

# EROAD

## Your fleet technology partner

The complete fleet telematics management solution for the transport industry



# About EROAD

EROAD is one of Australasia's leading transportation technology and services company. It is a leading provider of health and safety compliance services, including vehicle inspection, driver behaviour, tax management, and performance measures. EROAD's in-vehicle technology and global electronic platform enables customers to efficiently utilise their capital and reduce the costs associated with fleet operations and management.

# THE EROAD ADVANTAGE

EROAD's user-friendly products are designed to help you successfully manage risks associated with operating a fleet and support a safety-focused culture.

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

Choose EROAD's telematics 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

Security and accuracy of data is of primary concern in EROAD's independently tested platform, you can rely on this to provide credible insight and competitive advantage. Vehicle data is collected by our in-vehicle hardware at the rate of one ping per second. EROAD's 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 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 is 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

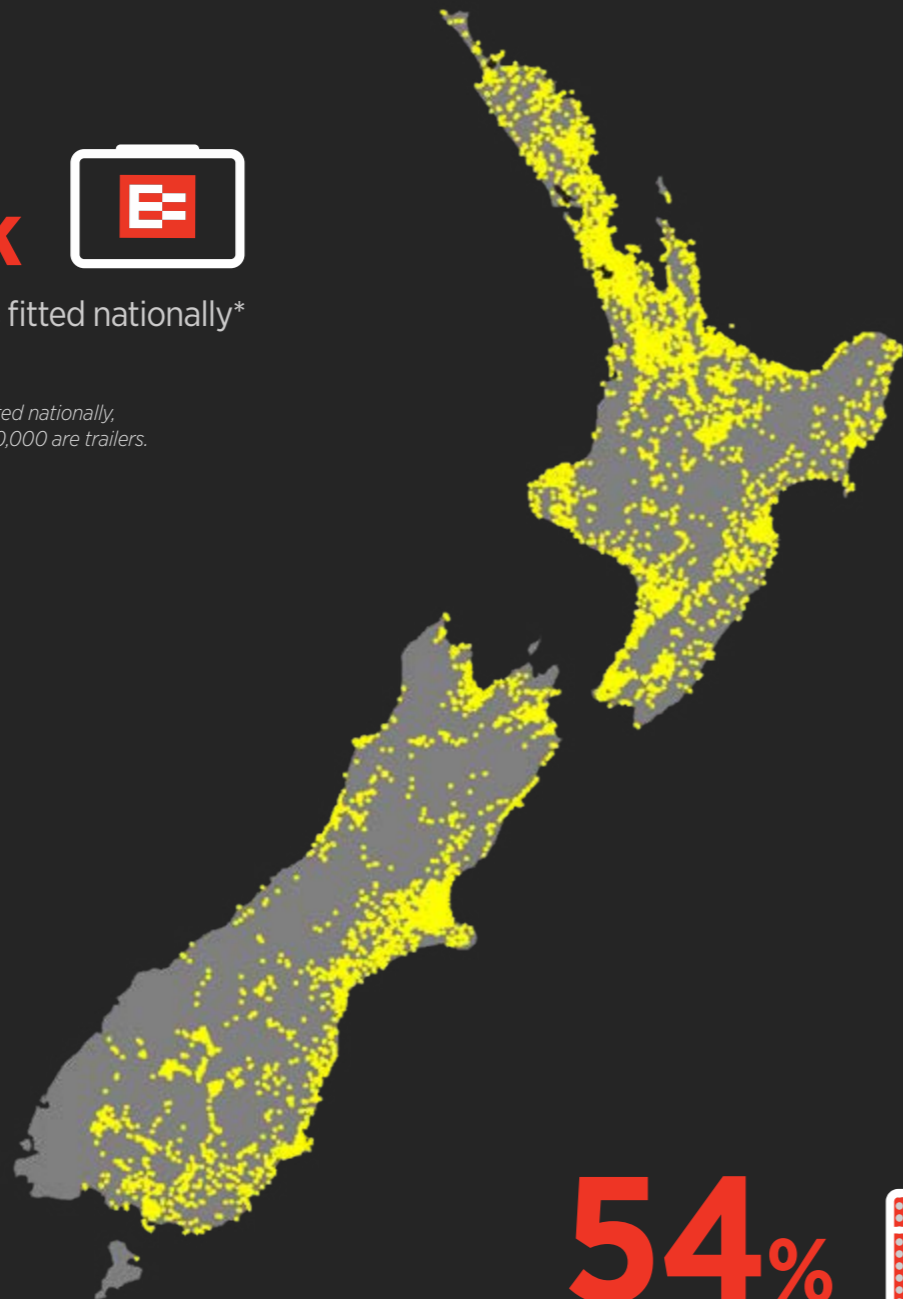
Our team is dedicated to ensuring you get the most out of our solution. Our customer service team is responsive, knowledgeable and friendly, and we offer a user-friendly help website with searchable topics, FAQs, and online training.

