

# Brief

## **Background:**

The Dyson Group, a family owned and operated bus company, has been in business since 1952. Our reputation for high standards of safety and reliability are key factors which have contributed to our success and longevity as a coach and bus company in Melbourne and Victoria.

The Dyson Group has four generations of experience in quality passenger transportation and operates more than 600 buses and coaches while employing over 1,000 staff in metropolitan Melbourne, regional Victoria and NSW.

## **Discovery:**

Since joining Dysons in May I have been learning about the business with a focus on people, process, and technology in my role as CIO.

There are over 50 business applications and over 15 vehicle technologies currently in use.

To better understand the capabilities and solutions available in the industry, you are being invited to present your solutions relating to the bus industry.

This ranges from any solutions you may have regarding software, hardware, and consulting/management services.

I have spoken with all parties invited over the past few weeks and have shared the same information about this process I am going through.

Each business will be provided with a 1.5 hour timeslot to present their solution. If additional time is required after the initial presentation this will be arranged separately.

## **Goal:**

Once presentations and follow-up discussions have been completed, the goal is to create a future model blue print for Dysons technology following a 3 tier model of Premium Bus, Standard Bus and Lite Bus.

These models will determine the rollout of all future vehicles in Dysons as we begin our transformation into EV buses.

## **Next Steps:**

If you are interested to participate in this opportunity to present, please complete the following:

1. Respond to this email advising you would like to participate.
2. Select a preferred date between Monday 14<sup>th</sup> October and Friday 25<sup>th</sup> October.
  1. Times will be 9.30-11.00am, 1.00-2.30pm, 3.00-4.30pm
3. Meetings will be held via Teams

POWER@FLEET®



# Vehicle Technologies

Presentation for

# Dyson Group

24<sup>th</sup> October 2024



# Your Hosts Today



**Brodie von Berg**  
Managing Director AUS  
**Powerfleet**



**Alan Hall**  
Managing Director  
**Vehicle Technologies**



**Greg Hall**  
Business Intelligence  
**Vehicle Technologies**

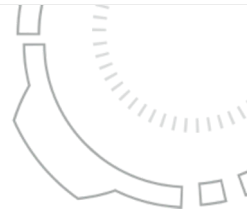
# Company Overview



POWER  FLEET®



# Our Vision and Mission



## Vision

To unify our customers' businesses through providing meaningful and simplified data to help them save lives, time, and money.



## Mission

To empower our customers to realise impactful and sustained business improvement by delivering an industry-leading data ecosystem through a people-centric approach to partnership.

# Powerfleet Overview

## Who We Are

Leading AIoT SaaS provider of mission-critical solutions delivering advanced data insights to mobile asset and fleet operations for business improvement

## What We Do

Provide actionable data intelligence to help companies make sense of their data, enabling customers to proactively and predictably solve challenges in the areas of safety, sustainability, compliance, insurance, and operational efficiency

## How We Do It

Our unique device-agnostic platform, Unity, ingests data from disparate sources, we then apply AI / ML capabilities to harmonise and transform the dataset, and deliver simply understood insights through a unified SaaS platform

## Who We Do It For

Customers with mobile asset operations across a broad range of industries, including construction and heavy equipment, distribution, field services, leasing and car rental, government and public safety, manufacturing and automotive, oil and gas, transportation and logistics, utilities and telecommunications, and cold chain logistics

## Why We Do It

To seize the opportunity to consolidate our market by providing what our customers need most of all, a one-stop-shop AI-led SaaS platform that is data and device-agnostic, powered by passionate people who have the talent and experience to scale Powerfleet to become the leading AIoT SaaS powerhouse



# Our Core Values



## It's All About People and Relationships

We build and nurture long-term relationships with each other, our customers, partners and suppliers - all of whom we treat as partners.



## Fully Inclusive

We cultivate an environment where differences are embraced and supported, and where people can bring their whole selves to work.



## Integrity Matters

We all have a responsibility to be authentic, trustworthy, honest, transparent, and respectful. We will treat others as we expect to be treated.



