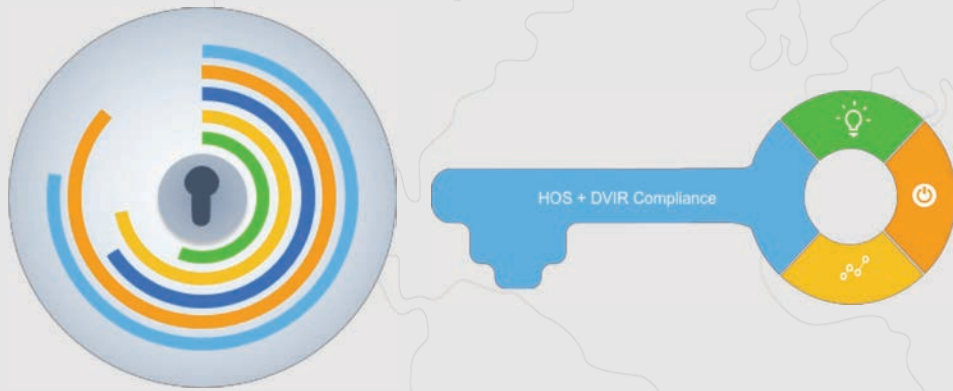


Be part of the second company certified by the
US Department of Transportation (DOT)



ELD
DVIR
IFTA



Pioneers in ELD solutions

Founded in 2004

5 years developing Hours of Services app

Second ELD provider listed by FMCSA

~2000 daily active carriers (fleet sizes ranging from 10 to 500+ drivers)

Around 15 different ECM devices supported

Bluetooth and Wired solutions

Android and iOS

Multiple rulesets available (including US 60h/7d, 70/8, California, Texas intrastate, Oilfields, Mexico NOM-087, Canada 70/7 and 120/14)

3 – 4 months ROI



Quick return of investment

First year P&L with 100 drivers capture per month (including dedicated employees, office expenses, phones, subscriptions, utilities, etc)

		Income					
			Sales				
				Products and Installations		\$678,974.40	
				Service		\$189,000.00	
			Total Sales			\$867,974.40	
		Total Income				\$867,974.40	
			Total Cost of Goods Sold			\$605,470.00	
	Gross Profit					\$262,504.40	
	Total Expense					\$117,720.36	
Net Income						\$144,784.04	



What is included?

- **Full financial projection (1 year):** *Detailed Profit & Lost proposal including all sources of revenues and expenses. Ideal financial picture showing what's needed to run the business and ensure a quick return on the investment.*
- **10-day solution trial:** *Full business trial including solution deployment, business processes, sales, client provisioning and support.*
- **Marketing and support material:** *Marketing and pre-sales material, imagery, brochures, support knowledge database.*
- **Comprehensive marketing and support training:** *Separate training sessions for sales and support areas, industry overview and market forecast.*
- **Help closing first deal:** *We will guide you through the initial sale helping you with key solution differentiators, competitors comparison and will help you close the first opportunity, provision the new customer, install solution.*
- **5 apollo MINI ECM devices (including installation)** 
- **Operating and technical manuals:** *Detailed instructions on how to run your new business.*
- **Local/regional transportation companies database:** *We will provide an initial prospects database with full company name, contact information, current standings with regards to meeting current DOT regulations.*
- **Ongoing business support:** *Our support group will be available to support your pre and post sales processes as long as you own this business.*

Value Proposition

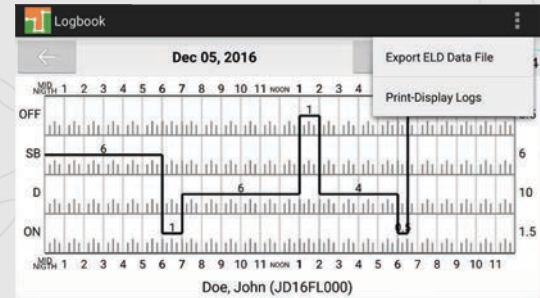
Our ELD is an out-of-the-box, affordable, plug & play e-Logging tool that saves drivers time and money.

Provides drivers with the option to BYOD or it comes packaged with a tablet.

