



**Wireless Communications SA
Navman Wireless Specialist**

**Navman Wireless Australia Pty Ltd
Regional Manager SA/NT**

Chris James

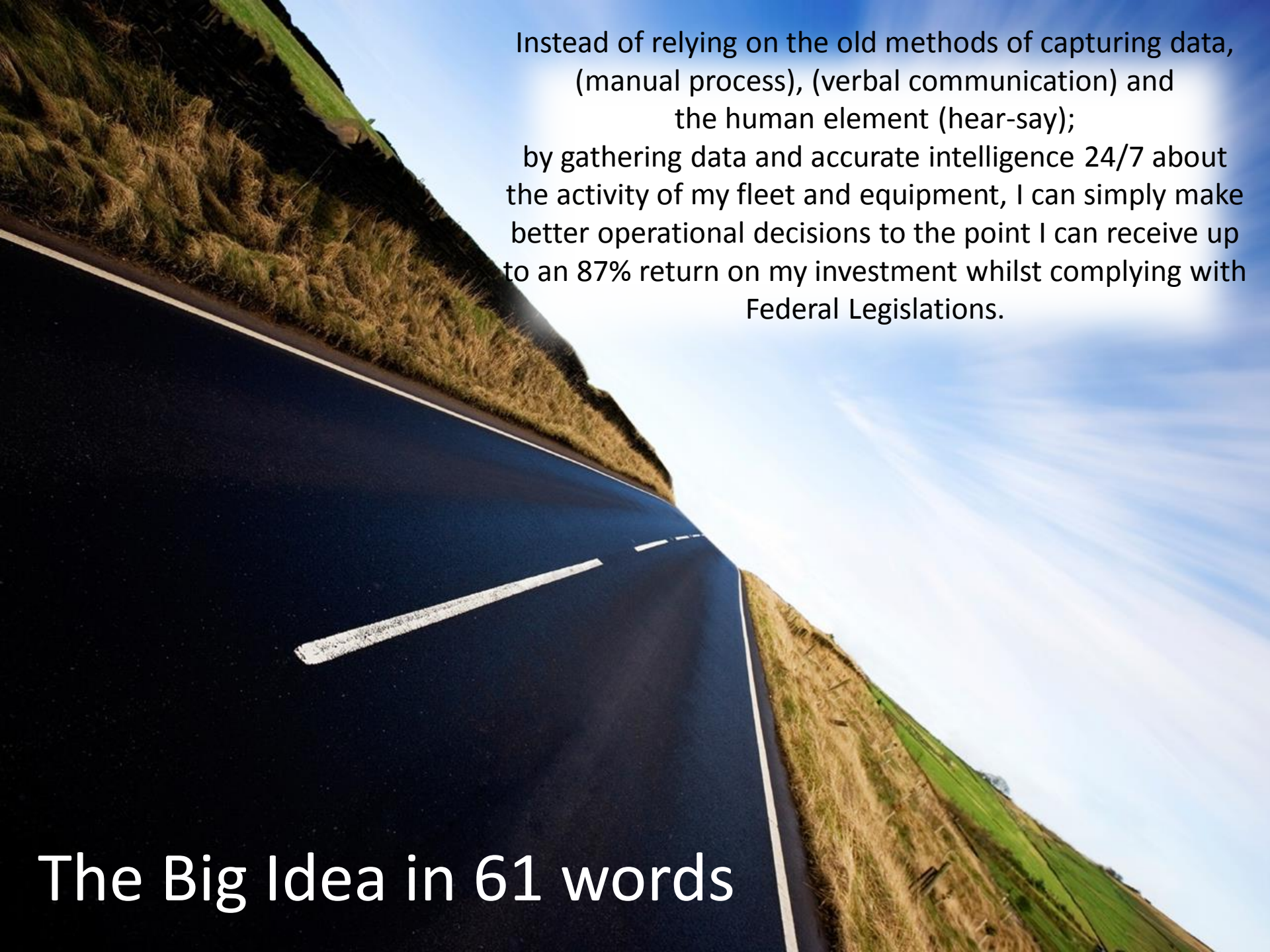
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Instead of relying on the old methods of capturing data, (manual process), (verbal communication) and the human element (hear-say);
by gathering data and accurate intelligence 24/7 about the activity of my fleet and equipment, I can simply make better operational decisions to the point I can receive up to an 87% return on my investment whilst complying with Federal Legislations.