## Togetherness

We win together, celebrate together, and support each other. We do not blame or put individual benefit ahead of our team goals.



## Have a Growth Mindset

We are innovative, forward thinking, and bold. We make data-driven decisions, and we learn from our mistakes. We embrace change.



## We Deliver

We pride ourselves in delivering superior results and a craved customer experience. We execute effectively and get things done.

## Our Common Values

'It's the culture,  
and the DYSONS themselves.  
They are down-to-earth people.  
They treat you as if you are  
part of the family.'

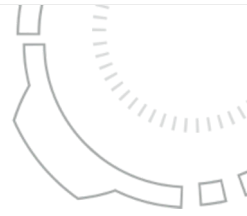
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Rick Seymour



# We are **People Powered AIoT**

Helping our customers save lives, time, and money



## People

At Powerfleet, we are all about people. Partnering with us means working directly with experienced, consultative, tenured, and talented people across your entire journey.



## Platform

Powerfleet Unity, our fleet intelligence platform, unites people, assets, and IoT device data together on a single platform to transform the way you do business.



## Partnership

Powerfleet is your reliable, strategic partner with you on your journey to true digital transformation. We help change agents like you realise more effective strategies and results.

Powerfleet  
becomes an  
**elite** global  
AIoT player

Enterprise customers

**8k**

Mid-market customers

**40k**

total revenue

**\$405m**

**2,500+**

tenured and talented team  
members

total subscribers worldwide

**2.6 million**

**6**

continents with  
physical  
geographic  
presence  
across **120**  
countries

**75%**

services revenue

EBITDA

**\$85m**



# Vehicle Technologies

A Powerfleet partner for 15+ years with a customer base across Asia Pacific. A solution focused team driven to provide tangible outcomes for customers.

**Bus & Coach**

Proven performance

**15 years**

partnership

**30 years**

experience

# OUR DATA ECOSYSTEM, UNITY

## 1 Device-Agnostic Data Ingestion

Powerfleet Devices & Sensors

3rd Party Devices & Sensors

Vehicle & Infrastructure OEMs

Integration Data Sources

## 2 Data Transformation

Refining

Harmonizing

Cleansing

Understanding

## 3 Business Insights

### Data-Powered Applications

Advanced Fuel Management

Visibility and Resource management

Regulatory Management & Compliance

Maintenance & Performance

Sustainability

Safety and Security

## 4 Unified Operations & Services

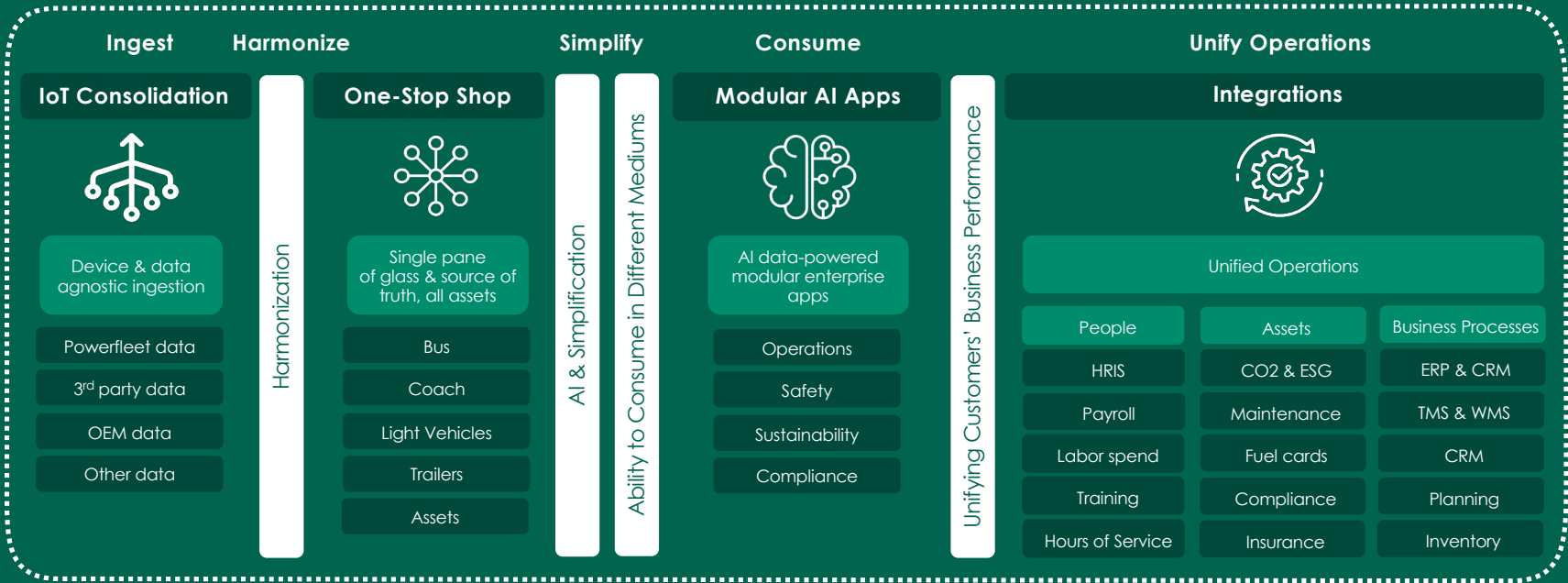
External, Ingested Data from 3rd Parties

