

Unity Enablement

September, 2024

POWER  **FLEET**®

People Powered IoT

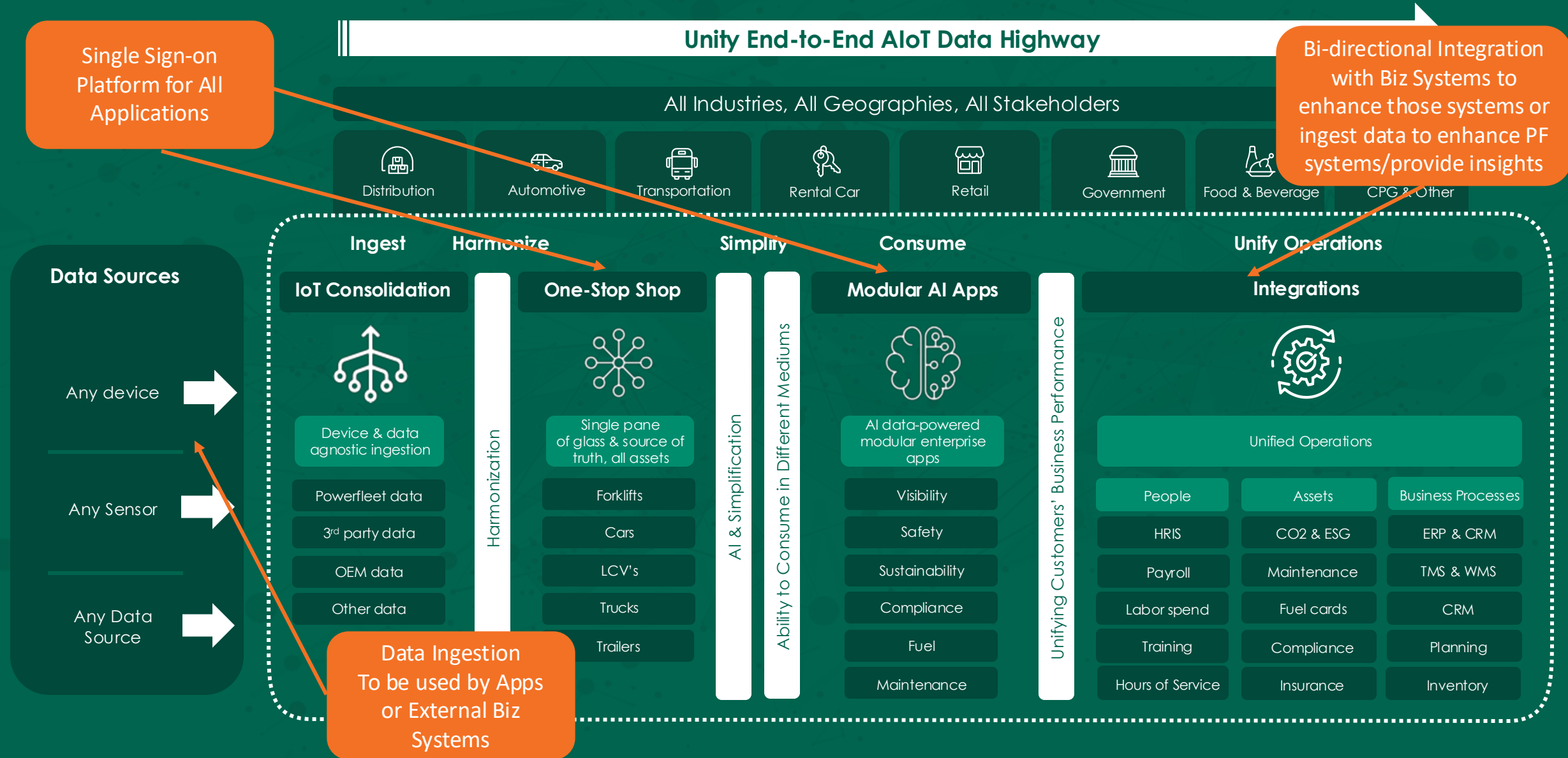
May 2024



What is Unity

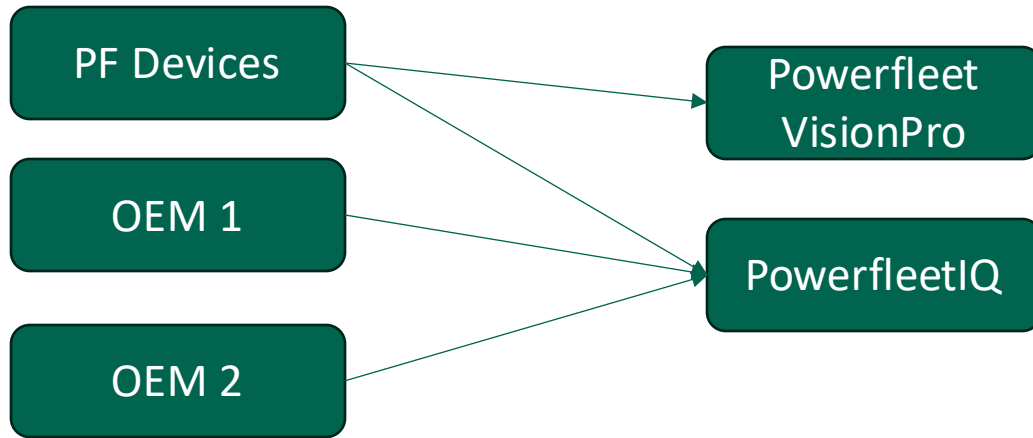
- Unity is **NOT ONLY** the single sign-on/portal for our all of our applications (VisionPro, FleetView, CarrierWeb, PointerConnect, MFM)
 - This will be useful for cross-sell/up-sell, but not necessary to the broader benefits of the Unity platform
- Unity is also the **PLATFORM** that enables a consolidation of
 - Data on the front end (data ingestion with 3rd party devices/systems) and/or
