

5 REASONS

WHY CORPORATE FLEETS
ARE MOVING TO EROAD





"EROAD has so far brought down our over speed events from approximately 25,000 a month to about 1200. It's reduced our overall fuel bill by approximately 20% and accident incident rates by 20%."

Simon Batchelor
Fleet & Procurement Manager, McConnell Dowell

The EROAD advantage

EROAD has been helping New Zealand fleets improve health and safety, RUC compliance, and fleet management since 2010.

EROAD is listed on the NZ Stock Exchange, and headquartered in Auckland, with staff located across New Zealand.

Choose EROAD technology for your fleet, and you are choosing a partner that has a proven ability to deliver technology that meets your needs now and into the future.



ACCURATE

EROAD's independently proven, secure platform guarantees accurate data that you can rely on. Vehicle data is collected by our in-vehicle hardware at the rate of one ping per second. EROAD in-vehicle hardware accurately records distance within $\pm 0.5\%$.



RELIABLE

Our solution achieves an industry-leading 99.98% service uptime. That means minimal business interruption for your organisation: your data and reports are available when you need them.



SECURE

Your data is safe with us. All vehicle GPS and RUC data collected by EROAD is confidential and remains the property of the fleet owner. We regularly conduct independent security testing and our policies and procedures are aligned to internationally accepted control objectives and practices for privacy, security and information systems.



USER FRIENDLY

Our solution is designed with the customer in mind. It's easy to learn and intuitive to use, so you and your drivers can spend time on your core business, not navigating technology.



BEST-IN-CLASS CUSTOMER SERVICE

Our nationwide team is dedicated to ensuring you get the most out of our solution. Our customer service team is responsive, knowledgeable and friendly, and we offer a user-friendly help website with searchable topics, FAQs, and online training.



"In the first month of using EROAD we received 7000 over speed alerts. We now see fewer than 150 a week. As a result, I've seen my fuel cost drop by up to \$3,000 per month, with increased utilisation and kilometres travelled by the fleet."

Ken McEwen

Manager Security & Campus Community Support, University of Canterbury, Christchurch

1

Make data-driven decisions

EROAD takes the wealth of data your vehicles generate every day and turns it into easy-to-understand reports and dashboards that provide actionable insights for your business.

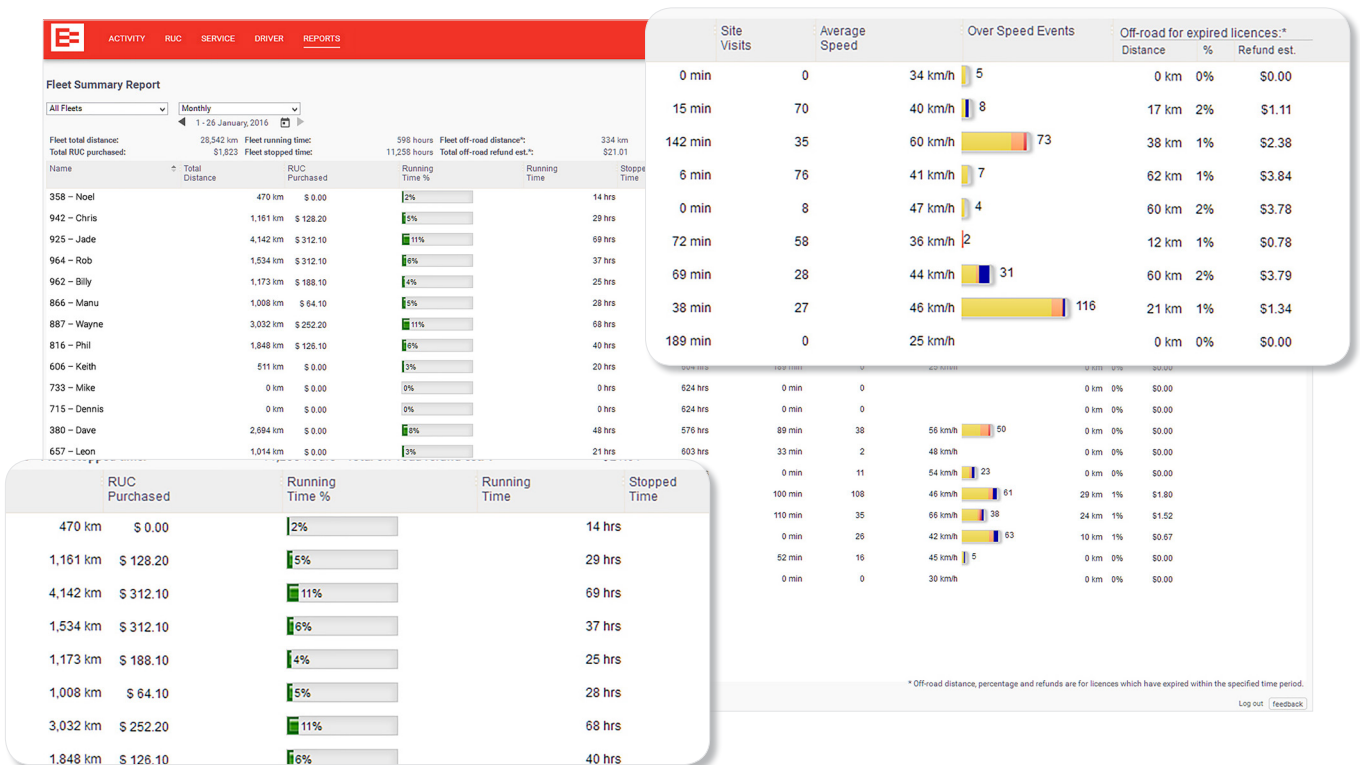
EROAD reporting takes the guesswork out of your business decisions, giving you the confidence you need to deliver significant and measurable improvements to health and safety compliance, operational control, and your bottom line.