# 70k



EROAD eboxes fitted nationally\*

*\*Of the 70,000 Eboxes fitted nationally, 60,000 are vehicles and 10,000 are trailers.*



# 54%



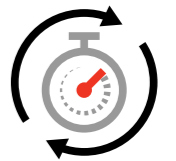
all HT RUC Licences issued through EROAD

## 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 tools 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 this makes 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



# 8,000+

**RECORD RENEWALS**

Units renewed  
(of which 3,000+ upgraded to Gen 2)

### HOW DOES TELEMATICS WORK?

EROAD's telematics technology comprises of four key components, which all work together to tell a story about the performance of your vehicles.



**Vehicle Connection**

Capture key data about what your vehicles are doing at any time.



**GPS Monitoring**

GPS vehicle tracking monitors the location of every vehicle in your fleet



**Network Communications**

Data collected is stored, encrypted then transmitted to EROAD's central database

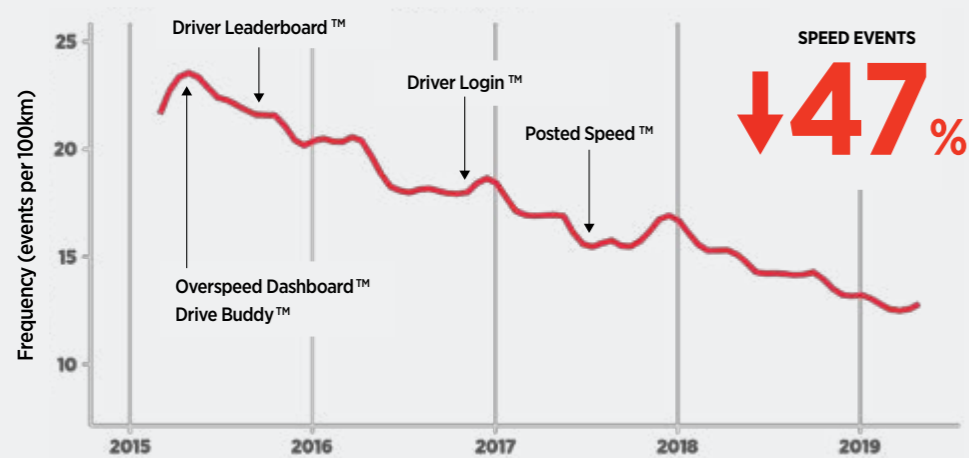


**Office Management and Analysis**

EROAD's cloud-based portal provides you with easy-to-understand visualisations of your fleet's activity

Health and Safety has been at the core of our values since our inception as a company and remains a key area of focus for us in terms of product development, competency development and company culture. Health and Safety regulatory developments have further resulted in us building a suite of products and services that support health and safety regulatory compliance, reporting, and driver safety.