 - Data on the back end (unified operations with business systems)
- Resulting in:
 - Ability to leverage our Applications via VisionPro, MFM, FleetView, CarrierWeb, and/or MFM for day to day operations/visibility **across all assets**
 - Enhancing an external business system by providing additional data that makes those business systems more effective
 - Gathering data from an external business system to provide enhanced visibility within PF Data Powered Applications/Analytics

Unity is a Platform



Example Use Cases: In-Warehouse

Combined reporting across OEMS



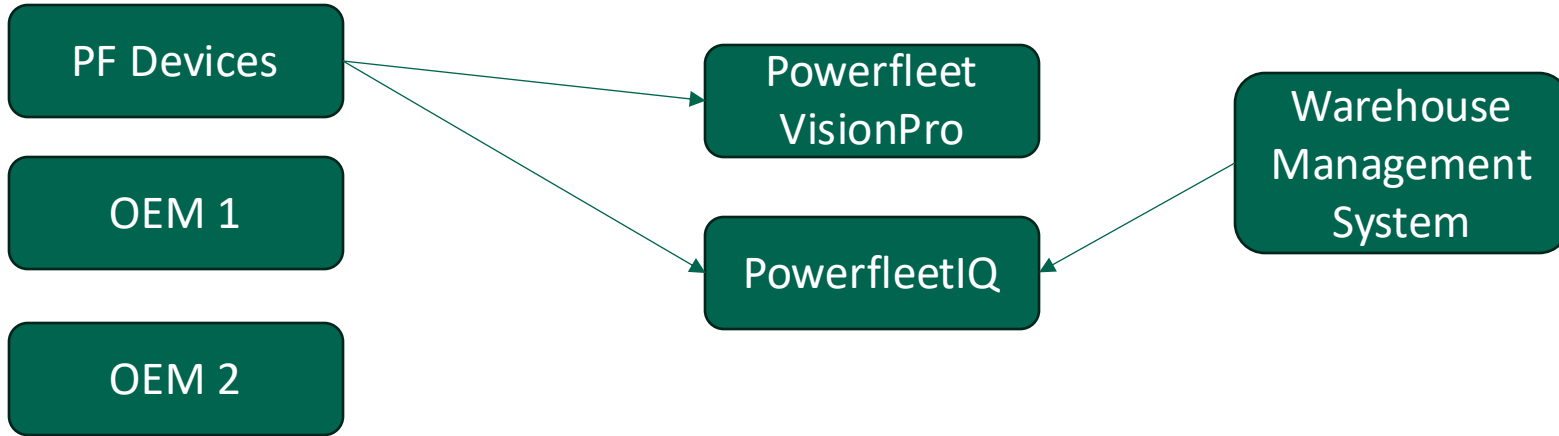
Example KPIs:

- Compliance
- Utilization
- Safety
- Productivity

- Integrate via API or DB connection to provide a single view of data across all equipment in PowerfleetIQ
- Requires a friendly customer who understands we are building this for the first time but sees the value in a single view of data
- Future state: Provide additional operational data in VisionPro where applicable

Example Use Cases: In-Warehouse

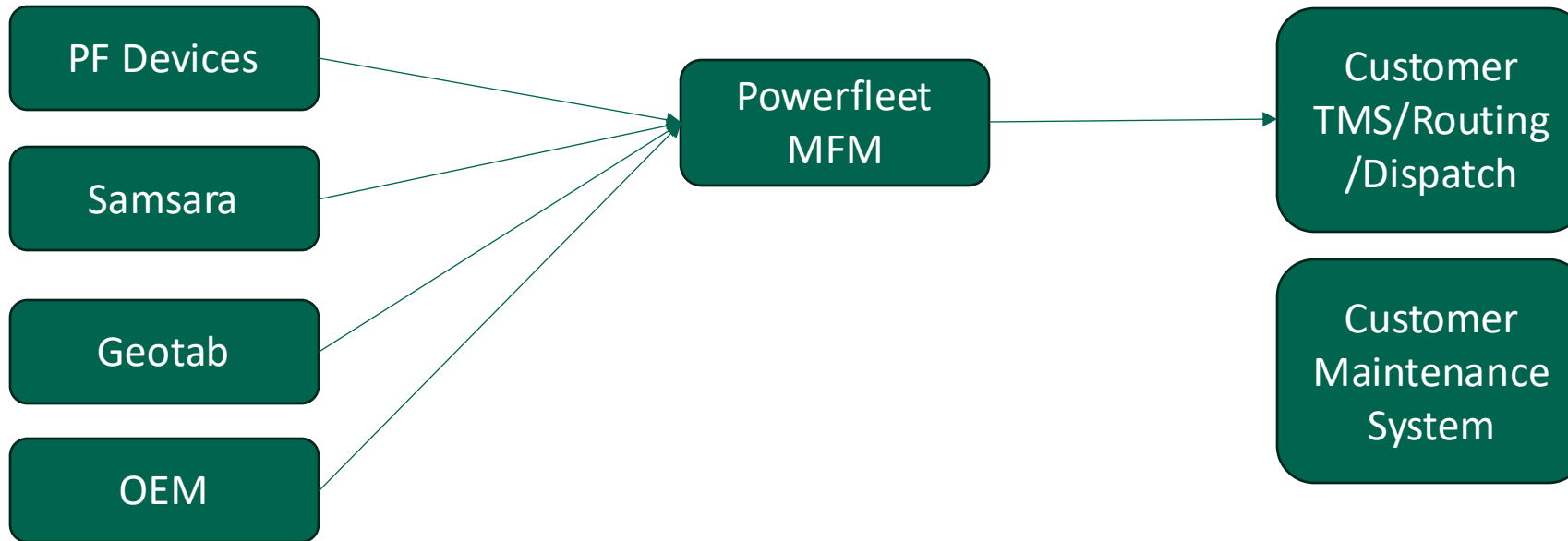
Integration with WMS



- Integrate via API data from WMS to correlate safety and productivity data
- Nestle previously implemented an integration with their WMS
 - Data provided from WMS:
 - #Picks per operator by day
 - Data provided from PF:
 - #Impacts per operator by day
 - Data insight:
 - Does the #picks performed by an operator correlate to adverse affect in safety
 - i.e. Are we creating an unsafe environment by attempting to drive productivity

Example Use Cases: On Road

Combined reporting across Fleet and external integrations



- Provide single map for visibility of assets across enterprise
- Combined safety reporting (lowest common denominator of data available from external sources)
- Single feed of data to TMS/Dispatch
- Single feed of maintenance data

