

Technology Marketing Services, Inc.



webtech
wireless®



GPS TRACKING SOLUTIONS

Technology Marketing Services, Inc.



We are here to help you find the right solution and support for you by improving the efficiency of your organization. We have partnered with the number one provider of GPS tracking equipment. This enables us to offer cutting edge products at affordable prices.

WebTech Wireless Inc. founded in 1999. The world corporate headquarters located in Vancouver, BC, with Regional offices in Toronto, San Francisco, New York, and London. Revenues in 2010 were \$41.4M, 2009 were \$27.2M, 2008 were \$20.8M. Acquisitions in 2009 included InterFleet and NextBus. Industry Markets are as follows services, government, transportation & Personal Automotive, Location-Based Services & Telematics in **46 Countries**. A End-to-End Provider of Hardware, Firmware, Software, Mapping Integration, Report Development, Manufacturing, and Support.

Many Quadrants fall into the category of Real-Time Status and Control. They give you the power to keep your finger on the pulse of your fleet.

- Easily View and track vehicle location and status information on the map.
- Poll a vehicle for instant location update; view a visual history of vehicle location.
- Instant notifications to email or cell phone for any number of events such as arrival and departure at specific locations or after-hours usage.
- Monitor and control electro-mechanical devices on the vehicle such as street sweeper, door open/close, power take-off as lift or pump.

The WebTech Locator is at the heart of the Quadrant fleet management system. Our highly configurable hardware, installed in individual vehicles, collects GPS location and other Telematics data. The data transmitted to the Quadrant Server via either a cellular or satellite network. Many different configuration options are available to meet your specific needs.

The Quadrant Portal, also known simply as Quadrant, is a user-friendly, browser-based mapping and reporting interface. It is based on scalable IP architecture supporting multiple users over web-based protocols. Individual users access all reports, messaging, and administration features over the Internet from any location or computer using Microsoft, Windows, Internet Explorer.

Choose a Powerful and Complete Intelligent Fleet Management Solution for You

Webtech Wireless®, the developer of Quadrant®, is one of the world's most experienced and trusted suppliers of end-to-end, location-based services and telematics solutions. We were the first company in the world to market GPRS-based vehicle services and we continue to lead the way with an ever-expanding range of new products for government, transit and commercial fleets, and personal vehicles (insurance applications).

Our suite of fleet management solutions, InterFleet®, NextBus®, and Quadrant® are used worldwide by thousands of transportation, government, service, oil and gas, insurance, and transit companies—with fleets as small as six vehicles to as many as 5,000—to manage their mobile assets better. We also work with some of the leading names in the technology and wireless communications field, such as Motorola®, Etisalat™, Garmin®, IBM®, Microsoft®, and NAVTEQ™. Working together, we help our customers' mobile assets work smarter, greener, and more affordably.

For more information on all of our products and services, please call, email, or visit our website at webtechwireless.com.

Get the Power of Quadrant Managing Your Fleet

Quadrant is a powerful web-based location and telematics solution perfectly suited to give you the measurement and reporting tool you need to lower costs, become more efficient and safer, deliver even better service to your customers, and meet government regulations and environmental standards.

Real-time Status and Control

Quadrant supplies a level of real-time and historical fleet data that was previously unimaginable, allowing managers—and your organization—to make faster and better decisions. Knowing the exact location of vehicles is invaluable to fleet managers and dispatchers.

How Quadrant Works

Quadrant enables easy and efficient two-way communication between mobile employees and office staff. Here's how it works:

• An in-vehicle (Locator) gathers location, telematics, and vehicle diagnostic information from the vehicle. The locator also receives data from mobile satellites (GPS)—navigation, time, and other information—via the locator's antenna. Vehicle information is transferred through a GPRS cellular network to a web-based server (hosted and managed by the company or a Webtech Wireless client).

• When the server receives information from the locator, it publishes the information to a web-based dashboard that can be accessed from a computer, PDA, or mobile phone. The dashboard can be customized to suit the needs of the user, and it can be accessed from a mobile phone or PDA.

Now, dispatchers, managers, and other users can view and act on the information in real time. This allows them to make decisions and take action on the spot. The dashboard also allows users to view and act on the information in real time. This allows users to make decisions and take action on the spot.

"To realize the full benefits, telematics must be seen as a complete fleet solution."

