

# Take advantage of mobility solutions

that are cost-effective and utilize the most sophisticated technology for

## superior performance



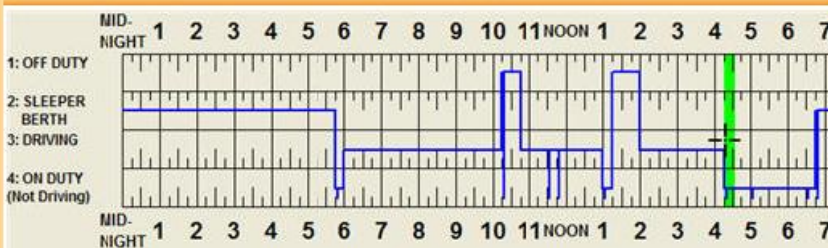
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MOBILITY FOR THE NEXT GENERATION

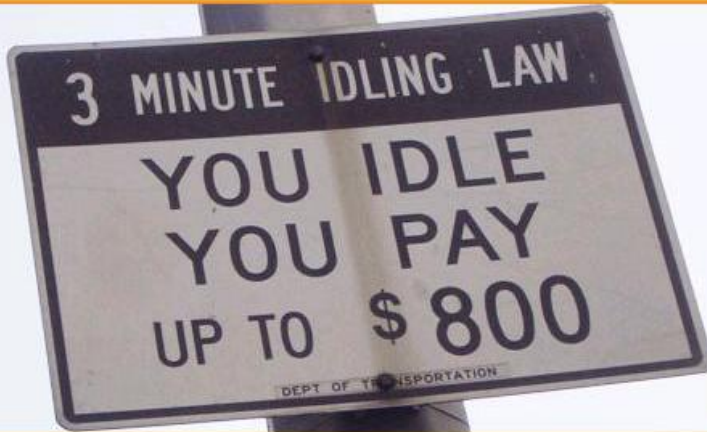


You have one driver in one truck collecting data for your company and you need to manage everything to make money in today's tough economy. At Xpedium we deliver the integrated solutions to address all of your needs.



REMARKS Trip Numbers :  
05/19/2005 11:30 AM WV Odometer: 189377.0 WV 3663903 64204 CROSS STA





- Track vehicles in Real-time with precision
- Monitor and manage risky driving behavior
- Lower your fuel costs, repair costs and fines
- Save money on your insurance premiums
- Reduce over-time and non-productive time
- Communicate with your drivers in real-time
- Monitor doors, trailers, temperatures, etc..

## Idling Gets You Nowhere



**Turn your engine off** – 30 seconds of idling uses more fuel than is required to restart your vehicle.

**Unnecessary vehicle idling is both harmful and wasteful to all of us.**

Here are the facts on Idling:

- **Our Health** – Emissions contain toxic chemicals that can affect our respiratory systems. Children, the elderly and individuals with asthma are especially vulnerable.
- **Fuel Waste** – An idling vehicle gets 0 MPG. 60 seconds of warm up idling is sufficient for any vehicle. Once the oil circulates, driving moderately is the most efficient way to warm up your engine.
- **Needless Engine Wear** – Idling damages your engine components including the cylinders, spark plugs and exhaust system. When an engine idles, fuel residue builds up on the cylinders, spark plugs and exhaust system. An idling engine is not operating at peak temperature, resulting in incomplete fuel combustion. Fuel residues can condense on cylinder walls, contaminate oil and damage engine components. With excessive idling these fuel residues tend to deposit on spark plugs causing the plug to foul which can increase fuel consumption by 4 to 5 percent. Excessive idling can also cause water to condense in the vehicles exhaust system which can lead to corrosion and drastically reduce the life of exhaust system components.
- **It's The Law** – Idling laws are in effect nationwide and fines are significant especially for repeat offenders.

- Are your insurance premiums already too high?
- Can you afford fines for speeding and idling?
- Do your employees use your vehicles during off hours?
- How much of your employee time is productive time?
- What is your vehicle maintenance costs doing to the budget?
- What if gas goes up again?
- Are your customers happy?

### Xpedium

through integration and innovation has put together a simple to use, affordable and reliable platform that can help you run your business more efficiently, reduce your costs significantly and improve overall customer satisfaction dramatically.

Safer drivers lower your fuel costs and maintenance costs.

Proving to your insurance company that you take a proactive role in insuring that your drivers do not speed can mean significant savings in insurance premiums. In many cases the insurance premium reductions alone can pay for the entire system.

Idling laws are getting stricter and the fines are getting higher. Fines are easily justified because of the impact idling has on our health, the environment and the nations dependency on foreign oil.