- **Deal with facts:** EROAD's rapid ping rate, powerful mapping engine, and sophisticated geofence tool recreate every kilometre of every vehicle's journey to offer unparalleled insights into fleet activity
- **Simplify health and safety compliance:** Accurate data improves visibility into your fleet and fleets in your supply chain, helping create a safer workplace for your staff and contractors, and making it easier to meet your duty of care obligations as a PCBU (person conducting a business or undertaking)
- **Boost productivity and reduce costs:** Advanced reporting allows you to identify trends and exceptions, improve fleet utilisation and driving performance over time, and measure service delivery

EROAD has recorded more than

> 3.5bn kilometres

by diesel vehicles on New Zealand roads





Iona Edmonds

“It’s always good to have the confidence to know that I can look at my team’s calendars, know what their appointments are and know that yes, they’re at the address they should be, and yes, they’ve left the address so I know they’re safe.”

Rob Nordstrom
CEO, Rubicon Alcohol and Drug/CEP Support Service for Youth, Whangarei

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Simplify health and safety

Our easy-to-use technology simplifies compliance with the Health & Safety at Work Act 2015, by helping you identify and manage risks, and ensure the safety of your staff and contractors.

Being able to identify who's behind the wheel enables you to target areas for improvement, and embed that information into training and reward programmes.