The Big Idea in 61 words

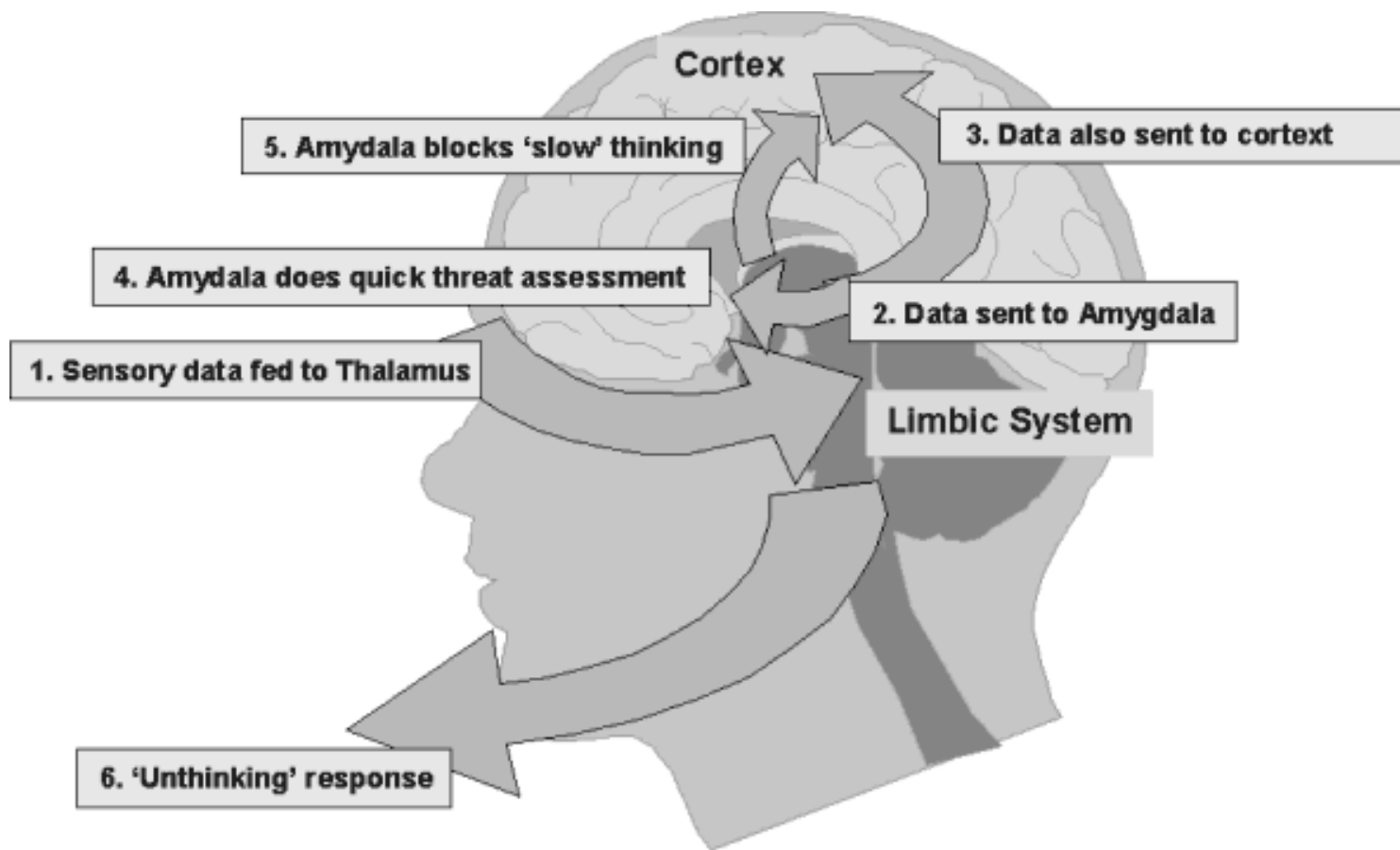


What happens to you
when your boss is
close by?



What happens to your driving behaviour ?

Why and How do humans make decisions?