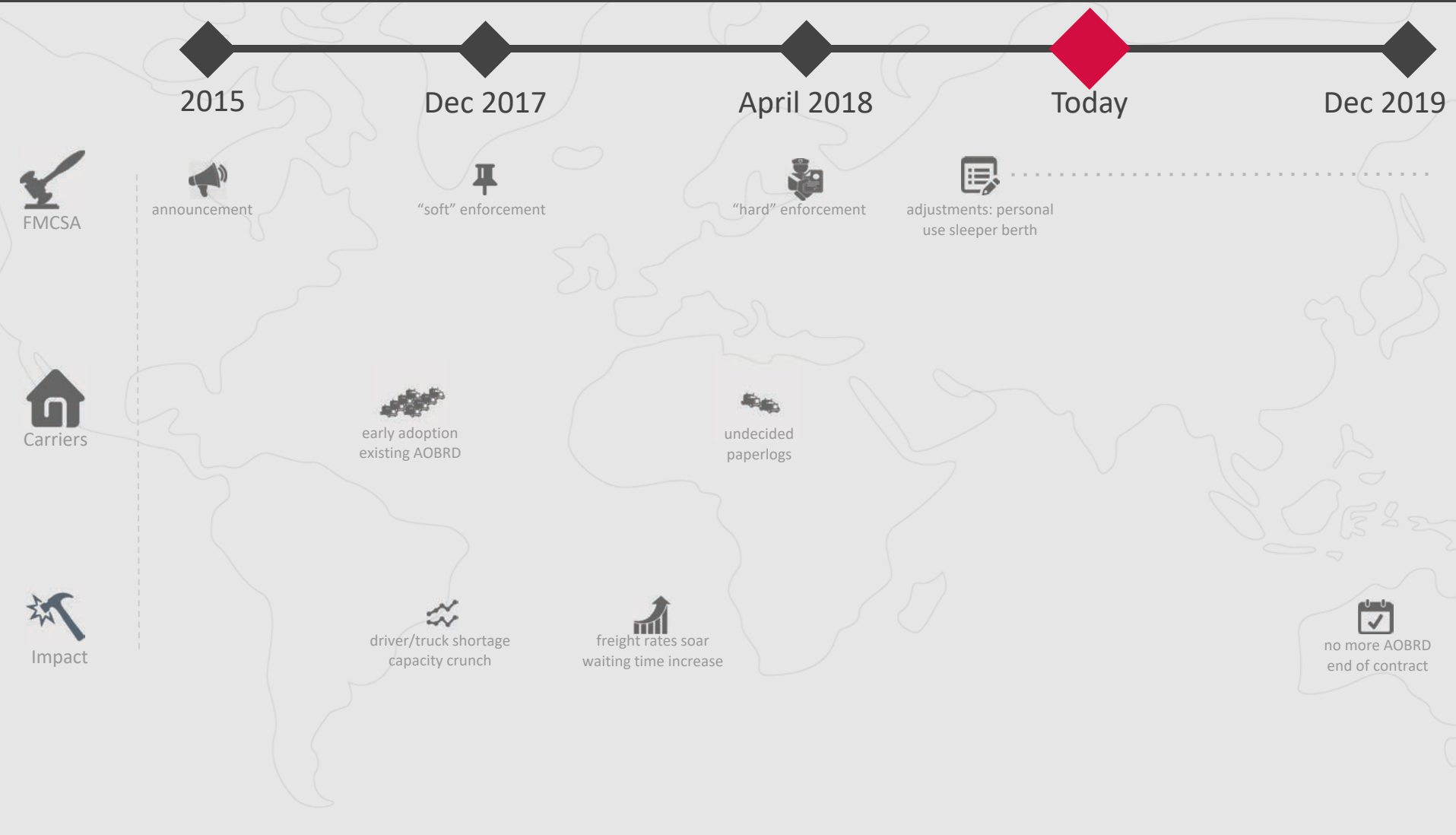
The tool allows Independent Truck Drivers & Commercial Vehicle Operators to comply with the new HOS regulations instantly.

For owner-operators our AOBRD system, our ELD, is a simple transition when they're ready to make the move to an ELD.

Our ELD provides valuable add-on features to help drivers save time and fuel, extend the life of their vehicles and pocket more of their earnings.



Industry information: what happened during the last 2 years



In 2015, the Department of Transportation announced a new federal regulation, under which, every US driver (outside 100-mile radius) MUST use an Electronic Logging Device (ELD). No exceptions!

Industry information:

~ 3.7M drivers subject to new federal regulation ...



524,000

interstate carriers

4,100 with > 100 power units



3.7M

interstate drivers



3.1M

safe bet

at least 3.1M trucks and drivers are subject to ELDs



11-15 %

freight rates increase

some reports (april '18) indicate 40% increase on some sectors, 25% on spot market



7 %

demand for trucks up

factory output up



1.2B

waiting annual cost

time spent at loading docks

Industry information: *Target Market*

- There are 390,000+ small business owner/operators registered in the U.S. today
- Approximately 16 million trucks are currently in use in the US
- Most are Truck Load Carriers (TL) – dry van & flatbed trailers are commonly owned
- Average age is 55, in industry for over 26+ years, owned and operated truck for 18+ years
- Creatures of habit
- Averages 105,000 miles per year
- 69% own either a desktop computer, laptop or both
- Biggest maintenance issues – Tires & Engine
- Average maintenance costs per year is \$14,000
- 36% served in military
- 90% are registered voters, mainly republican followed by independent



Industry information: Impact of ELD enforcement

- ◆ **Driver shortage** (earning less money due to less driving hours, brokers demand for team drivers increasing, *losing money due to wait times*)
- ◆ **Trucks shortage** (as if not enough ... freight volume increased due to strengthening economy)
- ◆ **Pickup and delivery warehouses update shipment** (proposed arrival time, bay number, safe parking information)
- ◆ **Owner-operators are doing well** (spot market freight increase)
- ◆ **Freight rates increased** (drivers and trucks shortage, strengthening economy)
- ◆ **Relay trucks increasing** (some carriers implementing 500-600 mile relays)

Our solution: Shipment negotiation

Dealing with wait times

Communication between drivers, dispatchers, brokers, shippers and receivers

- ◆ Driver creates shipment (inputs estimated pickup and delivery times)
- ◆ Dispatch confirms and shares shipment information (with pickup and delivery warehouses)
- ◆ Pickup and delivery warehouses update shipment (proposed arrival time, bay number, safe parking information)
- ◆ Dispatch negotiate times with warehouses
- ◆ Drivers receive real time notifications (better route planning, plans for 10-hour daily reset, is aware of bay number, safe parking and notes)