Refined Powerfleet Data

Integrated into Third-Party Enterprise Systems

- Derive meaningful insights
- Delivered via Powerfleet front end or external APIs

# OUR DATA ECOSYSTEM, UNITY



# DATA ACQUISITION SOLUTION PORTFOLIO

## Material Handling

- Safety
  - Operations
  - Compliance
- 
- VAC equipment terminal
  - Video recording
  - Pedestrian Proximity Detection
- 



## Asset Tracking

- Operations
- 
- Battery powered gateways
  - Wired+battery (rechargeable) gateways
  - Solar powered gateways
  - Cold chain sensors
  - Reefer integration gateway
  - FreightCam video load sensing
- 



## Vehicle Tracking

- Safety
  - Operations
- 
- Plug n Play gateways
  - OEM connected vehicle data
- 



OEM CONNECT

## Vehicle Telematics

- Safety
  - Operations
  - Compliance
  - Sustainability
- 
- CAN-connected gateway
  - Driver feedback
  - ELD & DTCO Support
  - OEM connected vehicle data
- 



OEM CONNECT

## Video Telematics

- Safety
  - Operations
- 
- Dashcam
  - mDVR
  - 1-6 camera support
  - AI-enabled risky driving detection
- 



# Unity



## Welcome to unity

Unify your operations, unleash your potential.

In today's digital world, fragmented data and siloed systems are holding businesses back. Unity offers a powerful solution to overcome these challenges.

**Let's get started!**



POWER@FLEET®

## Create your Password

Please provide the following details to create your account and login



Create

Cancel

**Welcome to unity**  
transforming siloed operations into a unified eco-system

Search [Back to MiX](#)

**Recommended for you**  
Based on your role and interests, we think these features and modules will be the most interesting for you [see all modules](#)

**Fleet organisation & admin**

Oversee users, roles, and organizational structure. Streamline asset organization, driver management, and configure organizational goals to enhance performance.

**Ideal For**

Fleet manager Legal Driver manager

**Fleet health & maintenance**

A view of fleet and asset health. Identify issues through vehicle inspections and proactively manage issue resolution to optimise asset availability.

