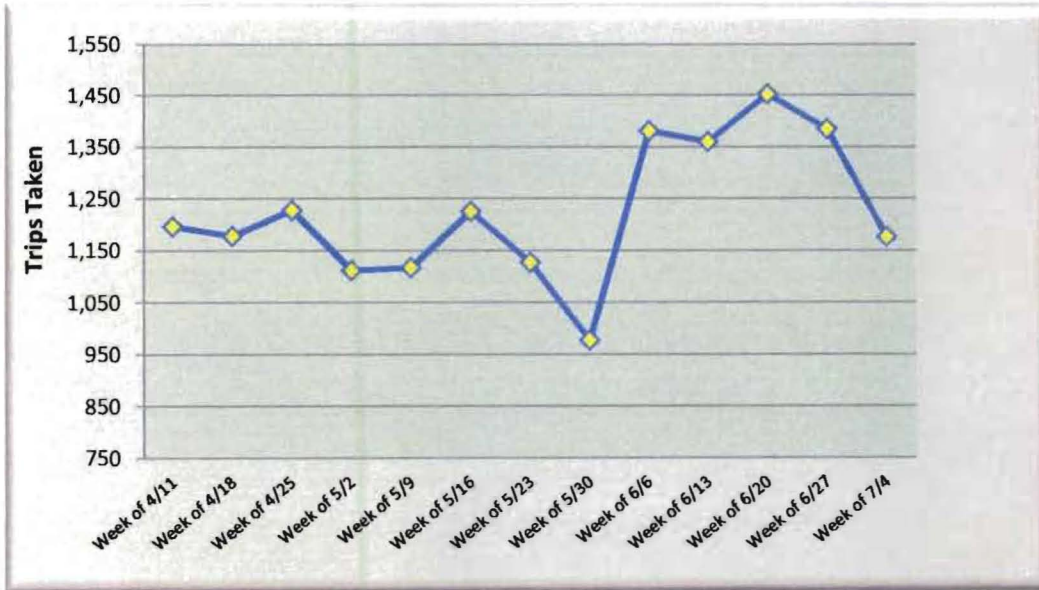
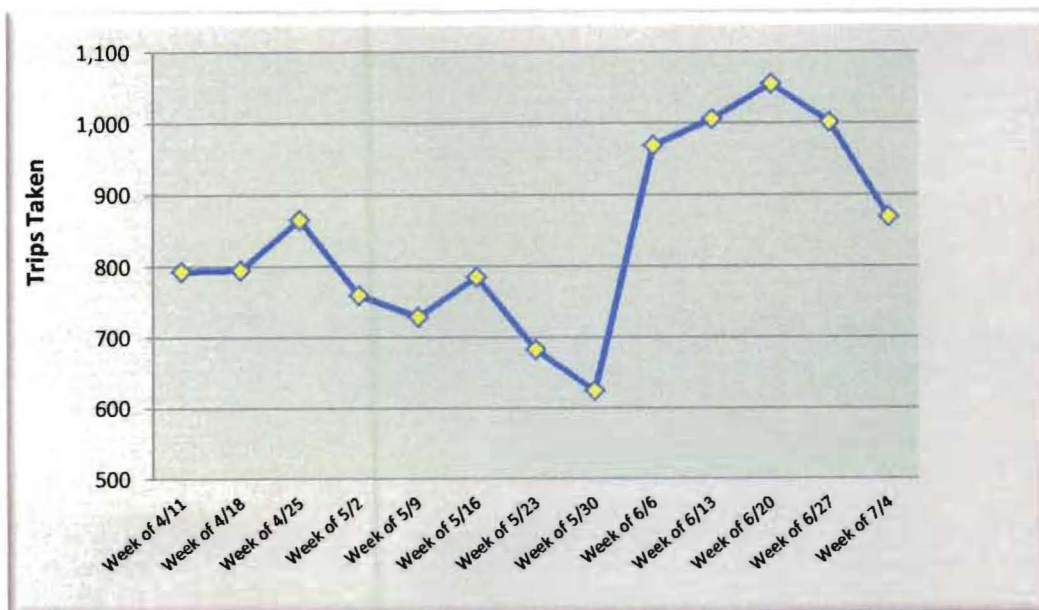
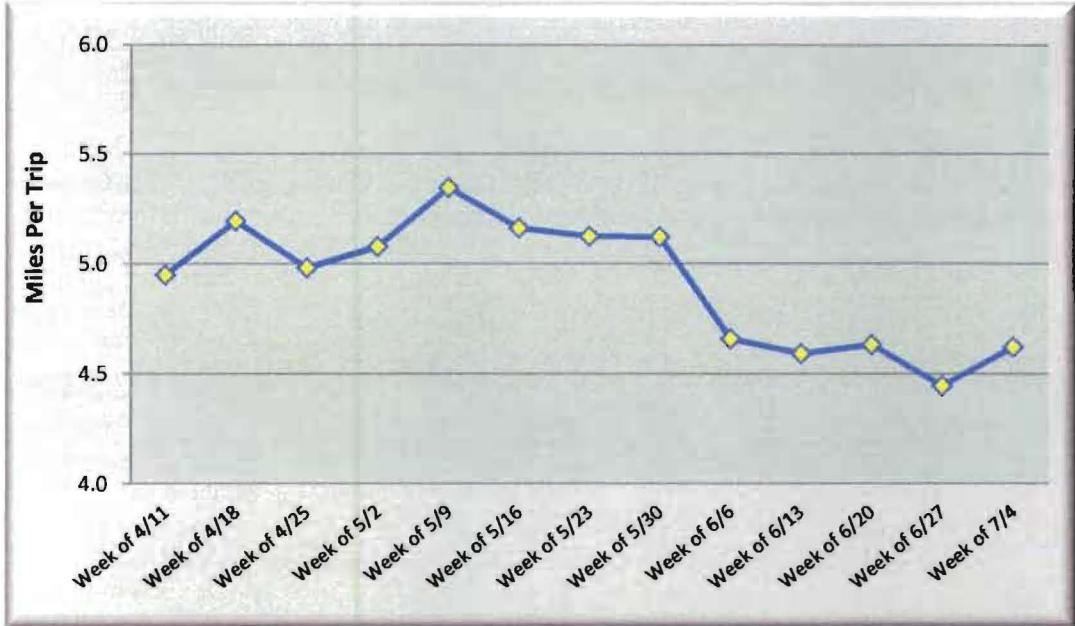


