



# Telematics in Practice

Working together to improve road safety

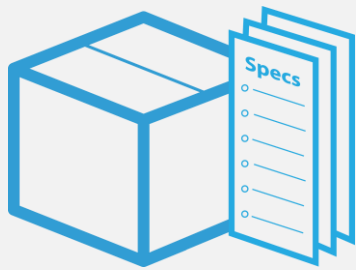


# MiX Telematics: a partner with purpose

*“We move the world forward every day by delivering meaningful information to our customers that creates safer roads, a cleaner planet and improved efficiencies”*

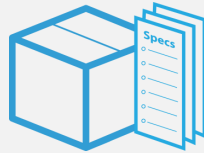
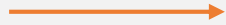


# We are living in a **new era** of telematics



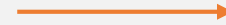
Products

1990s



Products + services

2000s



Solutions tailored to solve  
customer challenges

Now

# In our experience: improving **safety** transforms a business



## Efficiency

- Safer driving = fuel savings
- Safer driving = enhanced service to customers
- Safer driving = less time off-road, better utilisation
- Safer driving = maintenance cost reduction
- Cameras = insurance risk reduction



## Safety

- Real-time driver feedback
- Driver engagement
- Tailored improvement programmes
- Vehicle safety checks
- Driving hours of service
- Modular solutions e.g. cameras, Alcolock, Mobileye integration



## Compliance

- Safety check compliance & accountability
- Prevents driving hours violations
- Privacy mode & personal / business mileage monitoring
- Breathalyser-based immobilisation