Market Drivers in 2013

Price of oil and ongoing running costs

Leaking funds associated with vehicles

“If these factors are not constrained or contained, it can blow up your budgets and erode more margin”

Sustainability in 2013



“Controlling or limiting carbon is more important now than ever before. This is a problem because it is also directly tied to an area in vehicle management that can reach in and take out of the company’s pocket more money through improper use of a vehicle, the harder and faster you drive a vehicle, the more margins will erode away”

Work Health and Safety Legislation in 2013



“Organisations with vehicles now face a new problem of how to “demonstrate due diligence” and “take reasonable steps” to acquire and keep up to knowledge and ensure processes are in place for receiving and considering information and responding in a timely manner”

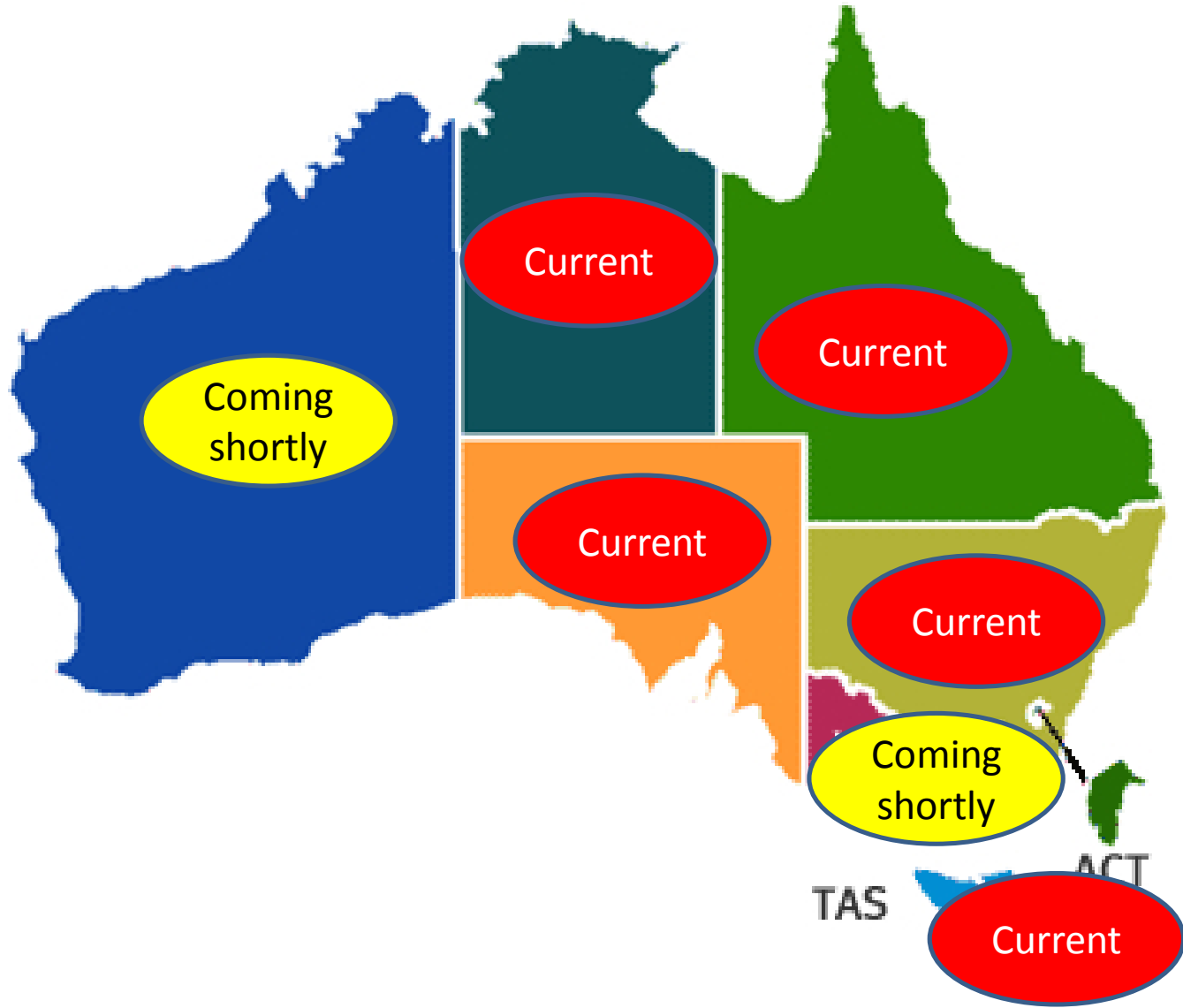


An Australian Government Initiative

Meaning of *workplace*

(1) A workplace is a place where work is carried out for a business or undertaking and includes any place where a worker goes, or is likely to be, while at work.