Chart 9: Trips Taken – Water Utilities

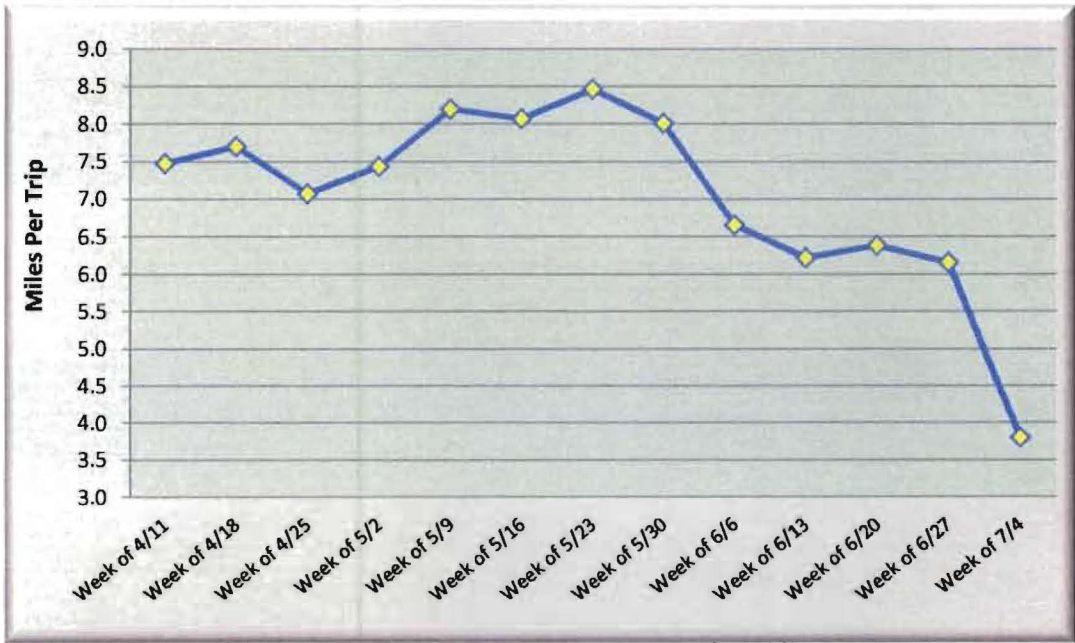


If the City only saw an increase in work as indicated by the previous page, that would be enough to pay for a telematics system many times over. But the City saw another significant efficiency gain as indicated by Charts 10 and 11. Miles per trip decreased drastically for both the entire pilot group and the Water Utilities Group. For the entire group, through 5/30 the average miles per trip was between 5 and 5.5 for each week. Since then the average trip is about 4.5 miles – a 10% reduction at least. Water Utilities results were even more dramatic dropping from the 7.5-8.5 miles per trip range to the 6-6.5 range. It’s not uncommon for drivers, when they know their locations are being analyzed, to more efficiently route themselves and cut out unauthorized trips. Not only is the City doing more work, they are doing it in a more efficient fashion in terms of job to job routing.