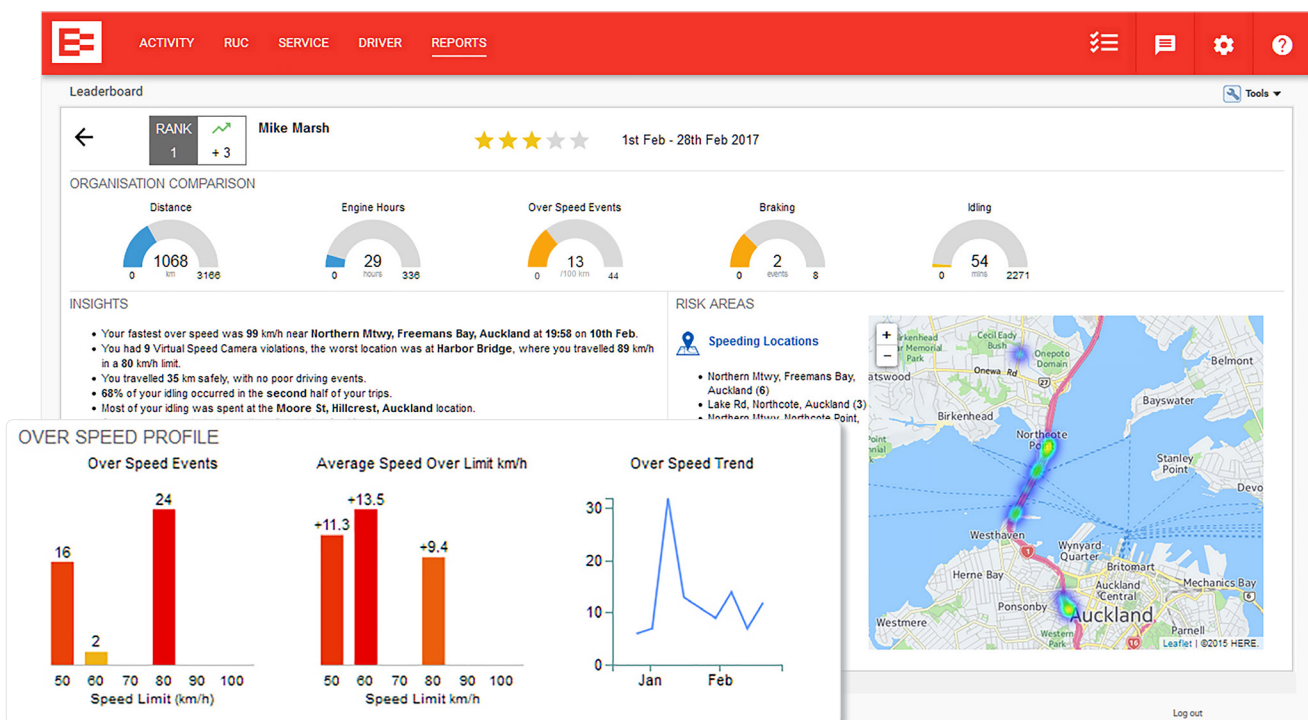
- **Enhance visibility:** know where your vehicles and drivers are so you can ensure their safety in the event of an emergency
- **Meet your duty of care obligations:** share vehicle data to give you the same visibility into partner and sub-contractor fleets as your own fleet
- **Promote safer driving:** driver specific feedback and scoring encourages safer driving and healthy competition among your drivers. Real-time road network speed data helps driver make better driving decisions
- **Automate service scheduling:** remove the risk of human error from service scheduling, with automated alerts and WOF/rego reminders for fleet vehicles and grey fleet (vehicles used for business travel but not company-owned or leased)
- **Simplify safety checks:** guided driver vehicle inspection reports ensure the information you have about the health of your vehicles is correct

Organisations that use
**EROAD'S DRIVER
BEHAVIOUR ANALYTICS**
have

↓ **38%**
fewer speeding events

than organisations that don't view them at all

(EROAD study, June 2016, across 1344 organisations)





“We have reduced vehicle downtime with EROAD’s GPS tracking.

Many of the new subdivisions in Christchurch don’t have street names, only lot numbers.

When we need to send assistance to one of our guys, we quickly jump onto Depot and can see exactly where they are.”