# MiX's safety **change management** approach

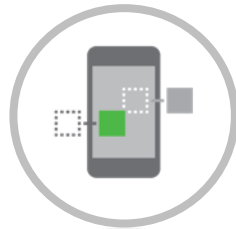
## Core programme



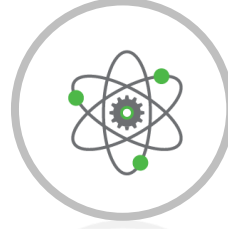
Modular telematics  
SaaS package



Live in-cab driver  
feedback



Driver engagement  
app



Business intelligence

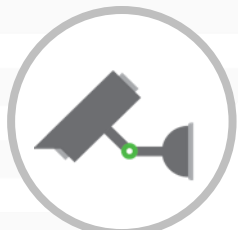


Change management  
programme



Customised  
e-learning

## Value added solutions for elite safety performance



Connected cameras:  
training & evidence



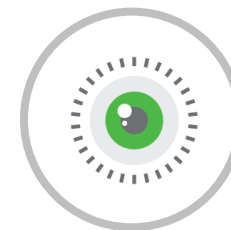
Vehicle safety check  
& ePOD app



Driver training



Journey  
Management



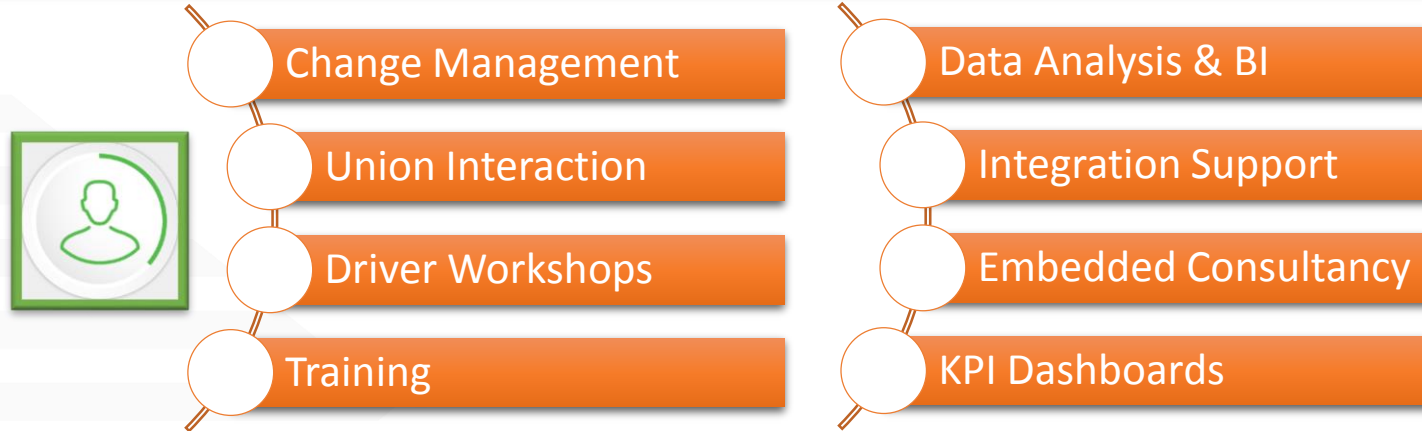
Collision detection &  
avoidance



Breathalyser-based  
Immobilisation

# Success depends on best practice implementation

## MiX Telematics Professional Services

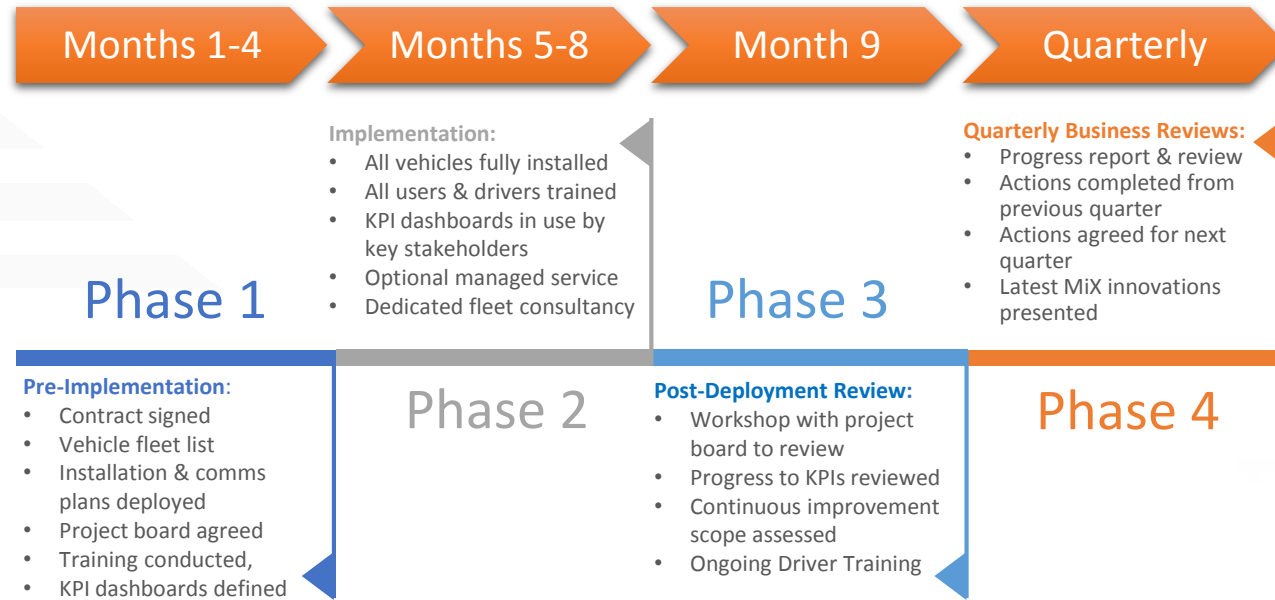


**Service for Life Promise:** “We partner with you to develop, tailor, manage and measure our joint goals over the long-term”



# Implementation in action

We work with you every step of the way



# Typical client results



Collisions

**30%** reduction



Fuel

**6%** improvement



Maintenance

**9%** cost reduction



# Case study: Martin Brower

## FAST FACTS

CUSTOMER	Martin Brower
COUNTRY	United Kingdom
BUSINESS	Transportation
INDUSTRY	Transport
TOTAL FLEET SIZE & TYPE	150
INSTALLED FLEET SIZE	150
CUSTOMER SINCE	August 2010
SUBSCRIPTION	MiX Fleet Manager with RIBAS Display
AIMS	Improve fuel efficiency, reduce wear and tear, reduce accident rates and optimise fleet size
RESULTS	Fuel efficiency increased by 10%, wear and tear down by 15% across fleet, accident rate improved by 70%, vehicle numbers reduced by 12%
CUSTOMER'S WEBSITE	<a href="http://www.martinbrower.co.uk">www.martinbrower.co.uk</a>

“Accident rate improved by **70%**  
 Fuel efficiency increased by **10%**  
 Wear and tear down by **15%**  
 Vehicle numbers reduced by **12%**”



MARTIN **B**ROWER

*“These gains would not have been achieved without the support of MiX Telematics. The fact that our consultant has been on-hand during the whole process to offer guidance has been great. It’s been a real benefit to be able to hear how others have worked with their drivers and then to work out together how best to use the system within our business.”*

# What the future looks like



OEM  
Partnerships



Electric & Hybrid  
Vehicles



Machine  
Learning



Mobile  
Apps

Let's work **together** to build a safer world

