

SkyHawk Telematics

TURN DATA INTO DECISIONS

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The Telematics Market

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Where's it going?

- Projected to be worth $50 Billion by 2020 (estimated)
- CAGR ~ 20% (2014 – 2020)

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Who is SkyHawk?

- Incorporated June 2003
- Experts in Fleet Telematics & Asset Monitoring
- TELUS Strategic Partner
- Sales – Canada & USA
- Head Office - St. John's, NL
- Logistics Office Oakville, ON
- A growing team, currently 28 strong!



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Where do we focus?



Winter Operations



Power Utilities



Government Public Works

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What is our Vision?

To be the **#1 Telematics Solution** in North America for:

- Winter Operations
- Government & PUB Works
- Utility Companies

Our Client Profile







Hamilton











Delaware Department
of Transportation







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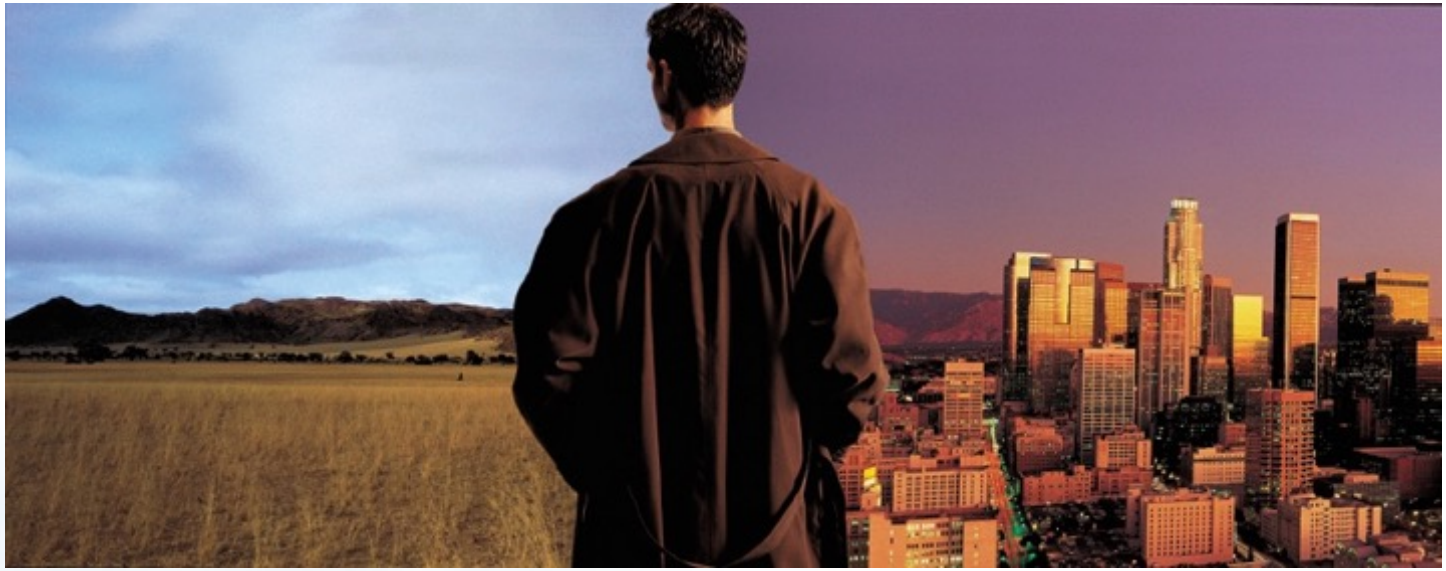
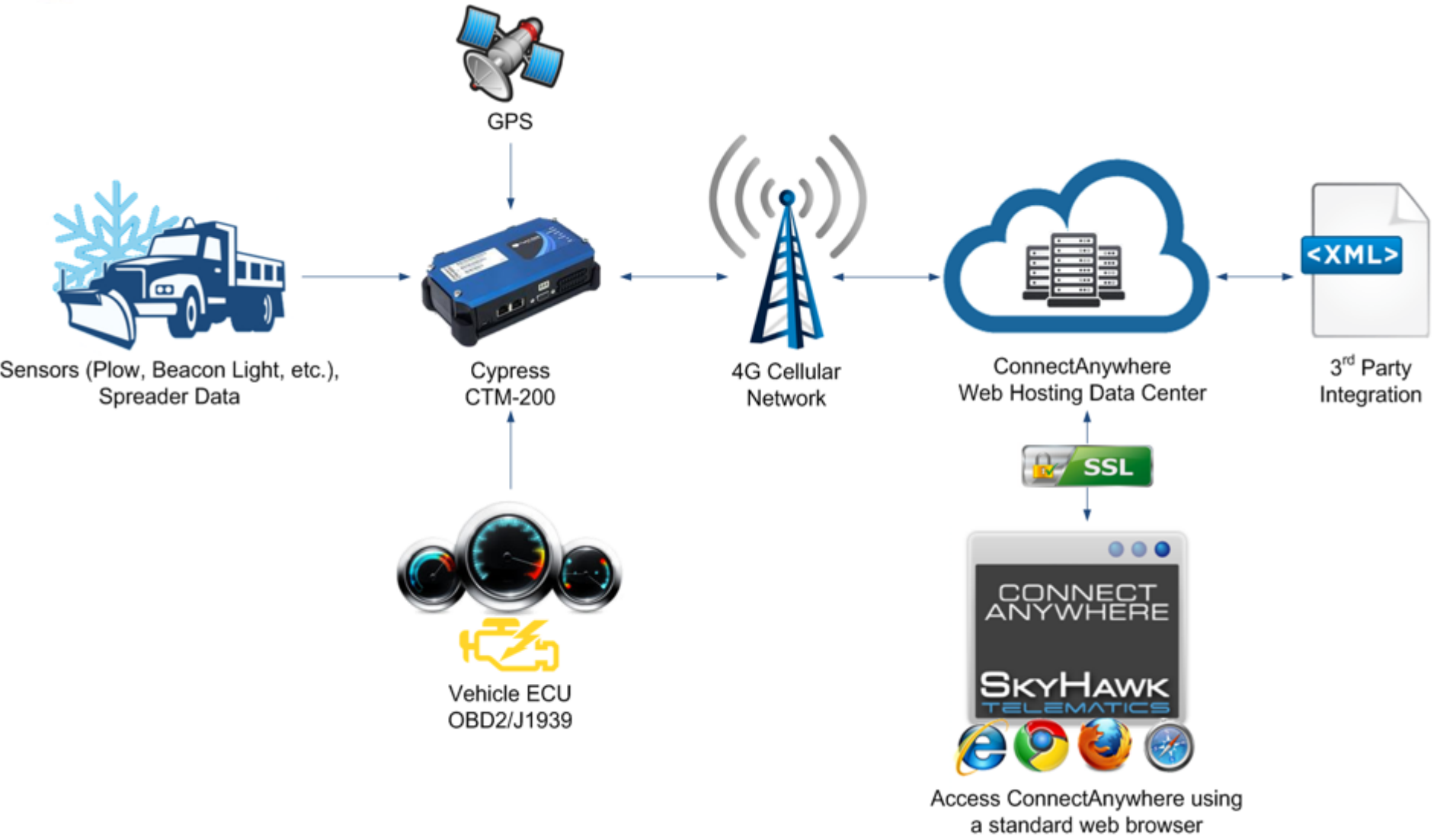
What do we believe?