**Chart 10: Miles Per Trip – Entire Pilot**



**Chart 11: Miles Per Trip – Water Utilities**



Charts 12 and 13 shows average work hours per day per vehicle – the difference in time from when the vehicle first keyed on to the last time it keyed off. In many customers we see a rise in this indicator, as employees realize their work time is being tracked. In the case of the City, there is no movement in either group of vehicles trending up or down. The average work hours does vary week to week, but stays around a fairly constant average.

This result actually makes the gains above even more remarkable. As noted in Charts 8 and 9, the number of trips (jobs) increased dramatically. If the work time increased, that may account for the number of jobs going up. However, Charts 12 and 13 indicate that average work time per day stayed fairly consistent. That means that in the same amount of time, 25% more jobs (trips) were completed, and as an added bonus the average distance between jobs was decreased by 10+%. There’s really only one explanation – employees are being more diligent about doing their work.

Chart 12: Average Hours Worked Per Vehicle per Day – Entire Pilot

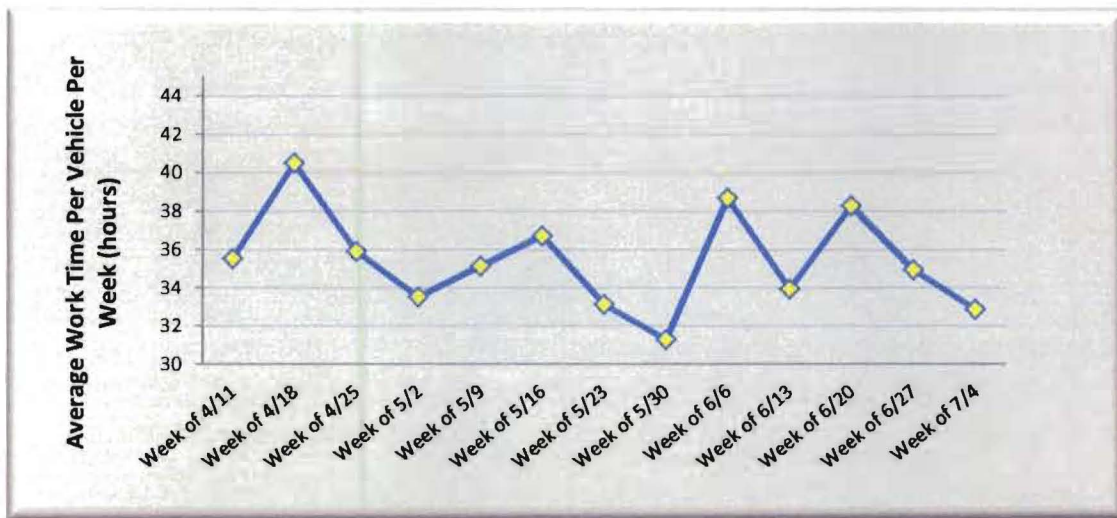
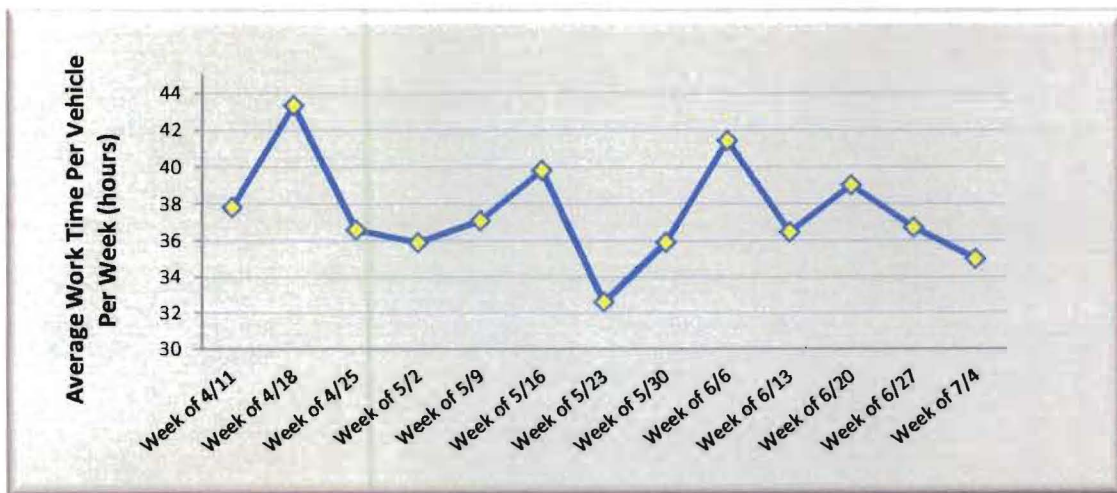