—Kevin Bookey,
 Quadrant Customer and
 Transportation Manager, National Foods

Quadrant® LOCATORS



- Communication
- Diagnostics
- Location
- Telematics

Quadrant® IN-CAB



- Communication
- Dispatch
- Electronic Forms
- HOS Reporting
- Job Management and Navigation with Garmin®

Quadrant® MANAGER



- Administration
- Alerts
- Backend Integration
- Compliance
- Dispatch
- Mapping
- Monitoring
- Navigation
- Reporting
- Trending



Senior Managers



Mobile Employees



Quadrant® ACCESSORIES

- Driver ID
- Hands-Free Voice
- Worker Safety Pendant
- Printers
- Telemetry Sensors
- And more



Fleet Managers



Case Study #3

Real-Time Alerts—Take Action to Improve Safety Now!

Quadrant ensures real-time dispatch and messaging between mobile workers, dispatchers and back-office staff. By providing higher visibility, Quadrant solutions ensure the safety of workers and the security of mobile assets. Quadrant's safety products, such as Worker Safety Pendants, provide lone workers with the ability to send emergency alerts or to automatically check in at set intervals—excellent for industries such as oil and gas where workers operate in remote and sometimes hazardous locations. Online mapping can help you locate people and resources quickly in case of an emergency or possible theft.

In addition, Quadrant's accident reconstruction capabilities provide second-by-second information, such as time, route, direction, and vehicle speed. Detailed audit trails can reduce insurance premiums, claims costs, and reduce the risk of accidents.

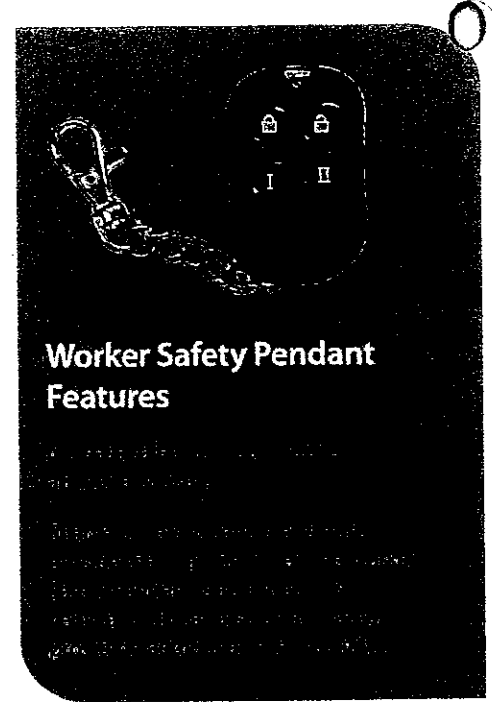
Fleet managers at a wholesale propane provider for western US gas plants and refineries were looking for ways to simplify compliance with government regulations (Hours of Service and IFTA fuel tax reporting), reduce operating expenditures (fuel consumption), and increase security and safety of their mobile workers (man down alerts) and assets (anti theft).

The Quadrant solution that best suited their needs:

- WT6000 Locator™ to collect and send real-time vehicle location and other telematics information from their on-site vehicles and back-office staff.
- In-cab MDT 2000CE-X to provide two-way communication
- Worker Safety Pendant to provide real-time alerts and lone worker safety checks
- Asset Watcher to ensure the security of trailers, generators, and other mobile assets

Fleet managers can accurately assess the safety and security of their drivers using Quadrant's Timesheet, Exception and other reports (such as IFTA fuel tax reporting),

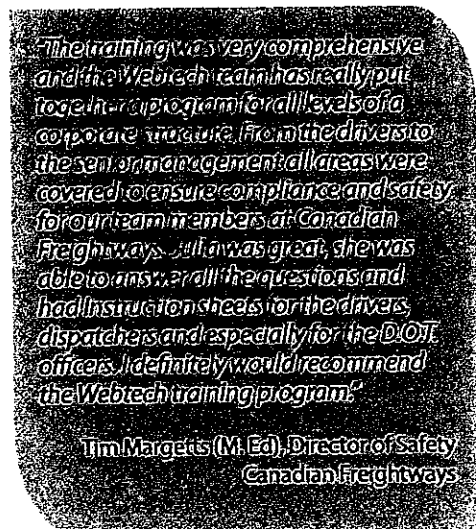
With greater insight into vehicle performance and maintenance problems, they can eliminate vehicle downtime, while increasing the safety and security of their drivers, vehicles, and cargo.



Worker Safety Pendant Features

- Real-time location tracking
- Emergency alerts
- Man down alerts
- Fuel consumption monitoring
- Hours of Service (HOS) tracking
- IFTA fuel tax reporting
- Asset Watcher for trailer and generator security
- In-cab MDT for two-way communication

Designing Solutions for your Company's Unique Needs



One size does not fit all when it comes to implementing fleet management solutions—your organization has unique needs and goals. Webtech Wireless' reputation is built on developing customer-based solutions for long-term sustainment.