### Xpedium's platform works by

1. Alerting customers when drivers are operating vehicles in an unsafe or undesirable manor.
2. Reports make it is to quantify how often employees make poor decisions while operating your vehicles.
3. Electronic modules step in to insure that your company is not at risk by performing functions like shutting down vehicles that idle past preset time intervals.

According to the U.S. Department of Energy

High Speeds = Higher Fuel Bills

- 55 mph = 7% in increased fuel costs
- 60 mph = 14% in increased fuel costs
- 70 mph = 23% in increased fuel costs
- 80 mph = 34% in increased fuel costs

73% more horsepower to cruise at 60 MPH  
159 % more horsepower to cruise at 70 MPH

### Approximate Stopping Distances

- @ 50 MPH 275 feet (.92 football fields)
- @ 60 MPH 375 feet (1.25 football fields)
- @ 70 MPH 500 feet (1.67 football fields)

### Effect on Tires

Heat is the number one enemy of tires. Sustained high speeds raise tire temperatures above the critical level causing strength and wear properties to deteriorate rapidly. Tire wear will almost double at road speeds of 70 MPH or greater.

### Effect on Maintenance Costs

Gears, bearings, clutches, suspension, and drive trains all wear much faster at higher speeds. Increasing speed from 50 MPH to 60 MPH increases maintenance cost by 38%. Increasing the speed to 70 MPH increases the cost by 80%.



**Ready to Deploy  
Industry Specific Mobile Solutions**



**XRouteDelivery**



- Ordering
- Invoicing
- Cash Collections
- Inventory Management
- DEX/UCS
- Signature Capture
- Route Settlement
- And much more!

**XPre Sales**

- Ordering
- Promotion Planning
- Price Audits
- Shelf Audits
- Surveys
- Trade Intelligence
- Profitability Analysis
- And much more!



**Xmerchandise**



- Ordering
- Price Audit
- Shelf Audit
- Competitor Audit
- Surveys
- Brand Tracking
- Inventory Management
- Scan Based Trading
- And much more!

**XVending**

- Ordering
- Sales
- Returns
- Coin Reconciliation
- Settlement
- Resets



**XSalesForce**



- Ordering
- Promotion Planning
- Price Audits
- Shelf Audits
- Surveys
- Trade Intelligence
- Profitability Analysis
- And much more!

Industry-specific Xpedium Business Solutions are purpose-built to quickly and efficiently improve the unique needs of direct store delivery (DSD) businesses. The complete line includes products for back office, route accounting, and mobile systems.

Support all the requirements of your mobile workers with xMobile Pre-configured Solutions, a set of purpose-built applications based on the xMobility platform. From business analysis, to ordering, to merchandising, xMobile gives your people the applications they need to efficiently manage the workday.

**Location Based Services for Fleet Management and Government Reporting**

Date	Address	City	State	Miles	Dir	Speed	Status	Online	GPS
3/4/2010 10:43:01 PM	254 W Commercial Ave	Moanachie	NJ	0   0	SW	0	Ign off	Yes	GPS

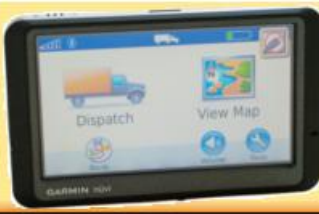
The SmartAntenna can accurately locate vehicles in most cases down to the spot your vehicle is parked. Accuracy and data integrity are what sets Xpedium apart from the competition.

Totals	State	Mile(s)
<b>Van 1</b>		
	NJ	17.90
	NY	10.44
Sub-Total		28.34
<b>Van 2</b>		
	NJ	74.56
	PA	19.62
Sub-Total		94.38
<b>Total</b>		122.72

Fuel reporting made simple with accurate mileage by state reports available in real-time for your entire fleet. Add a terminal and collect fueling data on the fly virtually eliminating quarterly reporting nightmares.

Event Time	Status/Excp	Location	Driver Summary
4/22/2008 12:00:00 AM	OnDuty	Lavender Dr Heathcote NJ	<ul style="list-style-type: none"> <li>• Current Status: <b>Incompliance</b></li> <li>• Total driving hours today: 1.00 , left: 11.00</li> <li>• Total on duty time today: 10.75</li> <li>• Total hours since last break: 0.60</li> </ul>
4/23/2008 9:08:46 AM	Driving	Lavender Dr Heathcote NJ	
4/23/2008 10:14:34 AM	OnDuty	10 River Rd Fair Lawn NJ 07420	
4/23/2008 10:54:09 AM	OffDuty	10 River Rd Fair Lawn NJ 07420	

Driver Daily Logs are available on both the driver terminal and the web. As a driver Changes Status the data is transmitted from the mobile to the central server so it can be monitored by the company to insure that all drivers are in compliance. When using a terminal with the driver log option, driver logs are generated almost automatically requiring minimal driver involvement. The terminal has a suite of graphical logs and data logs always ready to present to the law. The system stores 7 days of data per driver and alerts the driver to compliance issues.