Mark Udy
Branch Manager, Christchurch, Showerwell

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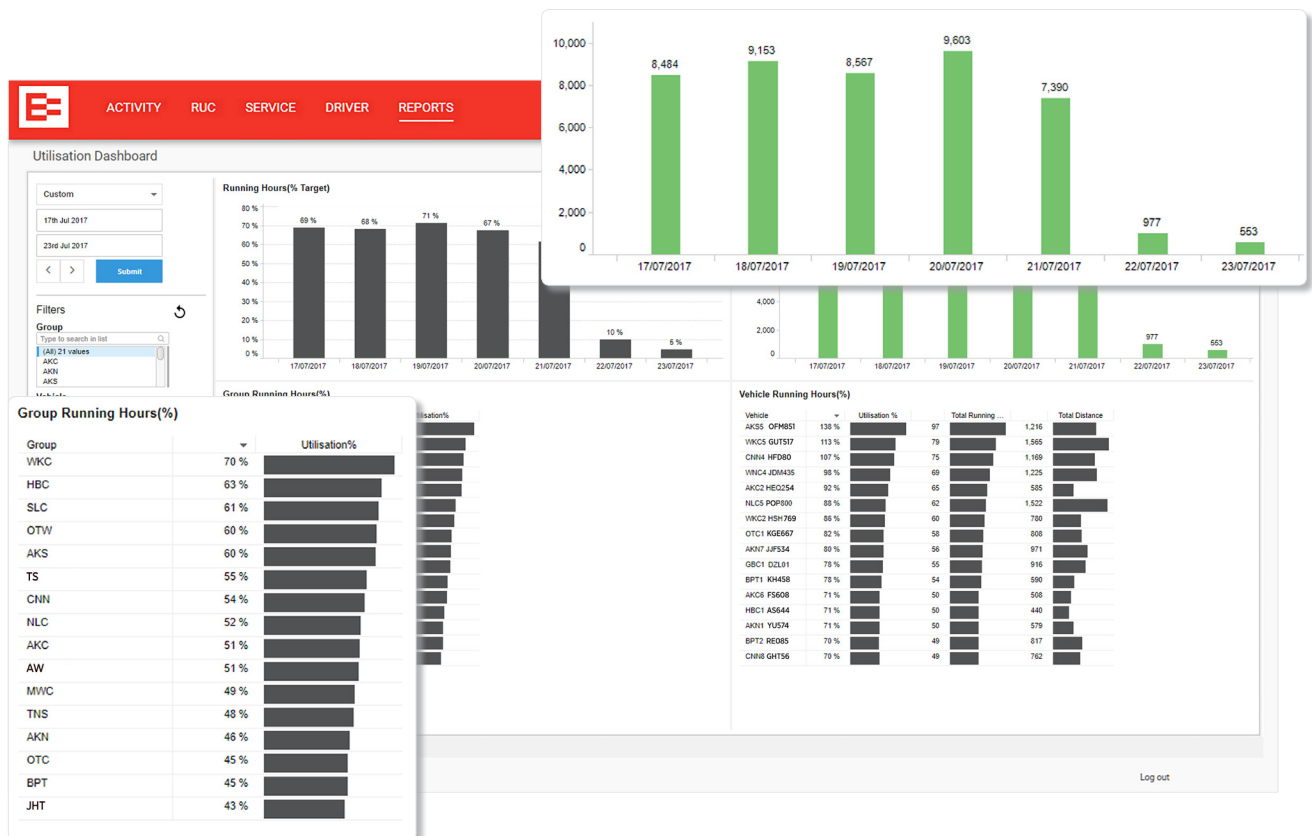
Increase productivity

Move your business faster, driving out waste, and improving your competitive advantage.

EROAD's electronic solution automates manual, paper-based processes, reducing administration time and the risk of human error, and freeing up drivers from responsibility for RUC compliance.

- **Improve fleet utilisation:** knowing where and how often your vehicles are being used enables more efficient allocation of resources
- **Simplify job management:** accurate fleet tracking allows you to optimise routes, avoid traffic congestion, manage schedules and monitor driver hours to simplify dispatch
- **Streamline communications:** real-time messaging means easier collaboration between your business systems, staff and supply chain

More than
58,000
vehicles & trailers
are **connected to the**
EROAD system globally





“Once a vehicle is returned to the council carpark, it checks itself in and is made available in the pool. Each booking gets coded to a cost centre, which helps us charge back kilometres travelled to the right department.”