**Ideal For**

Fleet manager Compliance officer Driver supervisor

**Fleet performance**

Understand of how your fleet is utilised and identify areas to optimise performance

**Ideal For**

Driver supervisor Health/safety manager



# SAFETY

## PERFORMANCE MANAGEMENT

### Harsh driving

- Braking/accelerating/cornering

### High risk driving

- Speeding
- Fatigued
- Distracted

### Safety scoring

### Safety analytics

### Real-time coaching

- In-cab

### Post-trip coaching

- Driver app for engagement
- Web portal for coaching workflow

## RISK MANAGEMENT

### Real-time alerts

- Real-time risk assessment
- Fatigued driving
- Situational awareness

## INCIDENT MANAGEMENT

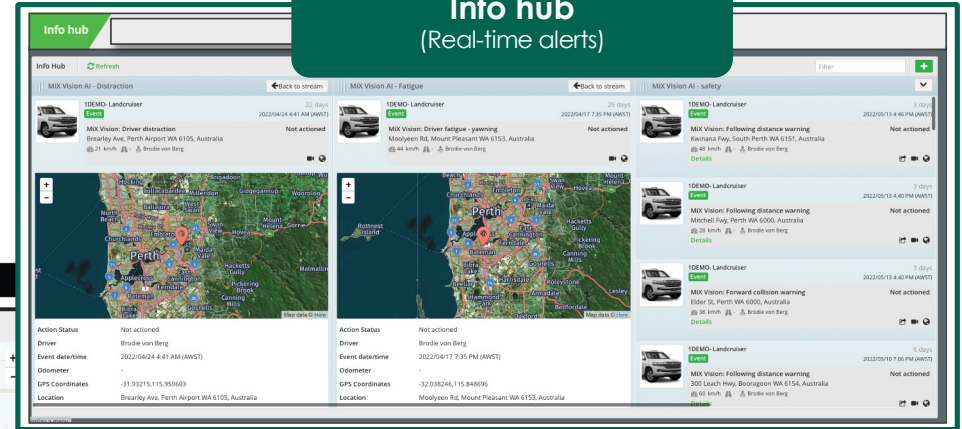
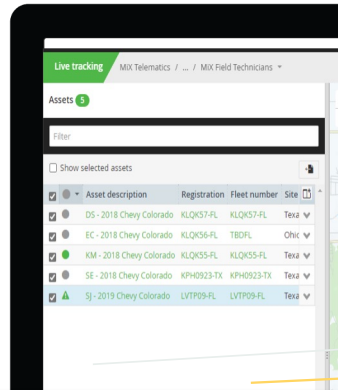
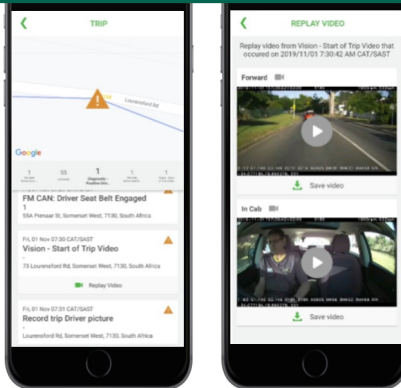
- Real-time alerts
- Video evidence
- Reporting
- Analytics



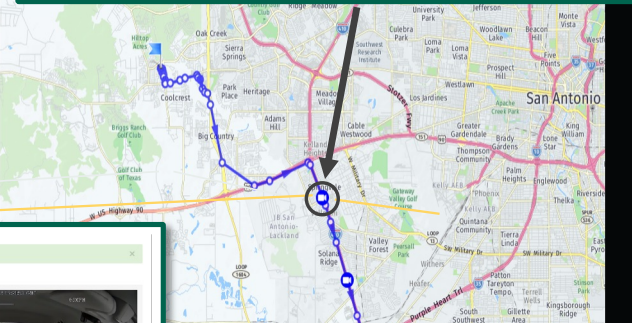
# VISION AI



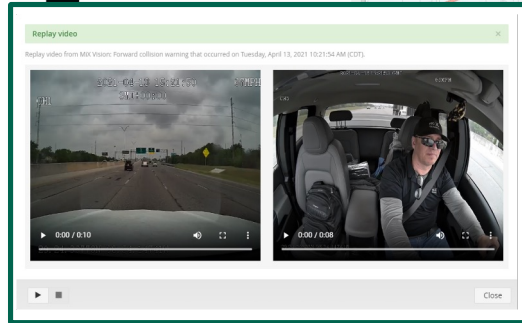
Mobile: Driver & Manager



Info hub  
(Real-time alerts)