There are two solutions available for getting a Webtech Wireless Quadrant solution up and running: package plans and professional services. While all solutions rely on a blend of package plans and professional services, your solution may be weighted more toward one or the other. No matter what size or complexity, Webtech Wireless can develop a solution that maximizes results for your organization.



Get the Power of Quadrant Managing Your Fleet

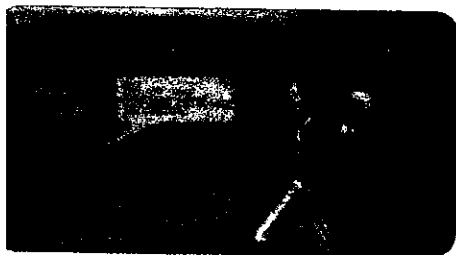
Quadrant[®], is a powerful web-based location and telematics solution suited to help managers of government fleets do more with less.

It gives you the measurement and reporting tools you need to lower costs, increase efficiency and safety, deliver enhanced service to constituents, and meet regulatory and environmental standards.

Quadrant's state-of-the-art Locator devices are installed in any type of heavy- or light-duty vehicle. The Locator transmits location and status information to Quadrant Manager, a powerful web-based application that allows fleet managers – and your organization – to make faster and better decisions.

Feature-Rich Platform

Quadrant gives managers a wealth of reports and analytical capabilities, with as little or as much information as they need.



Automatic Vehicle Location (AVL)

With Quadrant, fleet managers know in real-time exactly where every asset is, what it's doing and how it's operating. Quadrant also delivers historical data in the form of fleet-wide summaries and detailed vehicle drill-down reports, which enable you to quickly adapt to changing situations, pinpoint where you can improve operations and plan for greater long-term benefits.

Summary of Features

- Near real-time vehicle monitoring and mapping to enhance productivity and service delivery.
- Comprehensive reporting and analysis tools for better decision making and planning.
- Full mapping interface using Google Maps[®] or your own proprietary map data.
- Near real-time event-based alerts (e.g. geofence breach, excessive hours usage).
- Electronic driver log, hours of service (HOS) and compliance compliance.
- Integration with existing systems – sensors, cameras, etc. for fuel, dispatch, billing and maintenance systems.
- Completely scalable platform.
- Multiple types of light and heavy-duty vehicles supported.

Fuel Consumption

Quadrant helps you effectively manage fuel consumption by keeping tabs on key performance indicators such as mileage, fuel consumption, fuel economy, idling, speeding, harsh braking, sharp acceleration and engine over-revving. Idling times alone

A 5% to 20% reduction in fuel use.

can be reduced by as much as 90%, which can save thousands of dollars a year per vehicle. Government

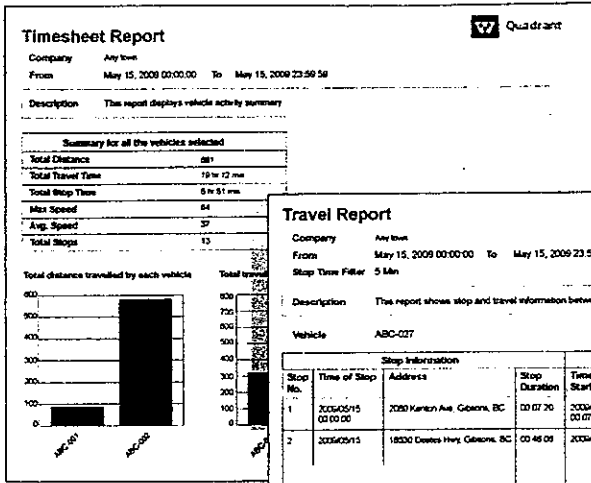
organizations implementing *green plans*, can use this information to help meet environmental targets.

Improved driver training can also save fleets 5% to 20% on fuel bills, and Quadrant gathers actual data on driver performance so that driver training programs can be customized using realistic scorecards and incentives.

Maintenance

Quadrant can help you track critical maintenance information for every vehicle in your fleet and provide that information in reports and alerts to proactively schedule maintenance, reduce repair costs, prolong vehicle life and preserve resale values. Quadrant also integrates with state remote smog check programs.





Stop Information				Travel Information			
Stop No.	Time of Stop	Address	Stop Duration	Time of Start	Distance	Travel Time	Max speed
1	2006/05/15 02:00:00	2000 Kamien Ave, Colons, BC	00:07:30	2006/05/15 02:07:30	54.2	00:54:40	60.2
2	2006/05/15	1820 Dwyer Hwy, Colons, BC	00:46:08	2006/05/15	12.4	00:22:21	45.0

Insurance and Risk Mitigation

Quadrant's advanced geofencing alerts ensure that security breaches or stolen vehicles are reported instantly.

And Quadrant's accident reconstruction capabilities provide second-by-second data before, during, and after an incident, all of which help reduce insurance premiums, claims and recovery costs.