Tony Bird
Vehicle Fleet Coordinator, Northland Regional Council

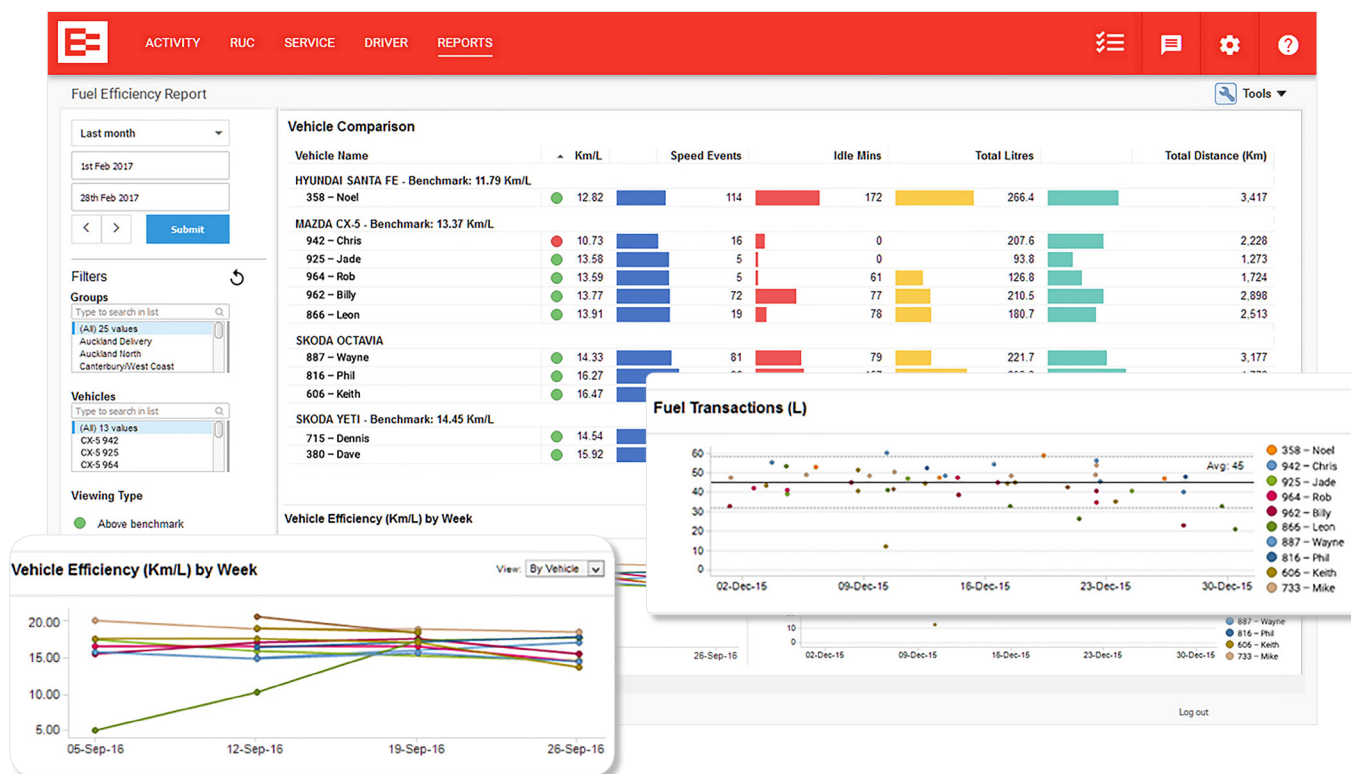
4 Maximise profitability

Drive down the biggest costs associated with managing a fleet through improved vehicle optimisation and driving performance, enhanced fuel management, and automated service scheduling.

The EROAD solution automatically captures data and eliminates paper-based processes, dramatically freeing up your time and capital.

- **Monitor fuel exceptions:** manage exceptions in real time with daily feed from all major fuel card suppliers
- **Manage fuel consumption:** track fuel use by vehicle, driver and fleet, leveraging advanced analytics to improve fuel efficiency
- **Improve vehicle utilisation:** vehicle booking system helps you save on fleet costs by utilising pool vehicles and using booking data and seat booking functionality to right-size your fleet
- **Drive down repair costs:** automated vehicle service scheduling and safer driving reduce the risk of unexpected and costly repairs

EROAD is the **third largest** telematics company in Australasia & the fastest growing in the region *(Berg report 2016)*





“Through EROAD we now have the resource and ability to visually report on and track our four fleet types from Kaitiāia to Bluff. The visual picture we receive from the EROAD reporting services enables us to effectively manage our fleet and fuel consumption.

We also have greater ability to address and reduce over-speed incidents and to reduce fleet idle time. And it helps improve our service offering to our valued customers.”

