DERIVE Systems

Northeast GAS ASSOCIATION

Natural Gas Vehicle (NGV) Committee Meeting
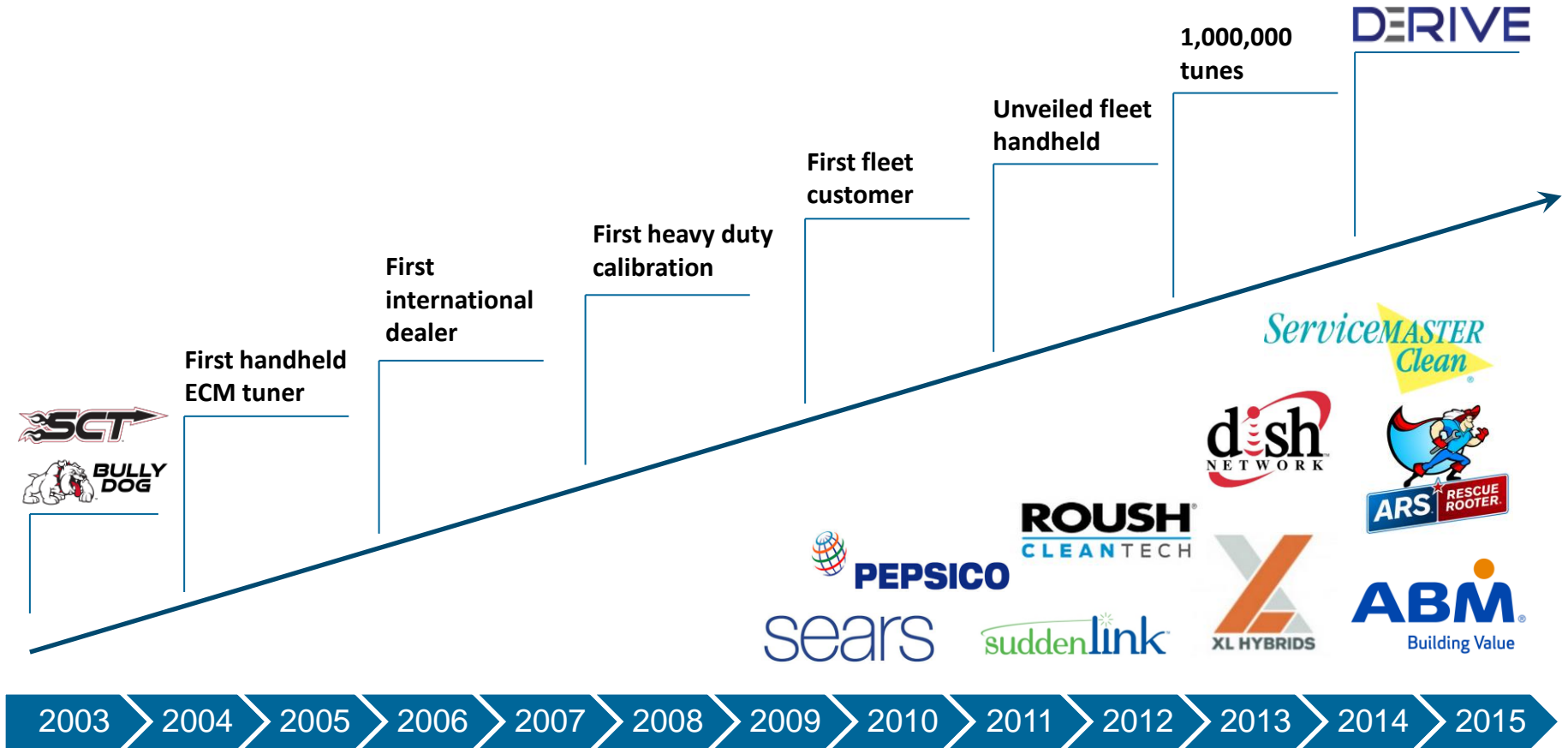
24 Sep 2015

Who is Derive Systems

CUSTOM

IMPACTFUL

CALIBRATION

A software business that fine tunes engine performance through a simple solution, delivering immediate fuel, safety, & environmental benefits

