Natural Gas Vehicle (NGV) Committee Meeting

24 Sep 2015
A software business that fine tunes engine performance through a simple solution, delivering immediate fuel, safety, & environmental benefits.
Our Root’s

- First handheld ECM tuner (2003)
- First international dealer
- First heavy duty calibration
- First fleet customer
- 1,000,000 tunes
- Unveiled fleet handheld
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:

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

...Derive offers a robust solution that manages insights through 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

<table>
<thead>
<tr>
<th>Accident Type</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fatal accident</td>
<td>$4,100,000</td>
</tr>
<tr>
<td>Incapacitating accident</td>
<td>$280,000</td>
</tr>
<tr>
<td>Evident accident</td>
<td>$56,000</td>
</tr>
<tr>
<td>Property damage</td>
<td>$3,100</td>
</tr>
</tbody>
</table>

**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 CO₂ reduction

<table>
<thead>
<tr>
<th>Validated savings: 1,000 vehicle fleet</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fuel</td>
</tr>
<tr>
<td>Maintenance</td>
</tr>
<tr>
<td>Emissions</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th></th>
<th>Base MPG</th>
<th>Derive Period MPG</th>
<th>Derive’s Improvement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Calibration</td>
<td>8.89</td>
<td>9.93</td>
<td>11.81%</td>
</tr>
<tr>
<td>Annual Consumption</td>
<td>~64M Gallons</td>
<td>~58M Gallons</td>
<td>6M Gallons Saved</td>
</tr>
<tr>
<td>Fuel Spend</td>
<td>$176M</td>
<td>$159.5M</td>
<td>$16.5 Saved</td>
</tr>
</tbody>
</table>

Derive’s engine software can save at least $16,500,000 annually for this client’s 30,000 vehicle fleet
Independent Sales Associates
Contact Info:

Ron Gulmi
Ronald.gulmi@eaesi.com
(516) 359-6038

Neil Zeller
neil@directionalgroup.com
(415) 902-9489

Head Office:
Tel: 866-688-3048
Fax: 407-260-6275
Tech Support:
Tel: 866-617-6493
support@sctfleetsolutions.com
Address:
4150 Church Street
Suite 1024
Sanford, Florida
32771 U.S.A.