Add a low cost Garmin terminal and you are now in constant contact with your driver. Send messages and jobs in a flash using the Xpedium webportal. Driving directions are available based on the vehicle type and commercial trucks can be guided directly to the stop legally and safely with vehicle attribute based guidance provided by Navteq and Garmin. All data is sent in Real-time and delivery is guaranteed.



## Garmin FMI Version Two Functionality

1. **Driver Login**  
Automatically Assigns Driver to Vehicle
2. **Driver Status**  
(i.e. on duty, off duty)  
Customer Customizable Text
3. **Messaging**  
With Read Receipt  
Yes/No Question  
Custom Canned Driver Messages  
Canned Dispatcher Messages & Responses  
What is your load status?  
Loaded Trailer  
Empty Trailer  
Bobtail
4. **Routing**  
Multiple Stops  
In Route Status on Go  
Automated Arrival Notification  
Automated Departure Notification  
Stop Sequencing  
Stop Comments  
Saved Routes  
Route Scheduling

### Driver Screen Shots

Driver Information

Driver ID: John Darienzo

Driver Status: Stuck in Traffic

Back

---

Select Driver Status

Off Duty

On Duty

On Break

Off Break

Back ↓

---

1 Meadowlands Sports Complex 1.5+ S

2 Prudential Center 744 Broad S 8.8+ SW

Back Delete

The screens below are part of the Xpedium GPS Tracking Portal. Create routes from saved locations or any address and assign them to any driver today or a week from now.

Create messages and define how you want the driver to respond. Send to one driver or broadcast to an entire fleet.

Search for a route

Design and Schedule

Date: 6/15/2010

View: [Map] [List] [Print]

Select a driver

Driver 1: Demo Box

Driver 2: Demo Box

Route name: **Saturday Route**

Created: 2/6/2010 7:23:00 PM | Last updated: 2/6/2010 7:23:00 PM

Enter address: \_\_\_\_\_ Radius: \_\_\_\_\_ feet

Enter location name(optional): \_\_\_\_\_

City: \_\_\_\_\_ State: [NJ] Zip: \_\_\_\_\_ Type: [Customer]

ADD ADDRESS ADD AND SAVE LOCATION

#	Name	Address	Comment	Up	Down	Edit	Remove
1	Meadowlands Sports Complex	80 1st 120 East Rutherford, NJ 07073	Pin us COO 834.34				X
2	Prudential Center	744 Broad St Newark, NJ 07102					X

Report View | Map View | Split Screen View | Message View | HOS View | Dispatch View

6/19/2010 Mail Update auto-update Updated: 10:29:10AM

Send message

Fleet: [Demo] To: [Driver 1 - Demo Box] Info Read Receipt Question Yes/No Canned Message

Content: What is your load status?

Send  append 'from Admin' to end of message

Inbox		From	All
From	Content	Sent	Received
Driver 1	Will you return by 5pm?		
Driver 1	What is your STA?		

Outbox		To	Type	Status	Response	Sent	Delivered	Responded	Remove
Driver 1	Will you return by 5pm?	Driver 1	Question	Sending					X
Driver 1	What is your STA?	Driver 1	Canned	Sent		10:28 AM			X

## Xpedium Mobile Technology

Industry-specific Xpedium Business Solutions are purpose-built to quickly and efficiently improve the unique needs of direct store delivery (DSD) businesses. The complete line includes products for back office, route accounting, and mobile systems.

Quickly and efficiently develop a custom mobile solution with Xpedium Mobile Technology by leveraging web services, XML and other advanced tools. This sophisticated platform is based on the powerful .NET architecture and developed in C# with a Service Oriented Technology approach (SOA).



xConfigurator enables the control of:

- Workflow
- Operations and Data
- Rules
- Data Flow
- Task Sequencing and Prioritization
- Features and Peripherals
- Printers
- Scanners
- Remote and Local Database Connectivity
- Voice
- GPS
- On Board Computers
- UPS MobileCast
- And much more!

xDocRetrieval provides:

- Automatic Document Storage
- Query-based Retrieval
- Simplified Electronic Delivery
- Simplified Printing
- Proof of Delivery with Signature
- Storage in MS Word, PDF or html formats

At Xpedium, we understand the unique requirements of the fast moving consumer products industry. Our applications are designed to be deployed in a broad range of circumstances, including:

- Direct Store Delivery
- Transportation and Logistics
- Field Services
- Healthcare
- Industrial Goods
- Retail

For more information:

Xpedium an NCS Company

World Headquarters  
275 Oser Ave.  
Hauppauge, NY 11788  
Tel: 631.486.9000  
Fax: 631.486.9023