Our Root's

1,000,000 tunes

Unveiled fleet handheld

First fleet customer

First heavy duty calibration

First international dealer

First handheld ECM tuner

DERIVE

ServiceMASTER Clean

dish NETWORK

ARS RESCUE ROOTER

ROUSH CLEANTECH

PEPSICO

sears

suddenlink

XL HYBRIDS

ABM Building Value

2003 > 2004 > 2005 > 2006 > 2007 > 2008 > 2009 > 2010 > 2011 > 2012 > 2013 > 2014 > 2015

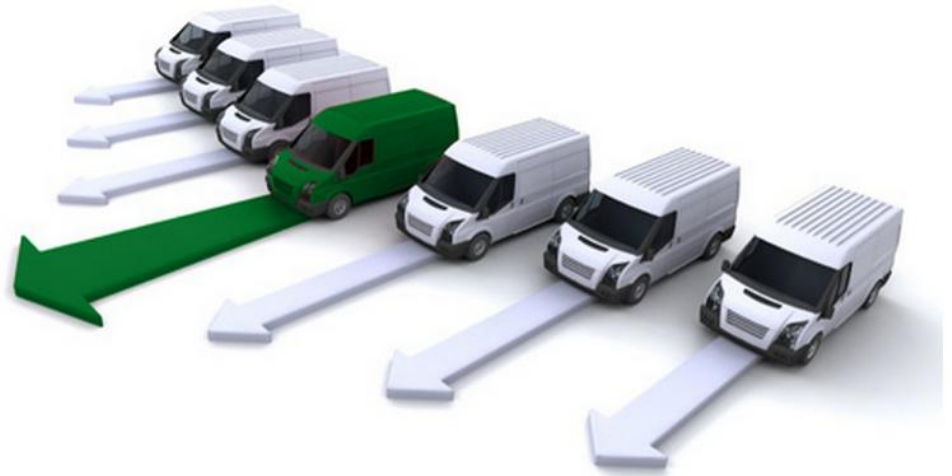# Our unique understanding…

Integrated not additive

OEMs design for the "average"

- **Ex: 100,000 Ford E-Series produced annually**
  - 30,000 find their way to fleets
  - Each fleet is operationally unique

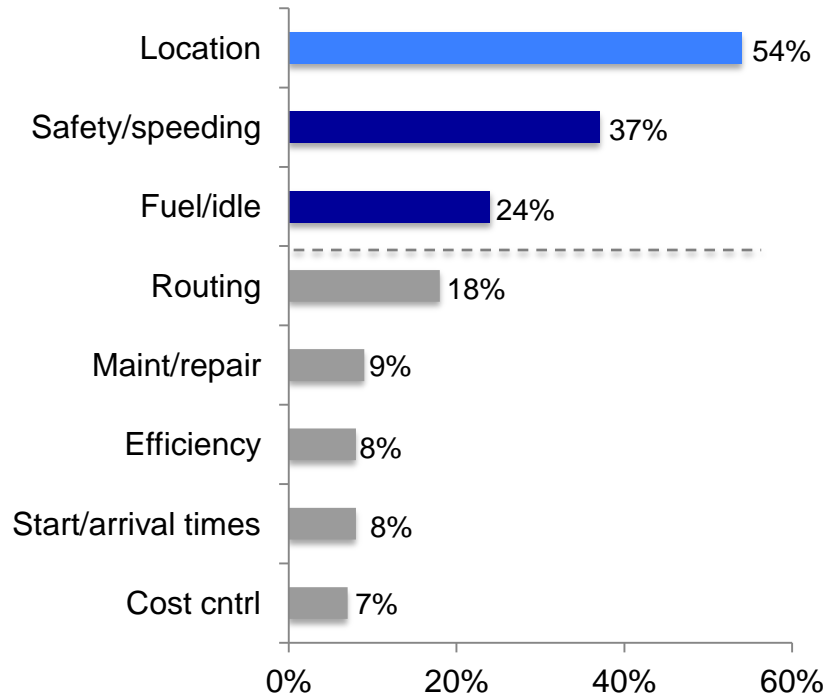**Aftermarket providers traditionally build upon "average"**

- **Racks, lifts, GPS, lights, communications, wraps, toolboxes, and countless others…**