In a "ConnectAnywhere" Philosophy



Delivering operational intelligence
and return on investment!


GPS
Sensors (Plow, Beacon Light, etc.), Spreader Data
Cypress CTM-200
4G Cellular Network
ConnectAnywhere Web Hosting Data Center
<XML>
3rd Party Integration
SSL
Vehicle ECU OBD2/J1939
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SKYHAWK TELEMATICS
Access ConnectAnywhere using a standard web browser

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How do we deliver our solution?

- Cloud Based Monitoring
  - Reports, Alerts and Analytics
  - Fully Branded White Label Site (WLS)
- Advanced Hardware Offerings
- Latest Communication Technologies
- Complete suite of Professional Services
- One Bill - Fixed Monthly Pricing
- Bring the Experts Together!

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Our Professional Services

- Device Activations
- Network Airtime Packages
- Project Management
- Professional Installations
- Product & User Training
- Solution Design & Architecture
- Custom Development & Integration
- Customer Support (24/7 Phone + Internet)



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Fleet Applications

- Real-Time Tracking of Fleet with connections to sensor inputs and data devices:

- Heavy Duty Equipment
- Light Duty (Pickups, etc.)
- Off-road fleet
- ECM Data
- Spreader Controllers
- Sensors (PTO, Boom, Outriggers)
- Driver ID
- Mobile Tablets
- LTE / WiFi / Satellite



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In Vehicle Solutions

- Live Mapping / Route Selection
- GPS Guidance
- Driver ID
- HOS – Electronic Driver Log
- Pre-Trip Inspection
- Points of Interest (POI)
- On-Board Assets
- Speed Notifications
- High Speed Internet Connections
  - WiFi / Ethernet



