

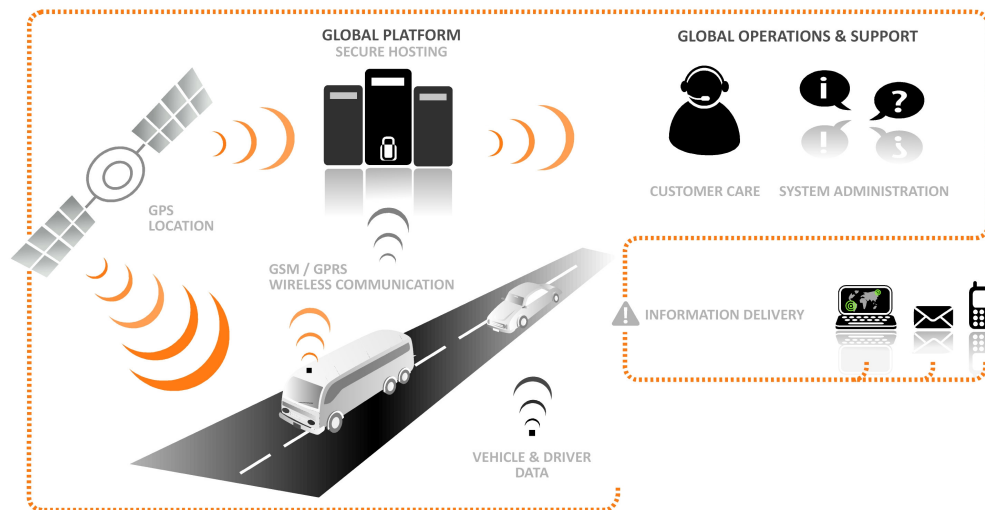
WHY CHOOSE A HOSTED SOLUTION?

MiX Telematics currently provides both hosted and standalone Fleet Management solutions:-

FM Professional: A client server application which can run at a customer site, either on a standalone computer or with its components distributed across a local area network (LAN), wide area network (WAN) or over the internet. The customer has complete control of the database management as well as communications to and from the vehicle and can configure this to best suit their organisations needs.

FM-Web: A secure hosted, internet based service that delivers fleet information to a customers' desktop via a website (FM-Web) without the need to install additional software. The service includes the set up, maintenance and management of data communications to and from the vehicle to ensure the required data is available to the customer at the click of a mouse, all via the internet.

Benefits of MiX Telematics' hosted solutions



MiX Telematics' Solution hosting expertise

MiX Telematics have a dedicated Hosting and Operations department, which comprises highly skilled individuals focussed on the provision of a fast, efficient and secure hosted service.

Speed to solution provision

Utilising a hosted Fleet Management solution means a large scale, fully operable solution can be provide to a customer with minimal lead time by taking advantage of the existing hosting infrastructure.

System Speed and Efficiency

MiX Telematics' Hosting and Operations Team are focussed on ensure speed and efficiency of all aspects of the system including data communications, archiving and data integrity.

Minimise Capital Expenditure and eliminate costs of maintaining a hosting infrastructure

No dedicated IT infrastructure is needed by the client as the solution is delivered via the internet. This is a significant saving as the minimum redundant environment would require an initial outlay of ~\$250,000, not including on-going maintenance or manpower costs. See Appendix A for more details.

Focus on core business activities

Implementing a hosted solution enables the customer to focus on their core business.

Ease of expansion – future proofed

MiX Telematics ensure the solution has the capacity to cater for immediate and future customer requirements.

Guaranteed service levels – peace of mind

The MiX Telematics hosted service conforms to a minimum of Tier 3 IDC standards ensuring 99.982% concurrent availability. This guaranteed level of service provides peace of mind to the customer and an assurance their system will be available when they need it. In addition, MiX Telematics have a full Disaster Recovery, back-up and archiving system.

Standardised integration options

The hosted environment has a number of standardised integration options, subscription and web service based, enabling simple integration of FM data into 3rd party applications.

Flexible Software solutions

24/7 access to data via FM-Web

MiX Telematics provide users with access to their Fleet Management information using the FM-Web site. Use of this website means information is available to users 24/7 from any computer with internet access. FM-Web is specifically designed to provide an simple easy to user interface to the complex world of Fleet management data.

Secure, extensive, flexible user permissions

FM-Web is a fully configurable solution allowing each user to have defined access rights. These rights include the functionality available to the user as well as the assets to be viewed.

Extended Administration Tools via FM Professional

In addition to FM-Web, users of the hosted service also get access to FM Professional. FM Professional is desktop software, which connects remotely to the MiX Telematics' hosted environment and provides all the richness, speed and convenience of client software, but comes as part of a hosted solution. FM Professional software enables System Administrator, extended reporting and troubleshooting capabilities.

Enriched content

FM-Web enables user to benefit from a variety of mapping options, including Google Satellite, Google Street and Terrain Maps, as well as hybrid views of both.

Regular software and mapping updates

User of the online software solution FM-Web receive regular software updates as part of the hosted service, with the latest functionality, new reports and mapping data included.

Customer Service Options*

24/7 Help Desk

All users of the MiX Telematics' Hosted solution have access to a 24/7 helpdesk to provide technical and user support.