Live & Historical Tracking



# COMPLIANCE

## REGULATORY

TCA: RIM & TMA

EWD: Logmaster Integrated

## VEHICLE INSPECTIONS

Pre & Post trip inspections

Maintenance dashboard

## CONTINUOUS IMPROVEMENT

Driver app: MYMIX

Driver Coaching module



A screenshot of a web-based maintenance dashboard for a Kenworth W990 truck. The page title is 'Maintenance status: Kenworth W990 - BDC57410'. It displays various tabs: 'Outstanding issues', 'Inspection history', and 'Maintenance history'. The 'Inspection history' tab is active, showing a 'Post-trip inspection' from 18 April 2023. The inspection details include a 'FAIL' status, a 'Critical (Not safe to operate)' issue, and a table of findings. The table has columns for 'Outside / Wheels and tyre', 'Inside / Windows and mirrors', and 'Major (needs repair)'. The 'Outside / Wheels and tyre' section shows a 'Critical' issue with 2 reported instances. The 'Inside / Windows and mirrors' section shows a 'Major (needs repair)' issue with 3 reported instances. The 'Major (needs repair)' section shows a 'Major' issue with 1 reported instance. The dashboard also includes a 'Last inspection' date of 09/05/2023 and a 'Maintenance status' of 'Urgent'.

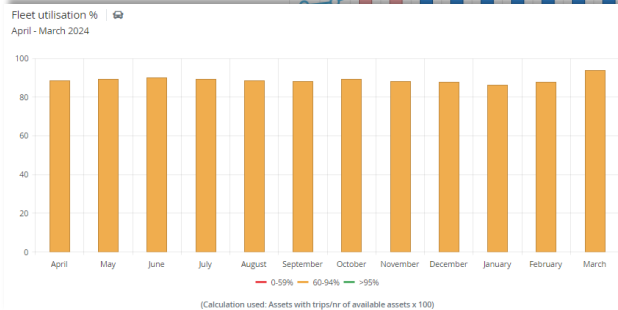
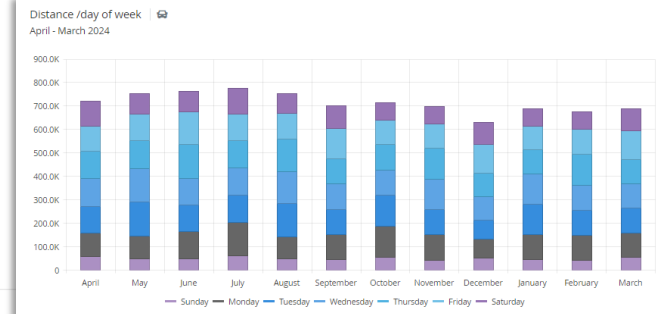
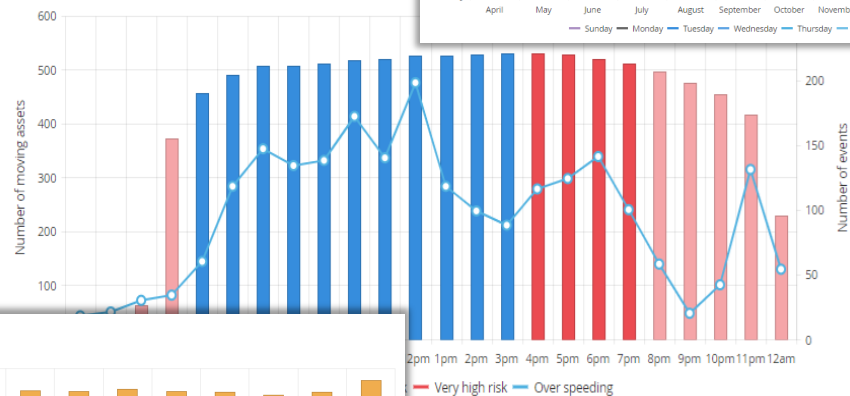
A screenshot of a driver app interface. The app is titled 'unity' and shows a 'Driver coach' dashboard. The dashboard includes a map, a 'Driver coach' section with a '4.3/5' rating, and a 'Driver coaching' section with a '4.3/5' rating. The interface is clean and modern, with a dark theme and clear navigation options.