Example Use Cases: On Road

External integration into PF



- Combined report of safety related incidents vs hours by operator

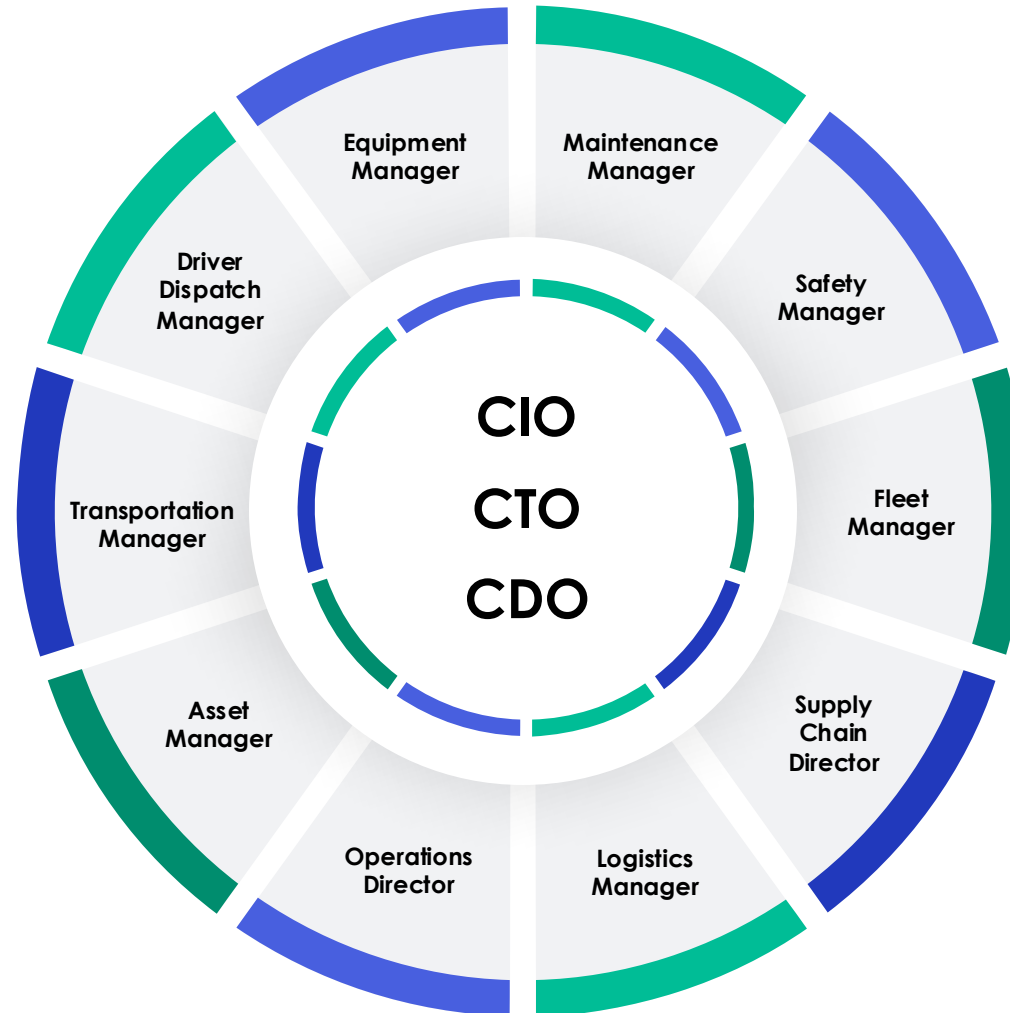
Why Unity

- **Differentiation**
 - Our competitors don't lead with integration – this differentiates us and provides additional value for our customers
- **Get Higher and Wider**
 - Providing a single source of truth, additional insights, and complementing existing business systems helps us to reach other departments in an organization and senior leaders
- **Increase Stickiness and Enhances Cross-sell/Up-sell Opportunity**
 - Controlling the data makes us stickier and positions us well for the next sale
- **Incremental SaaS revenue**

Unity Solves Full Scope of **Decision Maker Challenges**

Operational Stakeholders Care About:

- Safety
- Regulatory Compliance
- Maintenance
- Fuel Management
- Fleet Electrification
- Security
- Visibility
- Utilization
- Productivity



C-Level Stakeholders Care About:

- Digital Transformation
- Data Integration
- Risk and Liability
- Operational Efficiency
- Cost Savings
- Supplier Consolidation
- Brand Reputation
- ESG
- Capital Expenditure