Chart 13: Average Hours Worked Per Vehicle per Day – Water Utilities



## Vehicle Health

While not something that can be conveyed over a trend, Networkfleet brings fleet managers closer to their vehicles by identifying vehicle health issues immediately and alerting fleet personnel. Fleet personnel can then decide to service a vehicle immediately if appropriate, soon, or at its next scheduled maintenance. This immediate identification has a short and long term effect on maintenance costs and well as vehicle replacement cost. While there are no trends to analyze in this category, the results below show valuable information.

DTCs Identified in April – 25

DTCs identified in May - 22

DTCs identified in June - 31

## Summary

While a limited telematics pilot is significantly different than a full deployment, the City saw some important results that indicate a full deployment could be a big success. Those results include:

- Increased efficiency that included more jobs and fewer miles per job, without an increase in total work time. More work is getting done by the same employees in the same amount of time.
- Decreased idling, leading to increased MPG. Somewhat mixed results, but enough trend to indicate some real opportunity.
- Improved vehicle health – remote capture of diagnostic trouble codes.

The City will continue to see gains like this across the board and can even look to increase those gains with a formalized plan to inform employees what exactly is being measured. A plan on what indicators will be measured, as well as periodic evaluation of those indicators, will continue and enhance the current trends. Further, other areas of return, such as fleet utilization and roadside assistance will come into play with a full implementation – that weren't able to be reviewed in a pilot format.

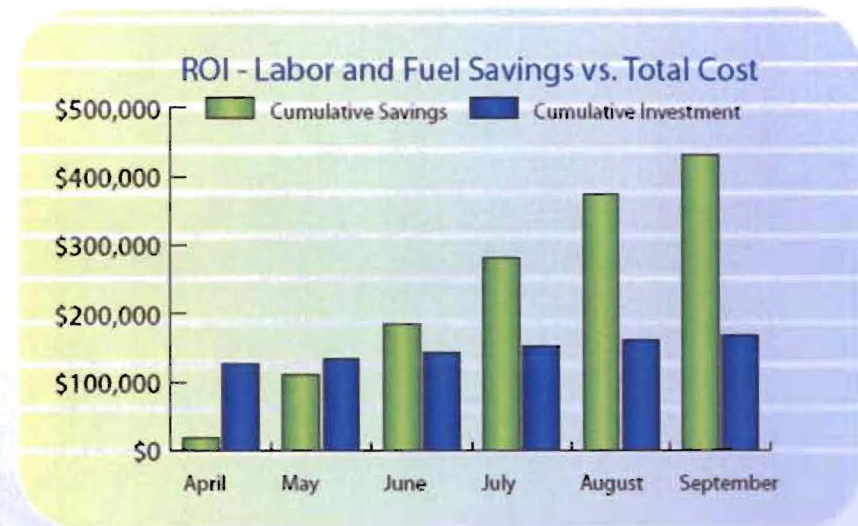
## Real Results of Telematics

### Eastern Municipal Water District

#### Results

*During the first six months of operation, EMWD saved more than \$430,000, including:*