(2) In this section, *place* includes:
(a) a **vehicle, vessel, aircraft or other mobile structure**; and



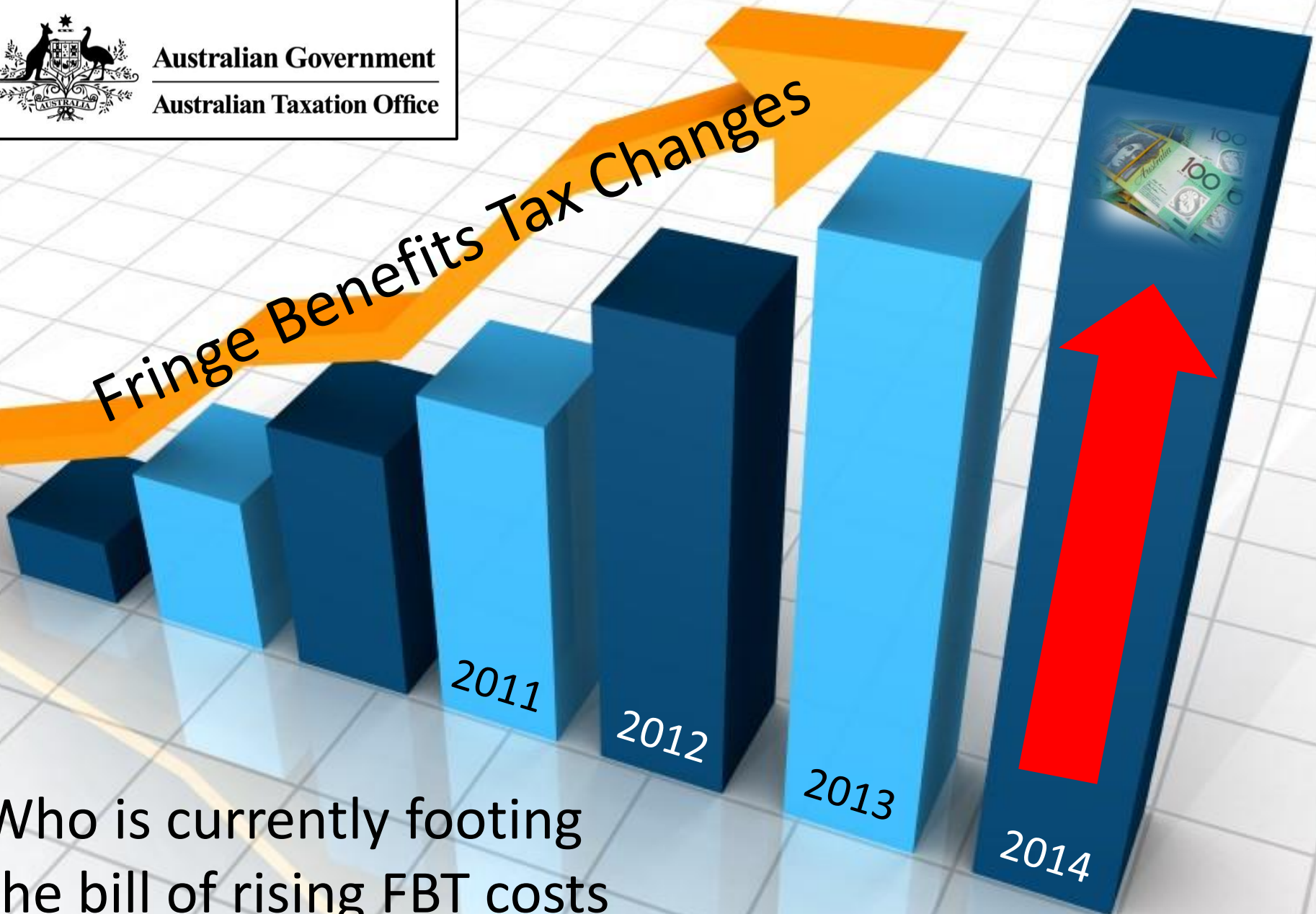


How are you managing this high risk category and demonstrating due diligence?