# OPERATIONS: UTILIZATION

## DASHBOARD

- Active v Inactive
- Distance & trip insights
- Risk profiling of fleet movement
- Asset/driver distance by time slot
- Driving v idling
- Utilization trend
- Distance/engine hours by day of week
- Unidentified driving trend

Movement by hour of day  
May - April 2024



# OPERATIONS: AVAILABILITY

## ASSET HEALTH (MAINTENANCE)

- Inspections
- Fault codes
- Preventive Maintenance - Reminders
- Status
- History



# SUSTAINABILITY

## RIGHT-SIZING FLEET TO MISSION

- Utilization dashboards

## REDUCING VEHICLE MILES TRAVELLED & IDLING

- Idling events
- Idling reporting
- Distance profiling
- Utilization dashboards

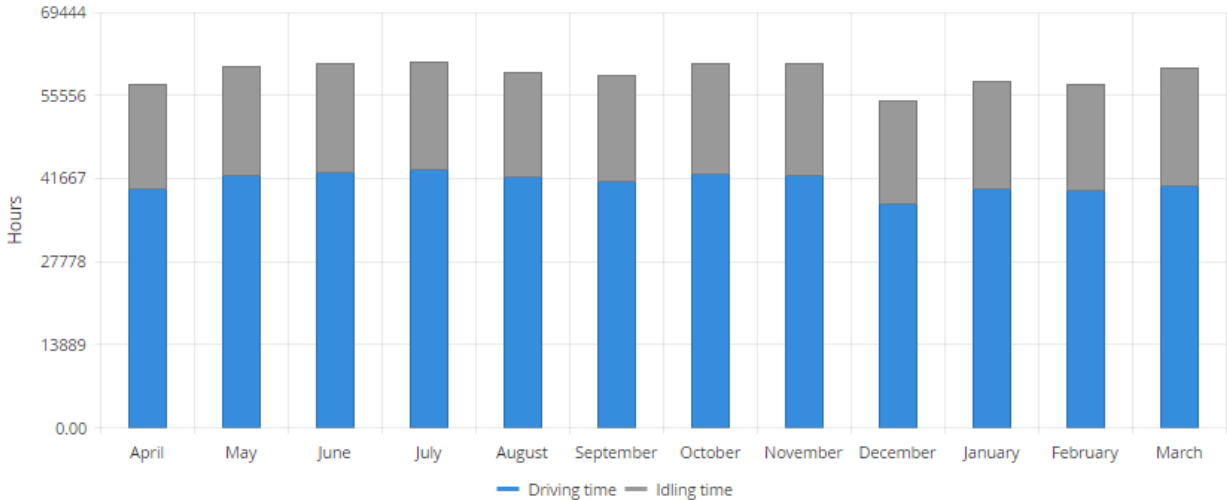
## INCREASING FUEL/ENERGY EFFICIENCY

- Vehicle efficiency
- Driver efficiency
- Fuel card integration
- Fuel cost analytics

