

IntelliShift

Renewal Proposal and Product Roadmap



CALIFORNIA VANPOOL AUTHORITY

Agenda

1. Feature matrix for expansion vehicles
Ford OEM vs IntelliShift
2. Q3 Incentive Pricing
3. IntelliShift emission and fuel roadmap
4. Analytics, benchmarking and integration
roadmap



Functionality and Feature Comparison Matrix

Telematics Feature and Supported Functionality	GenX6 Hardware, Garmin, Driver ID, Cameras	Ford OEM
Real Time Location and Direction of Travel	✓	✓
Speed	✓	✗
Ignition Status	✓	✗
Odometer	✓	✓
Emissions Data and Carbonfootprint Dashboards	✓	✗
On Demand Reports	✓	✓
Dashboards and Safety Scorecards	✓	✗
Update Frequency	60 Seconds**	120 Seconds**
Heartbeat	Daily	Daily
Supported Products		
SP Camera	✓	✗
Custom Cellular Based Driver ID	✓	✗
Garmin Integration	✓	✗
Fuel Management (Fuel Integration)	✓	✗
Vehicle Service	✓	✓
Fleet IQ	✓	✗

IntelliShift Q3 Incentive Pricing (48-Month Agreement)

Q3 Incentive:	Pricing Per Sub Tier 1 Incentive	Pricing Per Sub Tier 2 Incentive	
Products	Tier 1 (1k+ Subscriptions)	Tier 2 (1,250+ Subscriptions)	MSRP
SP Pro Telematics / GPS	\$18.50	\$16.00	\$22.50
Gamin Integration	\$2.50	\$2.50	\$4.00
Recurring Hardware Fee	\$4.00	\$4.00	\$5.00
SP Driver ID	\$1.50	\$1.50	\$3.99
SP Camera (Road Facing)	\$25.00	\$24.00	\$28.00
SP Connect (API Access for Integratio	\$0.00	\$0.00	\$1.99
Total:	\$51.50 (22% Discount)	\$48.00 (27% Discount)	\$65.48

Incentive Notes:

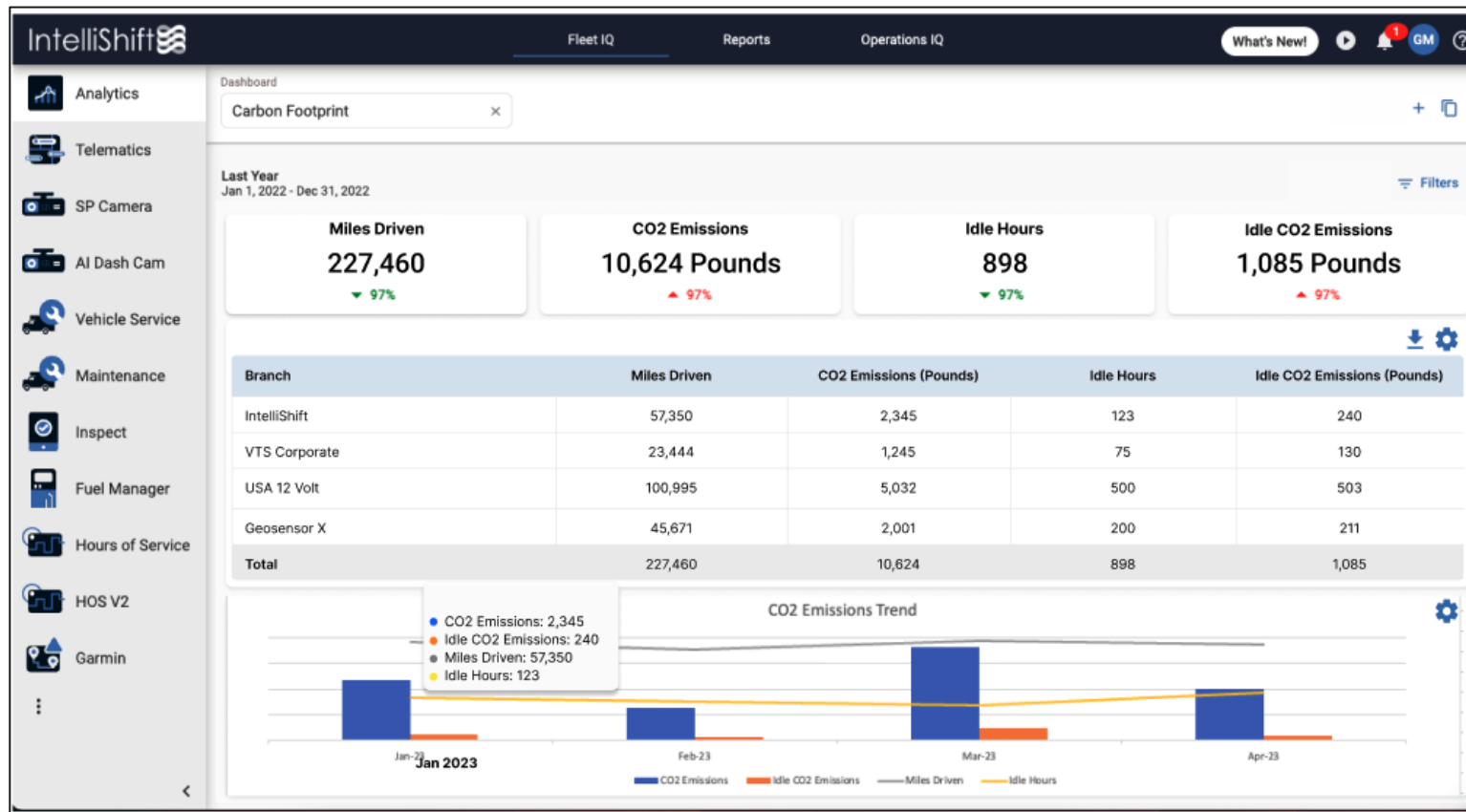
- Bill upon shipment of hardware. IntelliShift and CVP can work through a shipment schedule. All billing to commence no later than 12/1/2023
- IntelliShift to provide one-time onsite camera installation training (\$2,500 value). Can provide additional onsite installation training at cost
- IntelliShift to honor Garmin Hardware \$199.99 and Data Cable (\$70.00) pricing
- Remove one-time activation fee (\$25) from all new subscriptions (\$10,000 value)
- Provide SP Connect (API Access) at no-cost for Fleetio and ESRI related integrations