Australian Government
Australian Taxation Office

Fringe Benefits Tax Changes



Who is currently footing the bill of rising FBT costs in your organisation?

Is this accurate enough to rely on?

WEEKLY TIMESHEET

	Mon	Tu	We
Start Time	9.15am	9 AM	
End Time	4.30pm	6 PM	
Reg Time	7.15 hours	8 -	
Over Time	45 min variance		

How much time is being lost in productivity and paid anyway?

What data is currently being used to make decisions on the day to day operations?

“Taking risks, even lots of small little ones can have a massive effect in the bigger scheme of things”





How I'm
connected to all
this?

Bob owns a
Service Company

He has 5 vehicles
on the road

5 days a week

48 weeks a year



Bob is **losing** 45 minutes
of productivity and his
vehicles are travelling 5
unnecessary km's per
working day.

Per vehicle = \$23.29 per day leaked

5 vehicles = \$116.45 per day leaked

That's \$27,948.00 gone every year



The Value Proposition



CERTAINTY DELIVERED

MIKEGE22



“For companies who are dissatisfied with having to decipher the current 300+ competitor offerings in the Australian market and which product best fits their needs, Navman Wireless sets the benchmark like no other telematics company in world.”

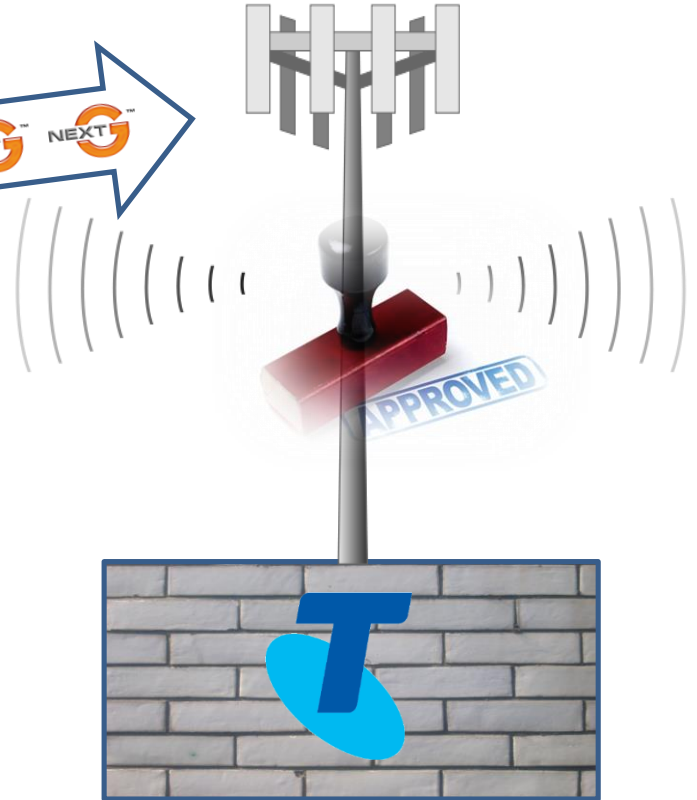
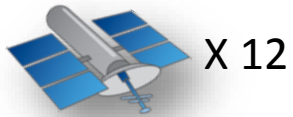


DANAHER

Test and Measurement	Environmental	Dental	Life Sciences and Diagnostics	Industrial Technologies
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A Global Organisation operating as a standalone company under Danaher Corporation