### New Zealand reduction in speed

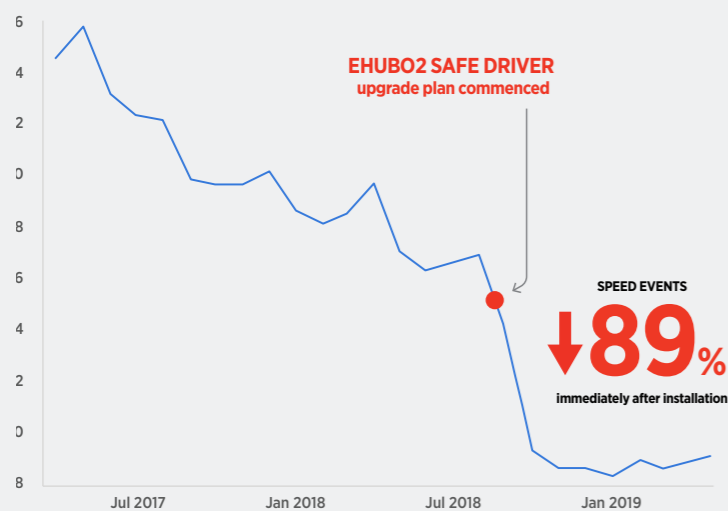


The above graph shows the reduction in over speed events over time as product enhancements have been added.

The introduction of Drive Buddy, Virtual Speed Camera, Driver Leaderboard, electronic logbook, and vehicle monitoring all aid compliance reporting, and have resulted in reductions in over speed events in our customers' fleets. Driver Login and Posted Speed have both been enabled by the in-vehicle telematics device Ehubo2 which provides information to drivers that has been shown to reduce speed, harsh braking and safety incidents through in vehicle feedback to the driver.

### Sizeable decline in over speed events with customers who have actively implemented 'Safe Driver'

TIL Freight: Average number of speeding events per 100km travelled



# SIMPLIFY HEALTH & 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 is 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 drivers 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)



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%.

McConnell Dowell • EROAD Customer, New Zealand



“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

# 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



# 46%

**HT RUC \$ IS COLLECTED**  
through EROAD technology in New Zealand



“AutoRUC is the best thing ever invented for a small business like mine. Most of the time it’s just me running the business, so time is precious and AutoRUC is a good time saver.”

Darryn Harris • Director, Container Waste



“EROAD’s fleet tracking is fantastic but where we’re increasingly seeing benefits is in reporting. It’s creating more and more information that’s really beneficial to our fleet.”

Glenn Coughlan • National Operations Manager, Crown Relocations

## 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 study found**

↑ **6%**

**IMPROVED FUEL EFFICIENCY over one year**

An EROAD study\* found that our customers improved their fuel efficiency by an average of 6% after just one year.

*\*EROAD Red Paper - 'Take a fresh look at your fleet's fuel usage to deliver big savings and sustainability'*



“By being able to monitor idling using EROAD Idle reports, Foodstuffs was able to make fuel savings of 4% over less than four months.”

Blair Inglis • Fleet Compliance Manager, Foodstuffs North Island



“Through EROAD we now have the resource and ability to visually report on and track our four fleet types from Kaitaia 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 a 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.”

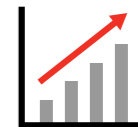
Mike Satherley • General Manager, PBT Transport

## 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



**+19%**  
Growth in EROAD units in ANZ



## Fleet management software benefits

Your vehicles produce a huge amount of valuable data every day. Fleet management software, such as EROAD's award-winning telematics platform, captures that data to provide a range of benefits.

# 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.

# About EROAD

EROAD is one of the fastest growing fleet management companies in Australasia. EROAD believes every community deserves safer roads that can be sustainably funded.

EROAD began with the objective of making the RUC process easier. Now thousands of Kiwi, Australian and US businesses rely on EROAD to help them run their businesses safely, efficiently and productively.

EROAD also provides valuable data analytics to universities, government agencies and others who research, trial and evaluate future transport networks. This data supply enables those who use the roads to influence the design, management and funding of future transport networks.



“EROAD has become an important partner to Bridgestone, assisting us in delivering superior service and using data to influence business decisions for us and our customers.”

John Staples • Associate Director, Bridgestone New Zealand



EROAD believes that **every community deserves safer roads** and the people who use the roads should influence the design, management and funding of transport networks.

## EROAD

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