Service Delivery

Government organizations using Quadrant report a much higher level of constituent satisfaction and reduced inquiries and complaints. Since staff and vehicles can be closely monitored, adding or rerouting a vehicle to solve an unforeseen problem is easy.



Systems Integration

Quadrant responds to the needs of federal, state and municipal governments. It's flexibility makes it the ideal choice in mixed fleet applications, or when integration with proprietary mapping, data-push and GIS is required. Advanced telematics capabilities allow for electromechanical status reporting on a wide range of heavy-duty equipment such as snowplows, maintenance and waste disposal vehicles.

Quadrant easily shares data with other software programs and third-party applications, providing seamless integration with your organization's existing and future systems.

Fleet Utilization

Quadrant tracks all the necessary data so you can select the best route, respond to customer demands, and find the most appropriate vehicle or driver for each job. You can also produce easy-to-scan charts to compare individual vehicles to identify patterns that may need to be remedied.

Quadrant differentiates itself from the competition with its robust landmark and geofencing capabilities. With Quadrant, you have the power to manage thousands of user-defined landmarks and geofences and easily monitor time spent at and between locations, enforce policies and restrictions, and improve security.

Work Time Management

You can increase driver job satisfaction and accounting productivity by easily tracking work hours and detailed daily activity. Optional Driver IDs automatically identify operators for time management, security, and performance applications, including applications where vehicles are used for both on-duty and off-duty purposes.

Subcontracting

Quadrant can help you track the activity of third-party contractors so that you can compare actual mileage and time spent on the job against billing.

Dispatching: Near Real-time Status and Control

With Quadrant, dispatchers can easily see the location of their vehicles – to find the nearest vehicle at a glance, optimize routing and service delivery, respond to inquiries from constituents and enhance security and safety for drivers.



Safety and Security

Real-time messaging and mapping can help you locate your people and resources quickly in case of an emergency or possible theft. These features, as well as optional Driver ID, Panic Buttons, and other Lone-Worker Safety devices, bring a new level of safety and security to your operations.

State of Kentucky Seeing the Benefits of GPS Fleet Management



Gov. Steve Beshear

State of Kentucky Governor Steve Beshear yesterday held a press conference to review progress on his state's aggressive *Smart Government* cost-cutting program; announcing further measures to increase the already US\$900 million that have been shaved off the state budget over the last two years of his administration.

Of note is Governor Beshear's reference to the state's ongoing review of its business solutions, and a fleet management pilot completed by the Dept. of Administrative Services, in which AT&T Mobility and WebTech Wireless played a key role.

From the Office of the Governor's Press Release (January 13th, 2010):

Review of state cars and trucks: Gov. Beshear has directed a review of the state fleet, including: evaluating the cost effectiveness of take-home vehicles; expanding a pilot program that installed GPS on dozens of state vehicles, which demonstrated 10 percent reduction in miles driven, an 83 percent reduction in speeding and 14 percent increase in fuel efficiency; exploring self-insurance for vehicles; and outsourcing the state's fleet partially or in total.

The full Commonwealth of Kentucky Press Release can be seen on their [website](#).

AT&T Mobility and WebTech Wireless are pleased to have been involved in this pilot and subsequently chosen by the state as exclusive supplier of GPS fleet management systems. Details of that agreement can be found on WebTech Wireless' October 27th, 2009, News Release.

We're thrilled that the Commonwealth of Kentucky has seen such significant cost-cutting results – and in such a short period of time. That the governor himself is aware of the program and sees it as an important component in meeting his state's budgetary obligations is indication that remote fleet management is today a necessity for government at all levels and sizes.

For more information on WebTech Wireless' solutions for government, including our recent acquisition of the government focused InterFleet brand, please visit our website.

GOVERNMENT ENTITIES USING WEBTECH WIRELESS SOLUTIONS

Common Wealth of Kentucky

City of Chicago, IL

City of Detroit, MI

City of Columbia, MO

City of Inglewood, CA

Wayne County, MI

City of San Diego, CA

City of Ft. Worth, TX

City of San Francisco, CA

Total of Over 600 Governmental Units

Case Study: State of Kentucky



Challenge:

- Kentucky was looking at all areas of govt. operations in its aggressive *Smart Government* cost-cutting program. Already US\$900 M had been saved over the last two years.
- Reduce fleet size and make remaining fleets more efficient (approx 7,500 vehicles)
- Introduce greater accountability in its fleet operations
- Improve environmental performance

Solution:

- WT5000 Locators
- Quadrant solution negotiated in conjunction with AT&T

Results:

- 10% reduction in miles driven
- 83% reduction in speeding
- 14% increase in fuel efficiency