Dedicated Customer Care Administrators

Organisations subscribing to the MiX Telematics hosted solutions are assigned a dedicated Customer Care Administrator, who acts as a single point of contact and will perform the following functions:

- Understand and build a relationship with the customer
- Conduct Daily health checks on the status of the system including speed and performance
- Daily data integrity validation for all assets in the fleet
- Maintain the configuration settings of the fleet to ensure optimum operation
- Produce bespoke reports on request

Fleet Consultancy Service

Fleet Consultancy is an additional service intended to ensure the customer gains maximum return on investment from the MiX Telematics' Fleet Management solution. Working closely with the customer, Fleet Consultants aim to ensure the Fleet Management system is utilised to its full potential and that all users are fully trained to gain maximum benefit from all the available tools.

Added Value Services*

Stolen Vehicle Recovery

Where affiliated Stolen Vehicle Recovery providers are available, access to a vehicle recovery team is available as an optional extra.

Maintenance and Warranty Contracts

To ensure the operability of the on board computer and accessory hardware components of the Fleet Management system, full maintenance and warranty contracts are made available to customers.

Ensuring a Future Proof Hosted Fleet Management Solution

MiX Telematics ensure that the system is capable of catering for the customer's needs, no matter what the fleet or data requirement. Over and above the system specifications MiX Telematics continue to deliver against a cutting edge technology roadmap which will bring the following features and functionality to our hosted customer in 2010 and beyond:-

- Risk Management Web Application
 - Route planning functionality
 - Journey management dashboard – deviation alerts, real time ETA updates
 - Alert escalations and work flow management
 - Audit Trails and reporting
- Driving Hours Monitoring
 - Configurable driving hours rules
 - Live monitoring of driving hours online
 - Real time alerts of driving hours violations
- Mapping technology enhancements
 - Truck attributes
 - Street level speed limits
 - Auto-routing
- Mobile Phone applications to provide access to real time fleet information on any handset
- Enhanced Jobs and Messaging functionality
 - Integrated online and in cab routing features
 - Enhanced Job scheduling
- New Reporting portal
 - Data warehouse technology
 - Unlimited reporting timeframes
 - New innovative reports
 - Business intelligence tools

Risks associated with hosted solution

Connectivity

The system relies on a robust internet connection between the users and the hosted site

Reduced control over system set up

Taking advantage of a hosted solution does mean the system set up must conform to optimised communication and system settings.

Standalone vs Hosted Solution Comparison

	Standalone	Hosted
Software Features		
Dashboards		
24/7 online access to data		
Secure, flexible user access		
Reports		
Dashboards		
Activity Timeline		
Vehicle and Driver Scoring reports		
Driver Errors		
Fuel		
Carbon emissions reporting		
Trip and Utilisation		
Movement		
Event		
Configuration		
Reports via email		
Tracking and Mapping		
Real-time Tracking		
Historical Tracking		
Street level maps with minimum annual updates		
Google maps integration		
Find Nearest Vehicle		
Jobs and Messaging		
Send Job Messages		
Send Text Messages		
Manage Job Messages		
Customer Service Options*		
24/7 Help desk		
User set-up and Training		
Dedicated Customer Care Administrator		
Fleet Consultancy Service		
Data and System Integrity checks		
Asset Configuration Management		
Added Value Services		
Mapping Updates		
Multiple Mapping Options		
Stolen Vehicle Recovery *		
Maintenance Contracts*		
Regular software updates		
Extended Warranty Options*		
Administration tools		
Manage Vehicle Licensing and Servicing		
Manage locations		
View current status of vehicles		
Manage Plugs		

Vehicle configuration		
Capture Fuel purchases		
Download Vehicle data		
Reports via Email		
SDK		
Hosting services		
Secure Hosting		
Data Security (access, redundancy)		
Quality assurance & standards (ISO 9001:2000)		
Guaranteed service level		
Technology roadmap for 2009/10		
Route Planning, deviation/adherence monitoring		
Journey Management		
Risk Management and Work flow application		
Driving Hours Monitoring		
Extended driver safety features: street level speed limits, harsh cornering		
Mobile Phone Applications (i-Phone, Nokia, Blackberry)		
Enhanced Jobs and Messaging		
New report portal including data warehouse for reporting over extended periods		
Extended SDK support		
New mobile data terminal including in-vehicle navigation		
Integration of 3 rd party data (fuel data, traffic, etc.)		

*Available service options can vary between countries.

Breakdown of infrastructure requirements for a fully redundant local system

To host the database locally to the same high standards as used in the Mix Telematics Bureau Hosting Environment the following requirements exist;

Database servers specification

64GB memory

2 x quad processor CPU

2 x 146GB internal drives

Note: Two Database servers are required in a active/passive cluster for redundancy.

VMware servers specification

32 GB memory

2 x dual processor CPU

1 x 146GB internal drives

Note: The VMware servers will host the GPRS server, Data pre-processor, and Data processor.

SAN specification

EMC cx3-20 (or equivalent)

1 drive tray with 15 x 300GB drives in RAID 10

Private APN

Private APN with 2 x 128KB data feeds for GPRS is required

Data Redundancy

Daily backup of the database to secure location

Periodical transfer of backups to tape and storage in secondary storage facility

Cost comparison for Bureau vs Stand Alone hosting

The costs associated with the infrastructure only reflect the hardware neglecting the following requirements;

- Licensing for SQL and Server Software
- Management of the system including maintenance (Labour and parts)
- Support in the delivery of the final product
- Frequent updates of Software and execution on to live servers
- Fleet Manager Professional licensing
- Fixed public IP address
- Suitable hosting environment with sufficient security

The hardware costs alone are in excess of USD 250,000 for initial purchase excluding the above requirements. The ongoing costs for data hosting service will be _____ pv/pm with the inclusion of FM WEB and the option of additional elevated support under a SLA.