How to Position Unity

Problem Statement

- We understand our customers have multiple vendors/suppliers across their fleet of assets today and find it difficult to easily get a single view of data across the enterprise
- They log into multiple systems, export spreadsheets, hire teams of analysts so they can get insights around safety, compliance, utilization of equipment, ESG reporting, etc. (**Data Ingestion**)
- There are also a multitude of business systems that are disconnected from the fleet
 - There are benefits to providing data to those systems to help automate maintenance, dispatching, routing, etc
 - Further, there are insights that would provide tremendous value if data from business systems and Powerfleet systems were combined for actionable insights such as tying safety data from Powerfleet and productivity actuals from an execution system (WMS, TMS, payroll, etc.)

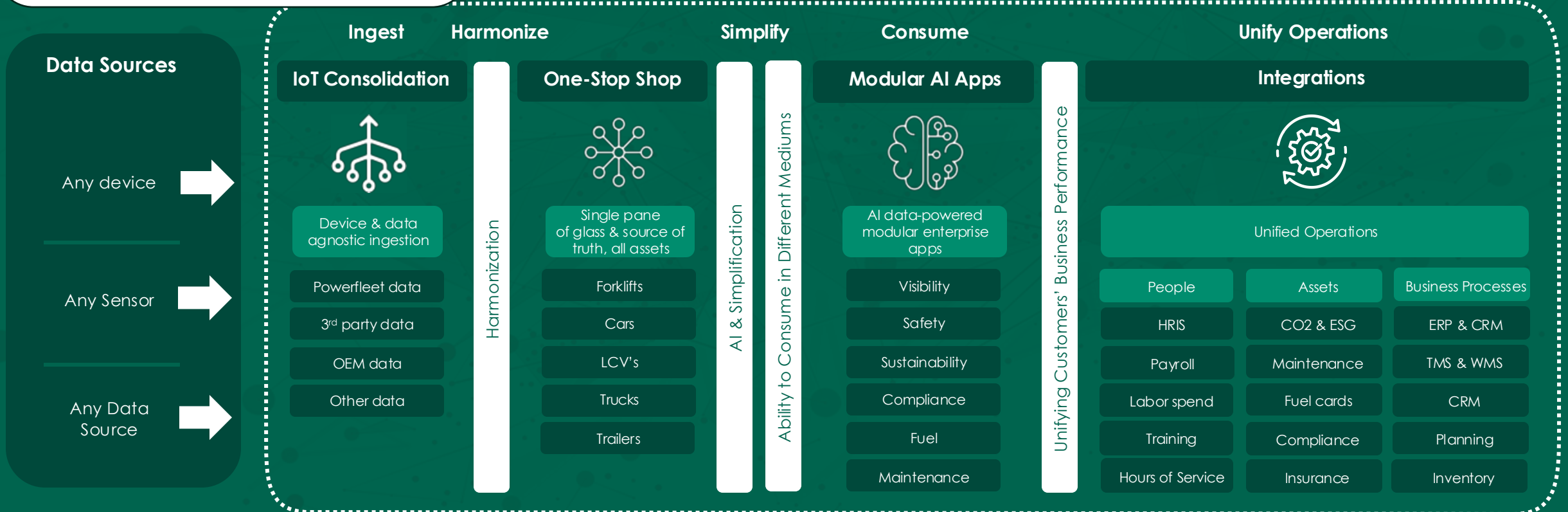
Our Unity AIoT Ecosystem Today

1. Unity is our platform that focuses on optimizing your business operations. We do this by capturing data from all devices and or data sources (such as traffic/weather) so you no longer have multiple systems to log into our excel exports and analysis to be done.