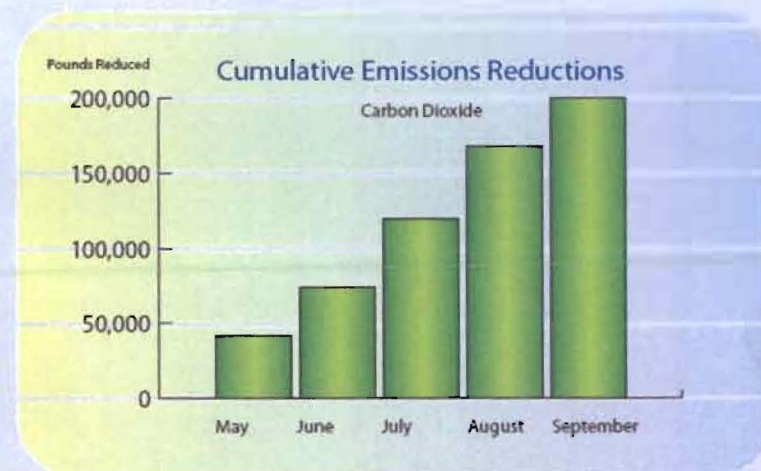
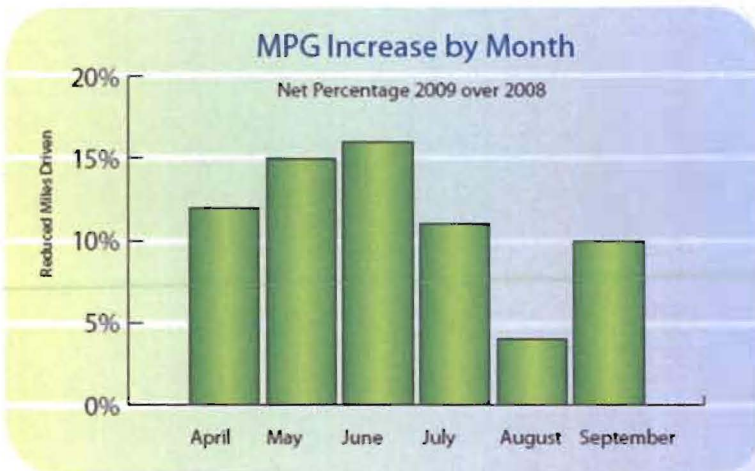
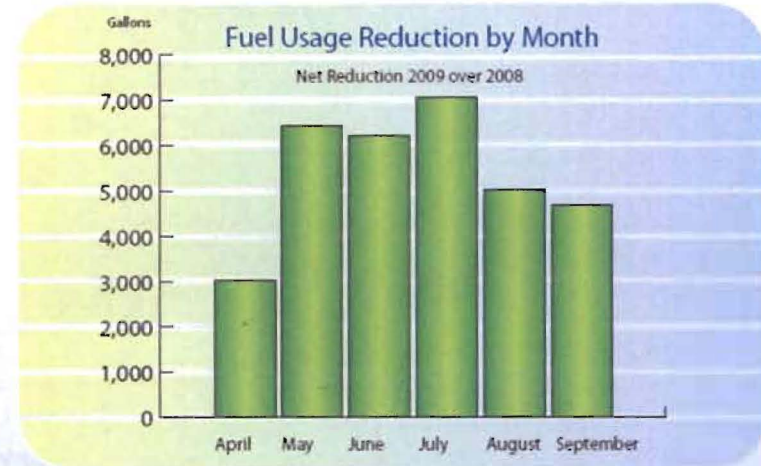
- Lowered labor costs by \$354,000
- Cut fuel costs by \$79,000
- Reduced miles driven by 165,000 miles



- **Expected Long-Term and Recurring Benefits**
  - » Extended life of its 350-vehicle fleet
  - » Continued savings from fuel usage and more efficient use of employees
  - » Incremental savings from reduced insurance premiums; elimination of physical smog checks; improved maintenance and engine diagnostic capabilities
  - » Improved employee safety and peace of mind

# Real Results of Telematics

## Eastern Municipal Water District



Networkfleet Hardware Price List  
as of 12/8/11

		5500 (no Harness incl)		5200 (no Harness incl)		AT-1400
	<b>HGAC - Hardware (one-time)</b>	\$ 315.00		\$ 235.00		\$ 325.00
	<b>HGAC - Service (monthly)</b>	\$ 25.95		\$ 23.95		\$ 13.95

Item Number	Accessory	Type	Price
Parts047	OBD Harness	5000	\$ 35.00
Parts043	6 Pin Harness	5000	\$ 35.00
Parts044	9 Pin w/ square flange	5000	\$ 35.00
Parts045	9 Pin w/ D mount	5000	\$ 35.00
Parts046	Universal (3 wire)	5000	\$ 10.00
Parts040	Window mount GPS Antenna	5000	\$ 35.00
Parts041	Sensor Input Harness	5000	\$ 10.00