Mike Satherley
General Manager, PBT Transport

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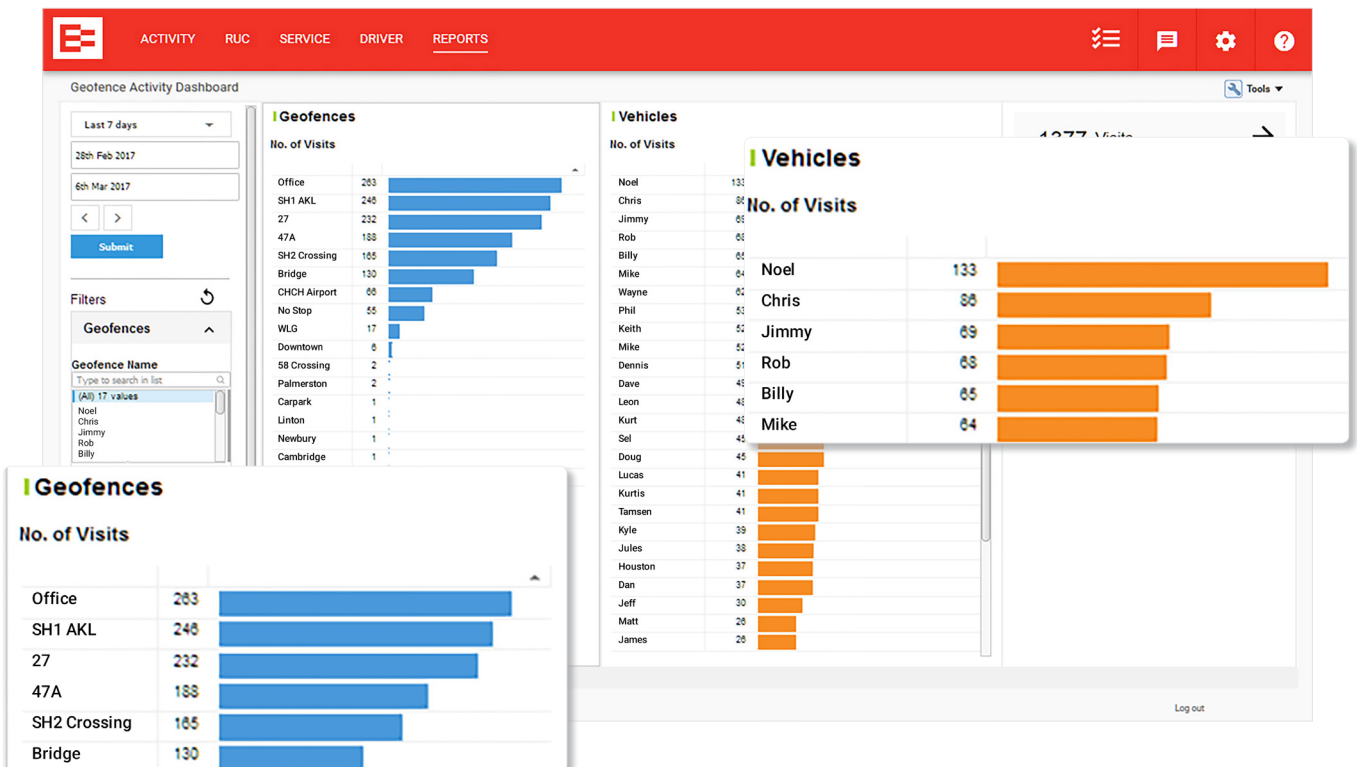
Protect your reputation

Business success means building strong and sustainable business relationships with your customers, partners and the community.

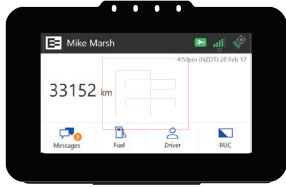
Meet agreed customer service levels by harnessing the power of EROAD's accurate fleet tracking and enhanced reporting. Empowering your customers and partners through knowledge sharing, transparency and accurate reporting protects your business reputation and your bottom line.

- **Build stronger business relationships:** geofence tools, driver behaviour reporting, and secure data sharing support stronger relationships with your customers, supply chain and the community and help you fulfil your duty of care obligations as a PCBU
- **Increase confidence:** Accurate fleet tracking ensures accurate proof of service, allowing you to bill more effectively for work undertaken
- **Improve environmental outcomes:** EROAD fuel management allows you to improve fuel efficiency across your fleet, reducing energy consumption and emissions
- **Improve dispatch:** confidently measure service delivery in real time, with reliable, real-time communications between your drivers and dispatch

EROAD collects
43%
of total RUC (road user charges)
in New Zealand
on behalf of NZ Transport Agency



How it works



Our secure hardware device, the Ehubo, is installed in your vehicle. It measures distance travelled with a high degree of accuracy and also captures location, route and operational data.

The Ehubo records, stores and continuously transmits encrypted data via the cellular data network to our web-based application, Depot.



Depot allows you to view and monitor your vehicles in real time from any web-enabled device. It is home to a range of powerful tools and insightful reports, all designed to make compliance, health & safety and fleet management easier.

Depot is cloud-based so there is no software to install, and no limit to the number of users from your company, providing fleet visibility to multiple staff, suppliers and customers.



Tax, compliance and vehicle maintenance data is stored on Depot for seven years, making it easy meet your statutory requirements around record keeping.



“We installed the EROAD system to help us manage health and safety outcomes and improve fleet utilisation and it’s already paid for itself with improvements in efficiency generated by the daily trip information and fuel savings.”

Brad Courtney
Fleet Manager, HRV

EROAD

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