A Telematics provider that is Telstra Approved and Next G Network certified





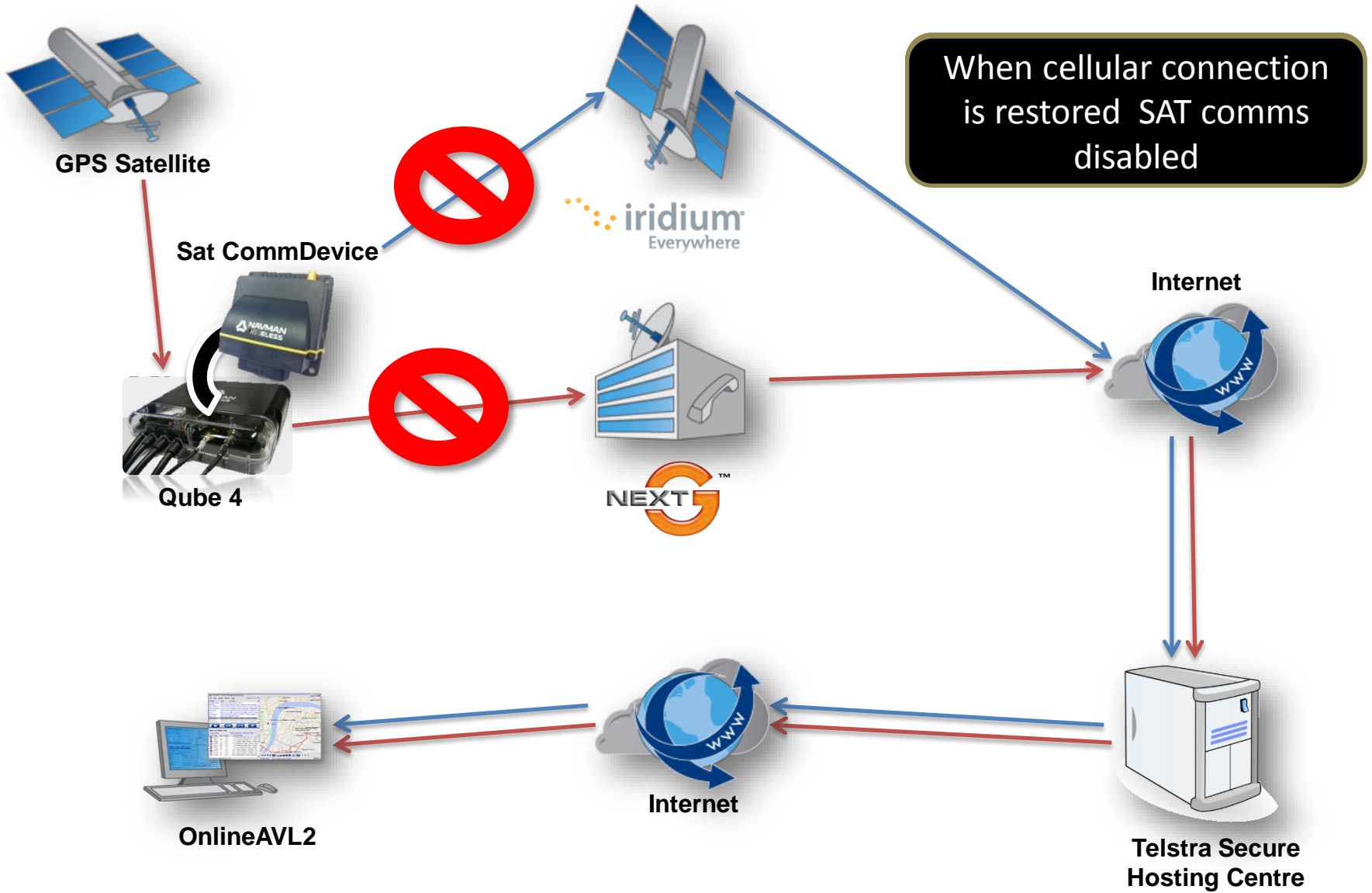
Microsoft[®]



A Telematics provider that is certified
by Microsoft



A Telematics provider with a funded commercial agreement





NAVMAN WIRELESS

CERTAINTY DELIVERED

CERTAINTY DELIVERED

WIRELESS



MANAGE YOUR BUSINESS
FROM THE CLOUDS

VEHICLE LOG BOOK Car No. *W89 279*

DATE OF JOURNEY		PURPOSE OF JOURNEY	ODOMETER		KILOMETRES TRAVELLED	
START DATE	END DATE		START	END	BUSINESS	PRIVATE
2/1/10	2/1/10	Books to Avant Garden, Photos to ^{wife at the} door	076692	076702	10	
		2.4 = \$50 @117.9p/h	076702			
4/1/10	4/1/10	PETER, KUMLMERTOS - SOCIAL	0767	26	24	
5/1/10	5/1/10	LIBRARY		5750	4	
5/1/10	5/1/10	PICK UP - ASHURAT GARD		076828	98	
6/1/10	6/1/10	GIFT FROM ASHURAT GARDEN		076831	3	
7/1/10	7/1/10	WEG TO DN	831	076948	117	
8/1/10	8/1/10	COLLECT WHEEL				
8-1-10	9-1-10	Meg h				
9/1/10	9/1/10	Xmas to				