Sometimes needed for heavy-duty vehicles with a bucket or other equipment that may block the sensor. ie: boom up/boom down, broom



## Polk County Implements No-Idle Zone and Safer Driving Program using Networkfleet®

### Summary

A customer since 2003, Polk County Fleet Management Division in Bartow, Florida has Networkfleet installed on approximately 400 vehicles in its fleet. Bob Stanton, Director of Fleet Management, oversees fleet operations and the motor vehicle rental pool for 42 departments and over 2,000 vehicles across the county. Polk County selected the Networkfleet wireless vehicle management system to help it reduce fuel expenses and improve driver safety.

### Problem

Stanton sought out a system that would help him raise employee awareness of important issues such as speeding, idle-time, and vehicle usage. It was also paramount that the system was cost-effective so that it could be quickly deployed throughout the entire county fleet.

### Solution

With its plug and play design, Networkfleet requires no wire splicing or drilling of holes in the vehicle. Unlike other systems, installation time is less than 30 minutes per vehicle. Because the Networkfleet software is completely hosted by Networkfleet, Polk County did not have to worry about downloading the application. They could also easily have different department managers using the software simultaneously from various locations since the application is accessible via the internet 24/7.

Networkfleet is easy to use yet provides a powerful system for monitoring both vehicle location and diagnostics. With diagnostic monitoring, Polk County could receive alerts whenever a vehicle had a diagnostic trouble code or was due for scheduled maintenance. It would also allow fleet managers to get valuable idle-time, mileage and fuel efficiency data for each vehicle. In addition, Networkfleet was able to provide actual speed data, which aided in improving driver safety.

Using Networkfleet as a catalyst, the County launched a No Idle-Zone Program in an effort to reduce fuel consumption and associated expenditures. The No Idle-Zone Program encouraged drivers to turn off their vehicles instead of letting them idle for extended periods of time while doing jobs. On a weekly basis, Polk County fleet managers reviewed the Networkfleet idle-time and fuel consumption report to monitor for high idle patterns and were able to reduce fleet-wide fuel consumption by simply increasing employee awareness.

### Results

Using Networkfleet, Polk County was able to promote safer driving. By setting custom speed thresholds for each department, fleet managers were able to monitor excessive speeding behaviors on a daily basis. Since installing Networkfleet, the County has seen a reduction in speeding and an overall improvement in driver safety.

"Networkfleet has helped us in ways we hadn't envisioned in the past," said Stanton. One of those ways was meeting vehicle utilization targets. By monitoring the actual mileage driven and several other factors for motor pool vehicles, the County was able to identify underutilized vehicles and consequently reduce fleet size by 12%. Networkfleet provides accurate odometer information directly from the vehicle which is a significant improvement over the 25% error rate on odometer readings recorded at the fuel pump.

Like other government agencies, Polk County utilizes Networkfleet differently in each county department, but has seen improved efficiency across the board. In the Building Division, the County is able to verify that building inspectors have visited their quota of sites for the day. In the Mosquito Control Division, the County reviews the precise locations of where employees have sprayed mosquito pesticide. In the Fleet Management and Utility Operations, the County documents the length of the service calls for reconciling billable hours.

According to Stanton, "When we first piloted Networkfleet, the County Manager was so impressed with the device that he said it should be put on every vehicle going forward." Polk County continues to outfit vehicles with Networkfleet and is reaping the benefits of using Networkfleet through safer and more productive employees.

### Results

- *Identified underutilized vehicles and reduced fleet size by 12%.*
- *Launched No Idle Zone program using idle-time and fuel consumption reports from Networkfleet.*
- *Set custom speed thresholds and reduced speeding while improving driver safety.*
- *Improved efficiency and employee productivity across all County departments.*

For more information on Networkfleet visit [networkfleet.com](http://networkfleet.com) or call 866.869.1353.



## Networkfleet® Improves Johnson County Fleet Operations and Saves \$15K in Fuel Costs

### Summary

After implementing a GPS-enabled wireless fleet management system from Networkfleet, the Johnson County Highway Department improved operations and efficiency, saving more than \$15,000 in fuel costs the first year.