2023 Roadmap

Product Roadmap

Q4 Planned Analytics

- Enhanced asset detail to highlight specific wasted gallons of fuel per hour of idle based on VIN (Year/Make/Model)
- Carbon Footprint Dashboard given insight to emission-based & CO2 Idle data





EV Support

Alternate Fuel Insight Reporting

- Help you identify what vehicles in your fleet are optimal to convert to an EV
- Suggestive fleet make up to optimize your fleet operation

Alternate Fuel Insights Report for VYS Corporate

Asset Name	Make / Model	Rating	Annual Fuel Cost	Annual Mileage	MPG	Annual Fuel Cost per Mile	Annual Fuel Cost per Gallon	Annual Fuel Cost per Liter	Annual Fuel Cost per Kilowatt Hour
Gasoline Vehicle Insights									
Asset 1	2018 Ford Focus	★ ★ ★ ★	\$1,200	10,000	20	\$0.12	\$2.40	\$0.08	\$0.04
Electric Vehicle Insights									
Asset 2	2020 Tesla Model S	★ ★ ★ ★	\$500	10,000	100	\$0.05	\$1.00	\$0.03	\$0.02
Asset 3	2019 Nissan Leaf	★ ★ ★ ★	\$400	10,000	100	\$0.04	\$0.80	\$0.025	\$0.015
Hybrid Vehicle Insights									
Asset 4	2017 Toyota Camry Hybrid	★ ★ ★ ★	\$800	10,000	40	\$0.08	\$1.60	\$0.05	\$0.03
Asset 5	2018 Honda Accord Hybrid	★ ★ ★ ★	\$700	10,000	35	\$0.07	\$1.40	\$0.045	\$0.025
Alternative Fuel Vehicle Insights									
Asset 6	2015 Ford Transit	★ ★ ★ ★	\$1,500	10,000	15	\$0.15	\$3.00	\$0.10	\$0.05
Asset 7	2016 Chevrolet Silverado	★ ★ ★ ★	\$1,800	10,000	12	\$0.18	\$3.60	\$0.12	\$0.06