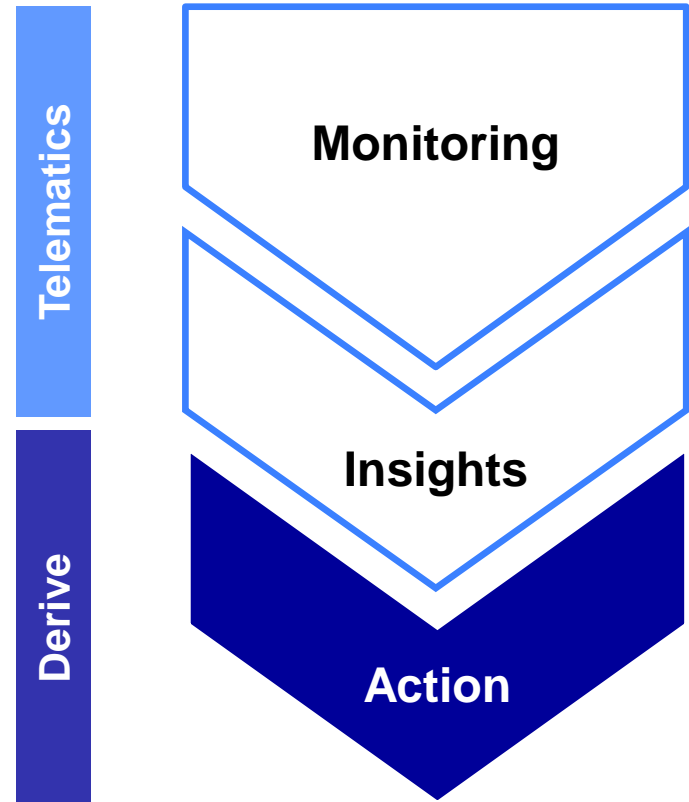**Derive transforms average into unique through an integrated approach**

Derive offers an industry-changing solution that moves from advisory to action

Fleet customers are primarily concerned with 3 major pieces of functionality…

Category	Value
Location	54%
Safety/speeding	37%
Fuel/idle	24%
Routing	18%
Maint/repair	9%
Efficiency	8%
Start/arrival times	8%
Cost cntrl	7%

…Derive offers a robust solution that manages insights through action

Telematics

Derive

Monitoring

Insights

Action

How we find savings

Top-speed governor

Reduce idle RPM

Optimize shift points

Manage available torque

Derive Safety

What safety means for customers

Safety features

- **Active speed control:** Top-end governing

Value

- **Insurance:**

- **Dismissal and Retraining**

- **Litigation:** Settlements, adverse media attention

The cost of safety

Federal Highway Administration

Fatal accident	$4,100,000
Incapacitating accident	$280,000
Evident accident	$56,000
Property damage	$3,100

Coca-Cola Hit with a $21 Million Distracted Driving Judgment
posted on: Sunday, May 20, 2012

Derive Savings…What this means to for your bottom line

What efficiency means for customers

Efficiency features

- **Active fuel reduction:** Reduced idling, torque optimization, adjusted shift points, governed top-end

Value

- **O&M:** Up to $0.0017/mile savings

- **Fuel:** Proven 11.81% savings

- **Carbon tax:** 1800 tons CO_2 reduction

Validated savings: 1,000 vehicle fleet

Fuel   **$557,000**

Maintenance   **$42,000**

Emissions   **$68,000**

667K+ savings per year

Example Pilot

Pilot Details

Timeline: Q1 – Q3 2014 (9 months)

Vehicles: 30 Total (Ford, GM/Chevy vans)

Environment: Urban environment with various grades along with extended highway and city street driving profiles

Understood Value Proposition: 6% to 12% fuel savings

Derive Efficiency's Results

	Base MPG	Derive Period MPG	Derive's Improvement
Calibration	8.89	9.93	11.81%
Annual Consumption	~64M Gallons	~58M Gallons	6M Gallons Saved
Fuel Spend	$176M	$159.5M	$16.5 Saved

Derive's engine software can save at least $16,500,000 annually for this client's 30,000 vehicle fleet

DERIVE

Systems

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