### Problem

Johnson County, Indiana was established in 1822 and is home to more than 100,000 residents. The second fastest growing county in the Indianapolis metropolitan area, Johnson County offers urban amenities using the latest technology while maintaining a friendly, hometown attitude.

In early 2009, the Johnson County Highway Department put this forward-thinking approach to work. Using knowledge acquired at the Department of Public Works in Indianapolis, Director Gary Vandegriff initiated a program aimed at improving performance of the vehicles assigned to his department.

"Our primary reason was to pinpoint areas where we could improve fleet performance and thus reduce fuel costs and wasteful usage of vehicles," said Vandegriff.

### Solution

After viewing a demonstration of Networkfleet given by a colleague at the Indiana Department of Transportation, Vandegriff formulated a plan. Like other GPS-based fleet management systems, Networkfleet collects and transmits data wirelessly from a global positioning system (GPS) and provides alerts and reports regarding vehicle location, speed, stops/starts, idle time, and odometer readings. However, Networkfleet's capabilities extend well beyond others.

"I saw right away that Networkfleet had other advantages," said Vandegriff. "I had kept up with GPS technology since the mid-1990s, so I knew what the technology could do. What cinched the decision to buy Networkfleet was the systems' direct connection to the vehicle's onboard diagnostic computer."

Vandegriff installed Networkfleet on his own sedan plus 15 Highway Department vehicles, including ten heavy dump trucks, one mini-van, one Ford F250, and three pickups. Immediately, the department began using Networkfleet to manage operations and fuel consumption. Armed with four years of data on fleet fuel usage (diesel and unleaded), Vandegriff knew he had a good baseline for comparing performance and costs before and after implementing the solution.

"Managing fuel consumption involves tracking and controlling operation of your vehicles," said Vandegriff. "Thanks to Networkfleet, I now have fuel and idle reports, which are delivered to me automatically every Monday. If idle time is above the four-year trend average for a given vehicle, I can drill down immediately to determine the context and take reasonable action."

### Results

As shown in the following graph, diesel fuel usage for 15 vehicles declined from 7,098 gallons in January 2009 to an average of 4,931 gallons per month for the remainder of the year. This compares to the 5,555 gallon-average per month for the previous four years. Unleaded fuel usage also declined during the first year as compared to the four-year monthly average.

"At an average \$1.85 per gallon for diesel and \$1.80 per gallon for unleaded gas, we calculated our fuel consumption savings at nearly \$15,000 for the first year," Vandegriff said. "Most of the savings was due to operational efficiencies such as reduced idling time, odd-hour use, and speeding."

Even though Vandegriff's primary interest was not the GPS functionality of Networkfleet, he soon discovered how valuable it was to be able to track vehicle locations.

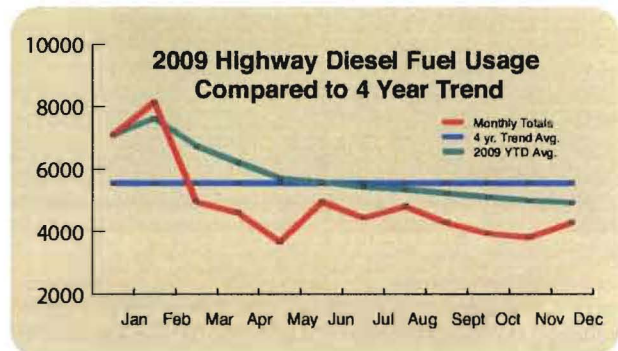
"We didn't implement Networkfleet to keep careful watch on everyone," he said. "But the ability to track where our employees are and where they've been has saved us money and helped us back up our employees when an erroneous claim is made."

For example, Vandegriff received a call from a customer during a blizzard, claiming that the Highway Department wasn't providing the level of service necessary to keep roads clear. Using Networkfleet, he was able to show that they had been plowing appropriately but heavy winds and back-to-back storms had undermined their efforts.

"Based on plowing times, locations, and weather patterns in the area, I could also explain to the customer that as soon as we removed the snow, it came back, making it appear we weren't doing our job," Vandegriff explained. "Without Networkfleet's data, we wouldn't have been able to prove otherwise."

### Results

- Saved \$15,000 in fuel costs by monitoring and reducing idle time, odd-hour use and speeding.
- Exonerated employees and resolved customer complaints by verifying vehicle activity times and locations.
- Reduced diesel fuel usage by more than 2,000 gallons per month in the first year.



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