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Asset Applications

- High Value Assets with Sensor Monitoring and Geofence Crossing Alert for:
  - Solar Sign Boards
  - Light Towers
  - Solar Traffic Lights
  - Pumps
  - Generators
  - Storage Containers
  - Flat Decks
  - Trailers



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What makes us different…

- Our solution is designed for Governmental Fleets & Utility Companies
- Advanced & New Functionality
  - Salt Spreader Controllers
  - Modem Options (BoB + New 2017 Model)
  - LTE / WiFi / Satellite
  - Sensors Integration
  - Specialized reports & analytics:
    - Cost Reporting
    - Route Activity Reporting
    - Fleet Utilization
- Leading customer service including project management, installation, support, testing and training.

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Why clients choose SkyHawk?

- Focus on system ROI
- Always striving for continuous solution improvement:
  - Access to improvements, new features and functions.
  - LEAN philosophy
  - Innovative
- Help to improve Operational Efficiency
- Create a safer workforce
- System reliability (<1% H/W failure rate & 99.999% SLA)
- Continuous real-time operational visibility (WiFi/Cell/Sat)
- Make a complicated billing process easy

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Why SkyHawk? – *A recent perspective*:

August 2017 - Skyhawk was awarded the AVL contract for the City of Portland, Maine.

Vendors who Bid the project:	**Who was Shortlisted?**	**Evaluation Score:**
Operasoft Inc.		
Verizon Network Fleet		
CDW-G		
AT&T Mobility		
Marshall GIS (The Incumbent)	X	82.6 points
Regal Intel	X	69.8 points
CalAmp	X	74.7 points
SkyHawk	X	**95.5 points**

Some direct feedback from the Evaluation Committee on Why they selected SkyHawk:

1. "A greater focus on Winter Operations"
2. "User friendly software and map features for end users"
3. "Ability to interface with other city systems such as ESRI and GIS"
4. "System can easily be expanded to include additional sensors and reporting"
5. "Availability of 24-hour technical support"

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A Peak at some 2017 Innovation

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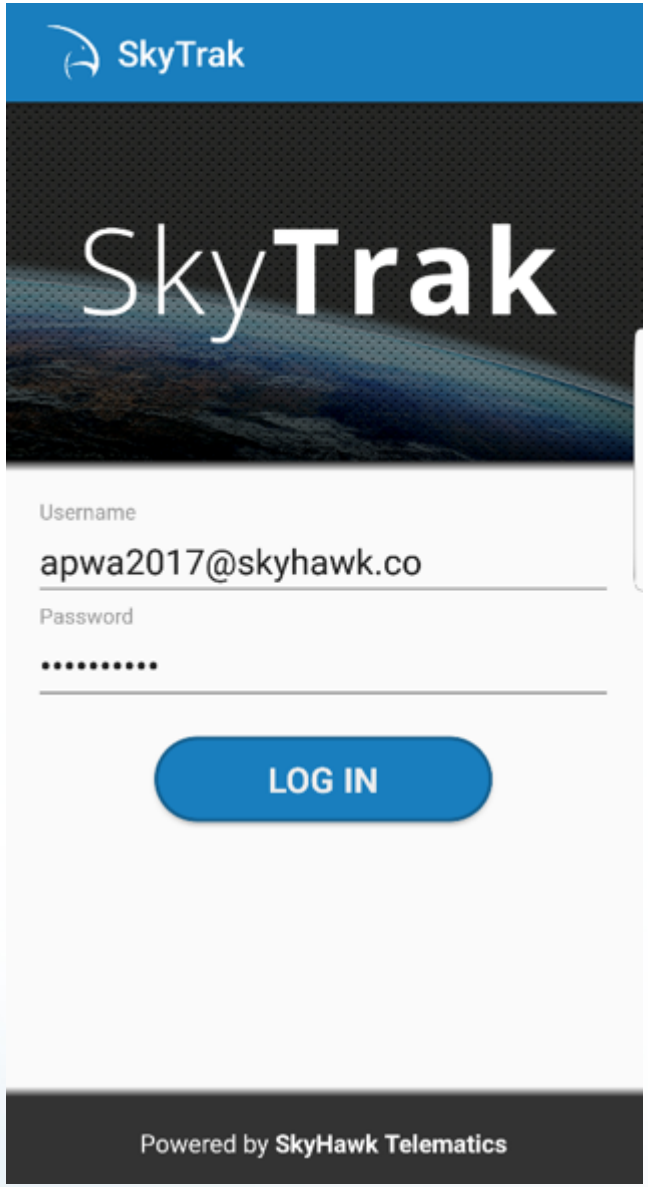
SkyTrak

The industry's **simplest** and **most cost-effective** telematics solution for tracking government & contractor fleets.



