Telematics in Practice

Working together to improve road safety
MiX Telematics: a partner with purpose

“We move the world forward every day by delivering meaningful information to our customers that creates safer roads, a cleaner planet and improved efficiencies”
We are living in a **new era** of telematics

1990s → Products

2000s → Products + services

Now → Solutions tailored to solve customer challenges
In our experience: improving safety transforms a business

- Safer driving = fuel savings
- Safer driving = enhanced service to customers
- Safer driving = less time off-road, better utilisation
- Safer driving = maintenance cost reduction
- Cameras = insurance risk reduction

- Real-time driver feedback
- Driver engagement
- Tailored improvement programmes
- Vehicle safety checks
- Driving hours of service
- Modular solutions e.g. cameras, Alcolock, Mobileye integration

- Safety check compliance & accountability
- Prevents driving hours violations
- Privacy mode & personal / business mileage monitoring
- Breathalyser-based immobilisation
MiX’s safety change management approach

Core programme

- Modular telematics SaaS package
- Live in-cab driver feedback
- Driver engagement app
- Business intelligence
- Change management programme
- Customised e-learning

Value added solutions for elite safety performance

- Connected cameras: training & evidence
- Vehicle safety check & ePOD app
- Driver training
- Journey Management
- Collision detection & avoidance
- Breathalyser-based Immobilisation

efficiency • safety • compliance • security
Success depends on **best practice implementation**

**MiX Telematics Professional Services**

- Change Management
- Union Interaction
- Driver Workshops
- Training
- Data Analysis & BI
- Integration Support
- Embedded Consultancy
- KPI Dashboards

**Service for Life Promise:** “We partner with you to develop, tailor, manage and measure our joint goals over the long-term”
Implementation in action

We work with you every step of the way

Months 1-4
Pre-Implementation:
- Contract signed
- Vehicle fleet list
- Installation & comms plans deployed
- Project board agreed
- Training conducted,
  - KPI dashboards defined

Implementation:
- All vehicles fully installed
- All users & drivers trained
- KPI dashboards in use by key stakeholders
- Optional managed service
- Dedicated fleet consultancy

Phase 1

Phase 2
Post-Deployment Review:
- Workshop with project board to review
- Progress to KPIs reviewed
- Continuous improvement scope assessed
- Ongoing Driver Training

Months 5-8

Month 9

Quarterly
Quarterly Business Reviews:
- Progress report & review
- Actions completed from previous quarter
- Actions agreed for next quarter
- Latest MiX innovations presented

Phase 3

Phase 4

Months 5-8

Month 9

Quarterly

We work with you every step of the way
Typical client results

- Collisions: 30% reduction
- Fuel: 6% improvement
- Maintenance: 9% cost reduction
Case study: Martin Brower

CUSTOMER | Martin Brower
--- | ---
COUNTRY | United Kingdom
BUSINESS | Transportation
INDUSTRY | Transport
TOTAL FLEET SIZE & TYPE | 150
INSTALLED FLEET SIZE | 150
CUSTOMER SINCE | August 2010
SUBSCRIPTION | MiX Fleet Manager with RIBAS Display

AIMS
- Improve fuel efficiency, reduce wear and tear, reduce accident rates and optimise fleet size

RESULTS
- Fuel efficiency increased by 10%, wear and tear down by 15% across fleet, accident rate improved by 70%, vehicle numbers reduced by 12%

CUSTOMER'S WEBSITE | www.martinbrower.co.uk

"Accident rate improved by 70%
Fuel efficiency increased by 10%
Wear and tear down by 15%
Vehicle numbers reduced by 12%"

"These gains would not have been achieved without the support of MiX Telematics. The fact that our consultant has been on-hand during the whole process to offer guidance has been great. It’s been a real benefit to be able to hear how others have worked with their drivers and then to work out together how best to use the system within our business.”
What the future looks like

- OEM Partnerships
- Electric & Hybrid Vehicles
- Machine Learning
- Mobile Apps
Let’s work together to build a safer world