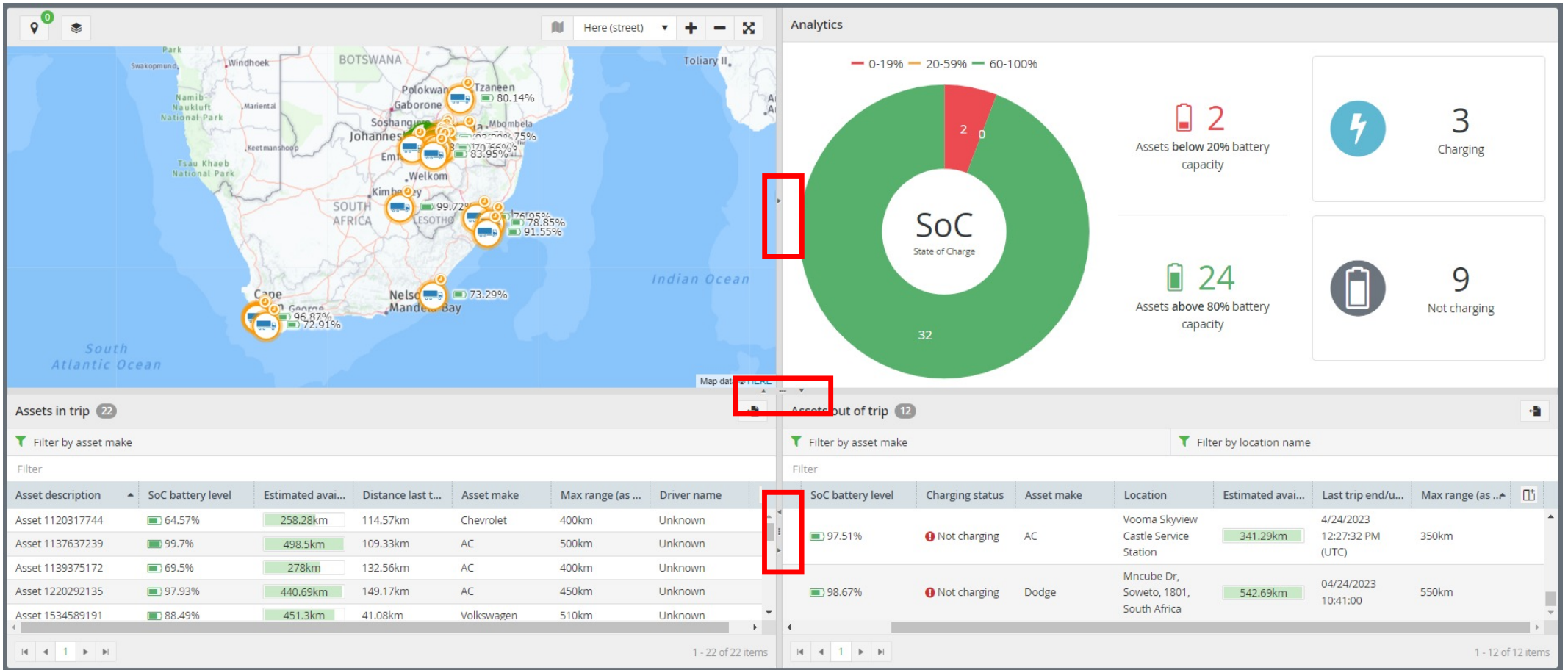
## OPTIMIZING ALTERNATIVE FUEL/ENERGY USE