FBT Trip Report By Vehicle For 1/08/2012 To 9/08/2012

Printed for:

Printed on: 12/08/2012



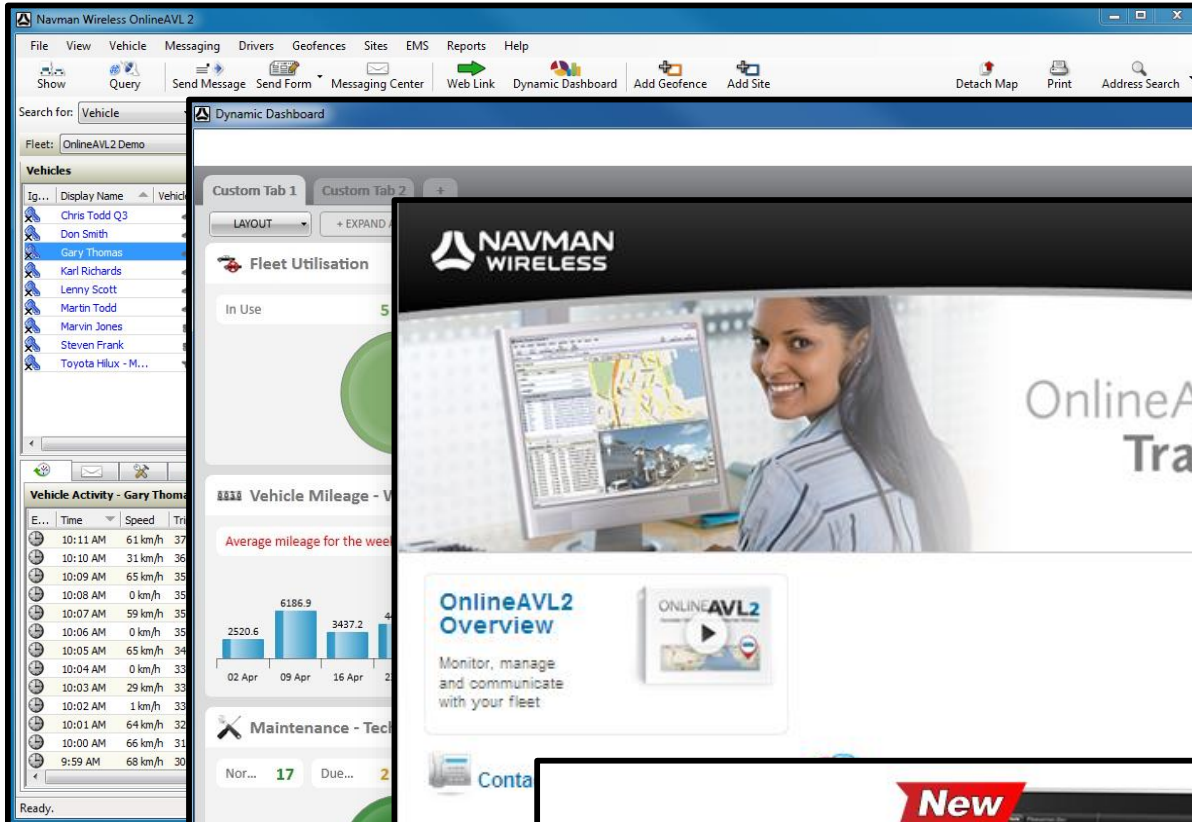
Vehicle: NSW PV 14	Registration: BQA67D	Unique Id: 359520030265775	Group: Sales							
Total Business Distance: 163.3 km	Total Private Distance: 67.5 km	Total Trip Distance: 230.8 km								
Trip Type	Status	Driver	Start Time	Start Location	Start Odo	End Time	End Location	End Odo	Trip	Calibration