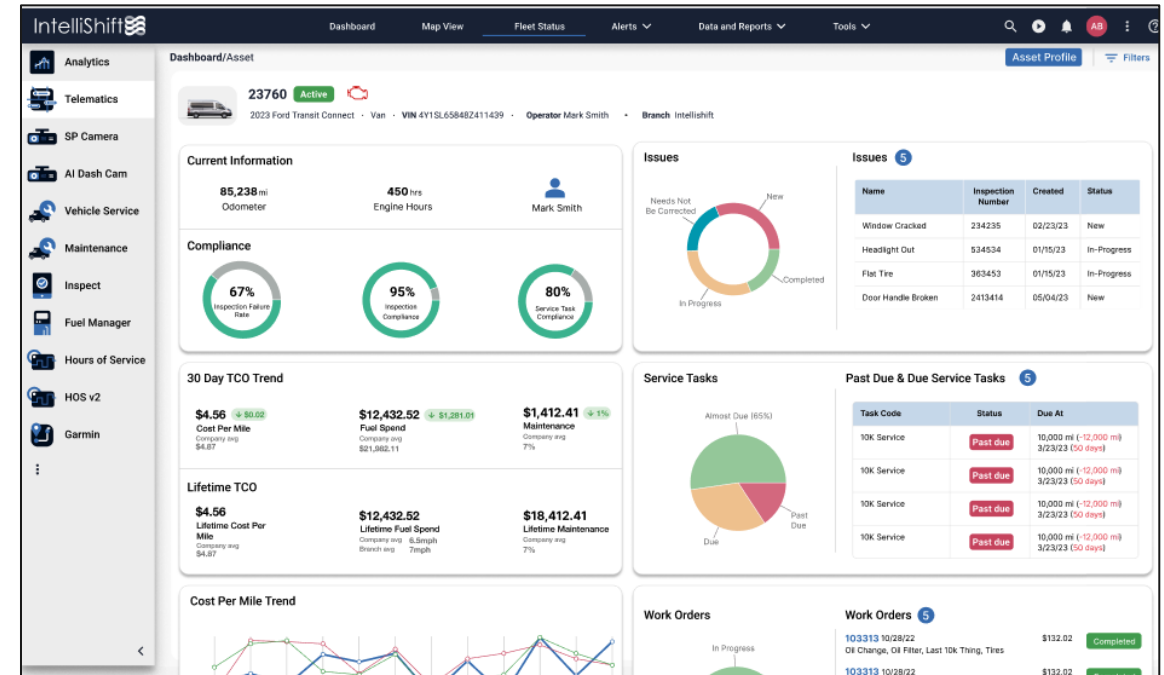
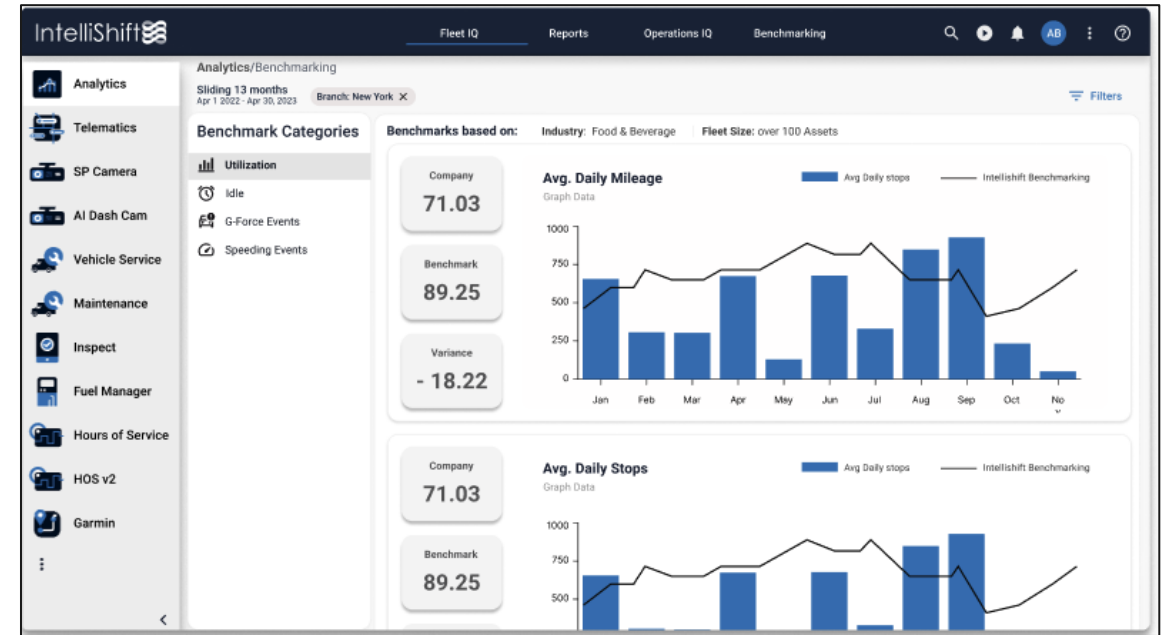
Future Proof Hardware

- IntelliShift hardware supports EV today with the same hardware so you can switch to EV when ready!