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Why an App??



1) Governments utilizing more contractor services
   - Winter operations
   - Waste Services
   - Construction
   - Mowing & Landscaping, etc.



2) Onus on contractors to verify work completed

3) Mobility to drive operational efficiencies
   - Access - Accuracy - Accountability

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How does it solve the problem?

- Available FREE via App Store/Google Play
- Uses existing smartphones/tablets
  - Android & iOS platforms
- Low cost per vehicle monthly service fee
- No hardware installs required
- Rapid deployment
- Intuitive & easy to use
  - Simple with large controls
- Fully integrated with SkyHawk's web-based monitoring service



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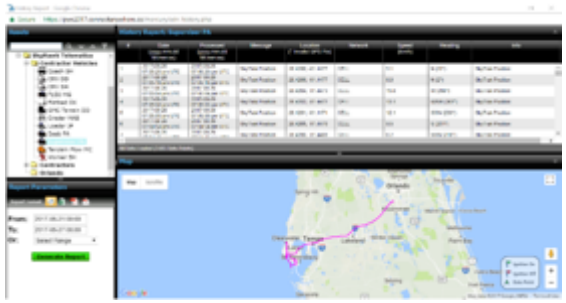
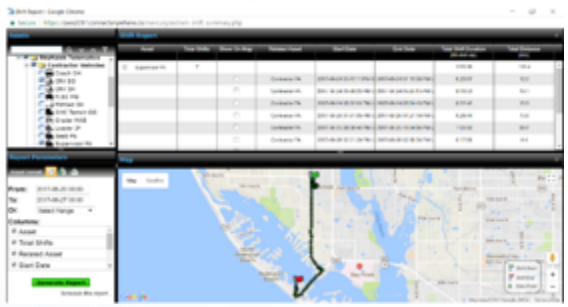
What does it offer?

- Live GPS tracking
- DriverID
- Route Servicing
- Managerial Reports / Analytics
  - History Reports
  - Trip & Shift Reports
  - Route Activity, etc.
- Contractor Work Validation
- Contractor System Account Access







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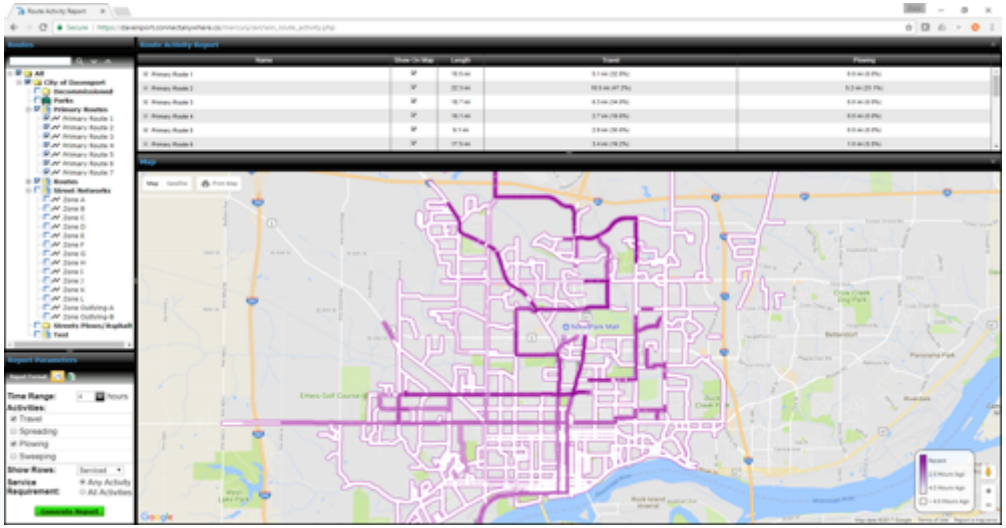
Route Activity function & reporting:



- Routes imported via GIS or KML file formats.
- Color-coding shows where activity has occurred in the time period
- Road segment popups show times and activity
- Report grid and map interact with each other.
- Purple contrasts well with both road map and satellite views
- Gradient palette
  - Dark purple represents the most recent activity
  - Lightest purple is the oldest activity
  - Many shades can be distinguished
- Amenable to printing in color or grayscale

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Thank You!

Questions