Wednesday, 1 August 2012

Business	Driving	Jack Frost	8:55 AM	[South Turrumurra Office], 40 Ashburton Ave	5787.4	9:10 AM	4-6 Gilroy Rd, Turrumurra NSW 2074, Australia	5791.9	4.5
Business	Customer Visit	Jack Frost	9:46 AM	35 Rohini St, Turrumurra NSW 2074, Australia	5791.9	9:54 AM	[South Turrumurra Office], 40 Ashburton Ave	5796.2	4.3
Business	Customer Visit	Jack Frost	2:50 PM	[South Turrumurra Office], 40 Ashburton Ave	5796.2	2:57 PM	4 Satterley Ave, Turrumurra NSW 2074, Australia	5798.4	2.2
Private	Private	Jack Frost	3:08 PM	PRIVATE	5798.4	3:21 PM	PRIVATE	5801.2	2.8
Business	Driver Training	Jack Frost	3:28 PM	4-6 Gilroy Rd, Turrumurra NSW 2074, Australia	5801.2	3:39 PM	[South Turrumurra Office], 40 Ashburton Ave	5805.5	4.3
Business	Driver Training	Jack Frost	3:42 PM	[South Turrumurra Office], 40 Ashburton Ave	5805.5	3:45 PM	3 Vernon St, South Turrumurra NSW 2074, Australia	5806.5	1.0
Private	Private	Jack Frost	4:28 PM	PRIVATE	5806.5	4:31 PM	PRIVATE	5807.5	1.0

DATE OF JOURNEY		PURPOSE OF JOURNEY	ODOMETER		KILOMETRES TRAVELLED	
START DATE	END DATE		START	END	BUSINESS	PRIVATE
10/1/10	10/1/10	TRIP				
10/1/10	11/1/10					
11/1/10	13/1/10					
13/1/10	15/1/10	book →				
15/1/10	15/1/10	high from				
15/1/10	15/1/10	women's				
15/1/10	14/1/10	Lalgamb				
14/1/10		Library, Peter, Lalgamb	077125	077155	30	
15/1/10	15/1/10	Trentham Tote	077155	077205	50	
15/1/10	15/1/10	Castleknare	077205	077288	83	
16/1/10		Talking to home	077288	077299	11	






NAVMAN WIRELESS Get Started with Navman Wireless

OnlineAVL2 Training Portal

OnlineAVL2 Overview
Monitor, manage and communicate with your fleet

- ▶ Contacts (5)
- ▶ Enhanced Vehicle Groups (4)
- ▶ Geofences (3)
- ▶ Report Scheduling (5)
- ▶ Reports (19)
- ▶ Sites (10)

New

MANAGE YOUR FLEET ON THE GO

Get quick access to your fleet's information via our innovative Mobile App for your iPad and iPhone.



- ▶ Send and receive messages between your iPad/iPhone and the vehicle
- ▶ Route your vehicles to a site no matter where you are
- ▶ View location of vehicles with address, date, time and speed details
- ▶ Easily replay a vehicle's day

[Click here for more info >](#)



“We don’t skimp on cost in this area like many of our competitors. Our support only knows this product. They are all internal employees not contractors. We know that if a client is making an investment that effects their bottom-line in profit performance, skimping on cost in this area is something we wouldn’t be willing to risk”

Local
Service

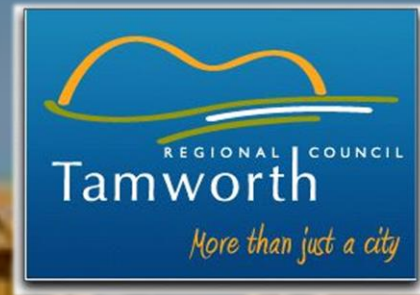
Local
Installers

Local
Tech
Support

Global
Support



“Before Navman Wireless, there was a niggling paranoia about what the guys were doing with their vehicles in the evening and on the weekend. By installing Navman Wireless, we’ve saved a fortune in fuel costs and unauthorised usage has been completely eliminated”



“We’ve seen a 30% increase in productivity for our grader fleet, and are setting benchmarks for all our vehicles. Our customer service is better, job allocation is more efficient and we can prove when and where services have been delivered.”

Investment Hardware RRP



\$1.64
per day

or



\$1.64
per day

Add on's RRP



**Add \$1.28
per day**



**Add \$1.31
per day**

Investment ongoing (per day)RRP



\$1.15

Includes:

- AVL2 Thin Client Software
- Mobility App
- Hosted Data 99.999% uptime
- Unlimited Storage
- Telstra Approval and Certification
- Google GOS
- Tech Support
- Ongoing AVL2/ Mobility upgrades and support
- Training Portal Access



\$0.16

Includes:

- 5MB of Data Transmission within Next G Telstra Coverage



From **\$0.98**

Includes:

- 12KB of Data Transmission over Iridium Network ;
- 8 – 10 events approx. per day



NAVMAN WIRELESS

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WIRELESS



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