2023 Roadmap

Q4 Planned Analytics

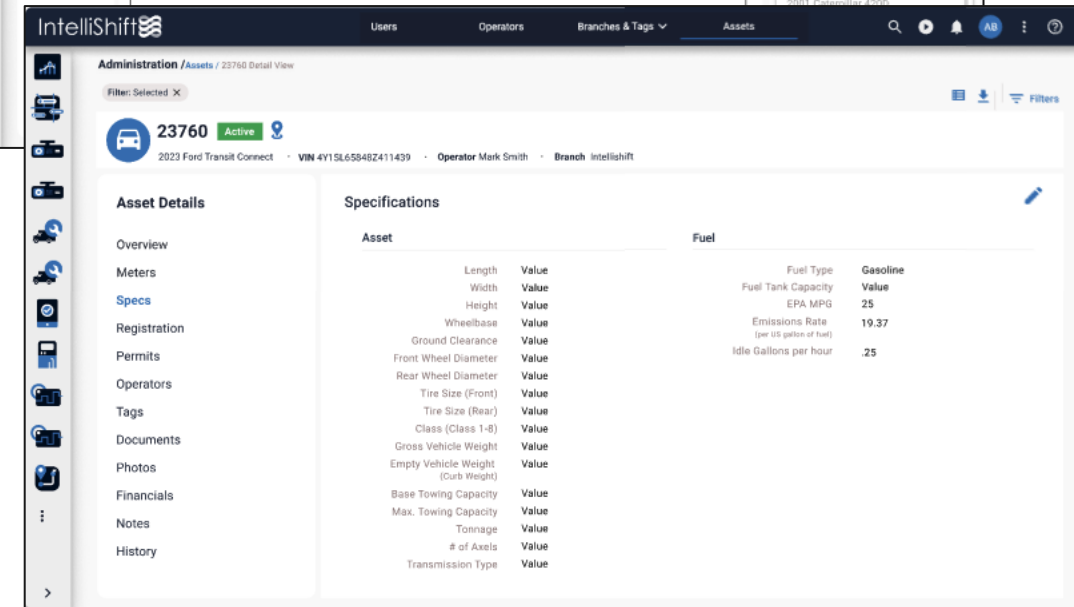
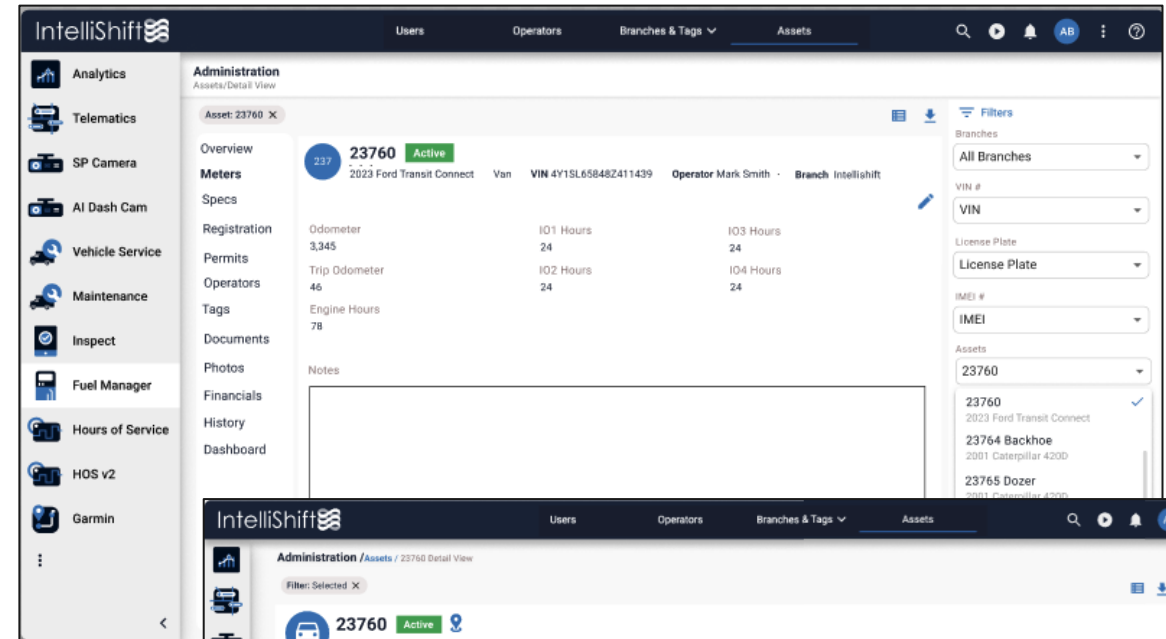
- Various new reports
- Benchmarking vs other fleets your size
- Asset & Operator Dashboards



2023 Roadmap

Q4 Planned UX/UI updates

- Asset Profile detail page
- Enhanced asset detail and file import capabilities
- Update remaining legacy pages
- New training guides and videos



2023 Roadmap

Q3 & Q4 Planned Integrations

- Enhanced Fleetio Integration
- Penske (Inspect Issues)
- Launch of Viewpoint Vista
- Enhanced VIN decoding