2. The data is never standard across devices and requires harmonization. We normalize and cleanse the data

3. Once we have that data, we provide you with a single view, you can leverage it in our existing applications And/or send to your business systems

4. We can also take data in from your external systems to enhance PF applications/reporting to optimize our applications or provide further insights by correlating the data



Unified Operations

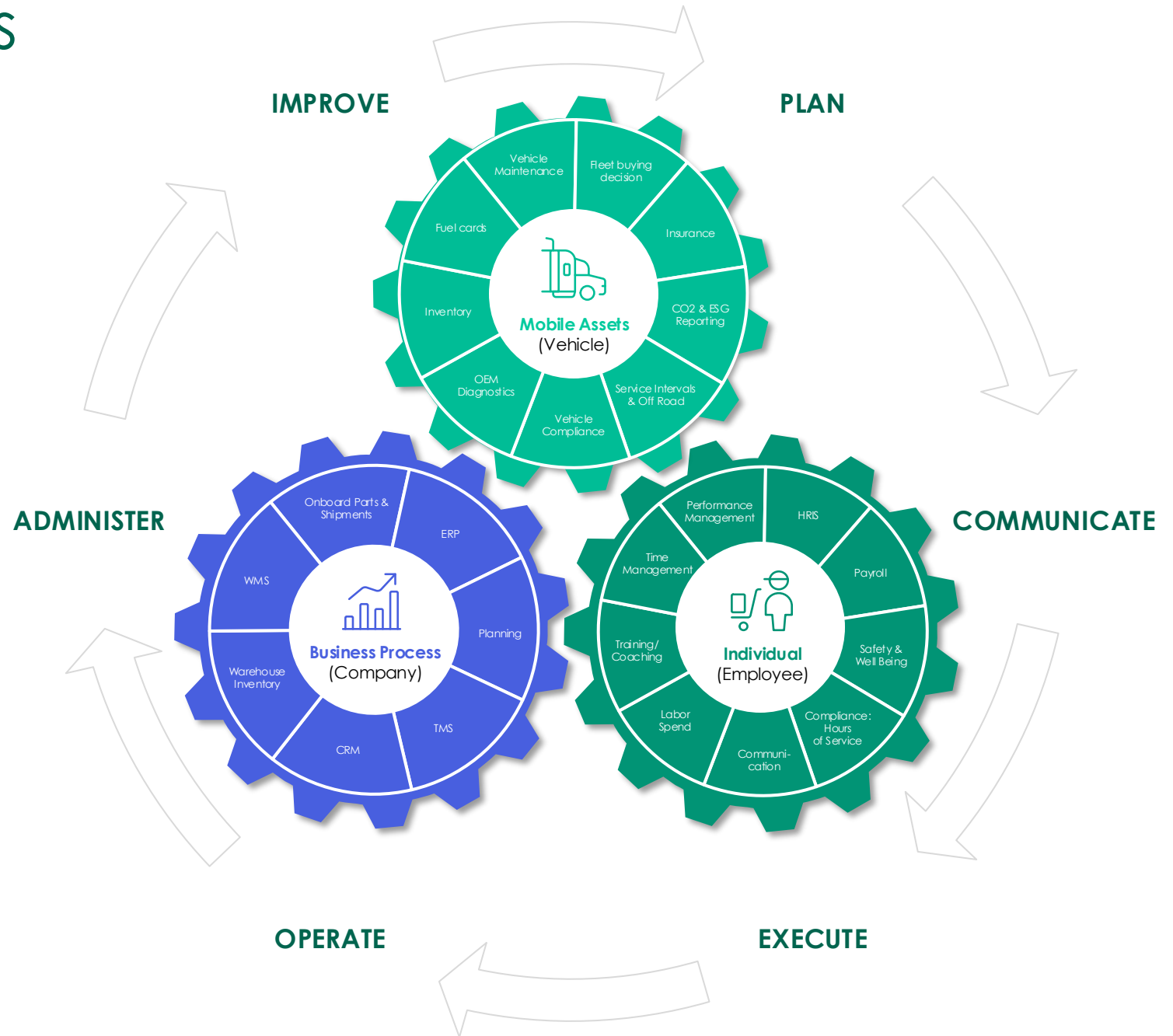
What we want to do is not only solve the classic telematics problems that we've been doing for years, but look across your business operations to unlock value across your mobile assets, individuals that operate those assets, and the business systems that run your operations

Provide examples of relevant use cases:

- Integration from In-Warehouse to WMS for combined productivity and safety reporting
- Consolidated view of all fleet data for ESG reporting

Use this slide to begin soliciting initial use cases

“We'd like to understand some of your key initiatives across some of these areas and how we might be able to help”



We've been doing this for a long time but not positioned under the Unity banner

As you can see, we have hundreds of integrations to both telematics providers and business systems

Vast & Continually Expanding Integration Ecosystem: 232 to Date



Q&A