- Utilization dashboards

Driving and idling time | 🚗  
April - March 2024

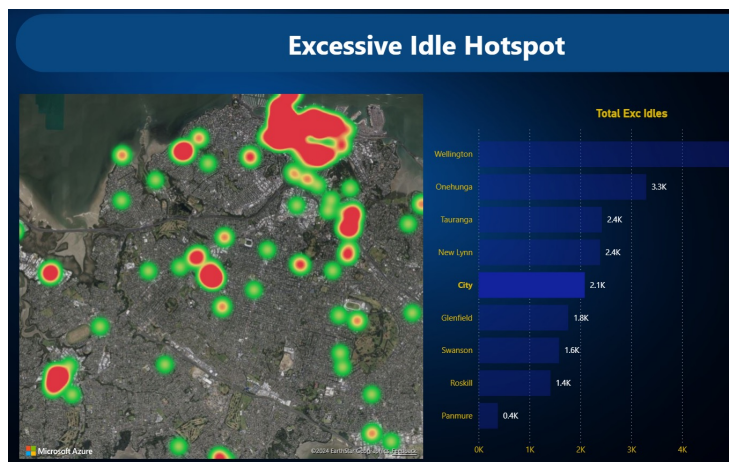
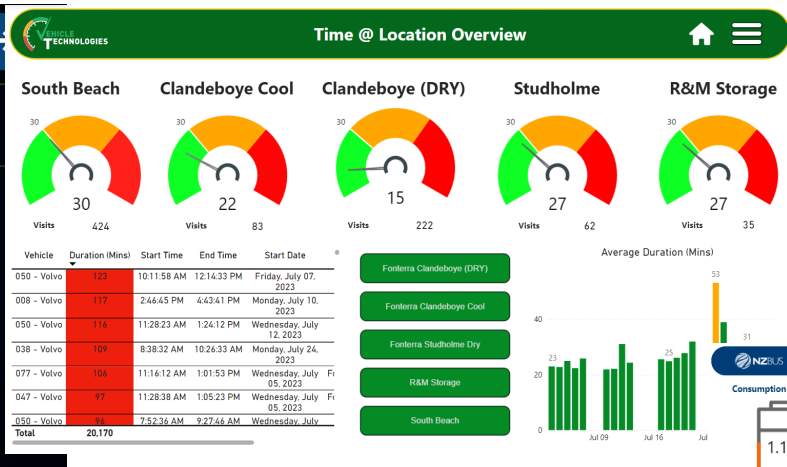
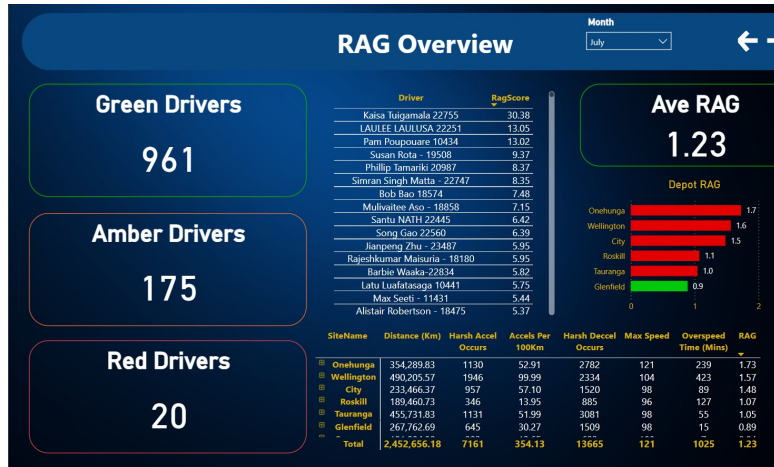


# EV Operations



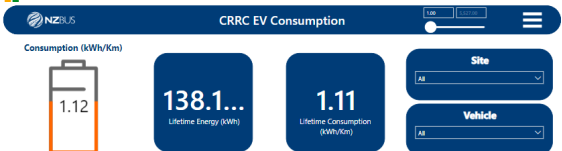


# VT Customisation

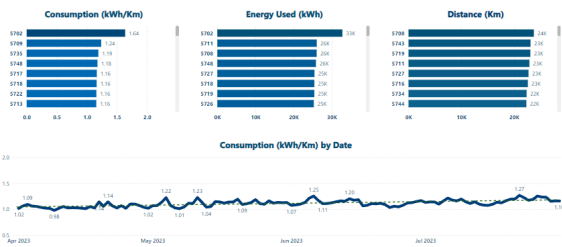


### Fonterra Aus - VT Fleet Overview

Driver	Class 1 Harsh Braking	Class 1 Harsh Cornering	Class 1 Over Speeding	Class 2 Harsh Braking	Class 2 Harsh Cornering	Class 2 Over Speeding	Class 3 Over Speeding	Harsh Acceleration	Harsh Braking Excessive	MOX Vision Driver distraction	Total
Admin 1											
Admin 1 Damun											
Admin 1 Rochester											
Admin 1 Speyton											
Admin 1a Smithton											
Admin 2 Rochester											
Admin 2 Speyton											
Admin 2a Smithton											
Admin Wyryard											
Total	815	758	723	131	15	4	11	3	2460		



Bus #	Distance (Km)	kWh	Consumption (kWh/Km)	End Odo	Lifetime Charge (kWh)	Lifetime Energy Used	Lifetime Regen Energy	Lifetime Consumption	Lifetime Regen %
6002	7,550.00	8,309.82	1.10	72,195.20	70,627.10	85,122.09	28,848.66	1.18	25.31
5709	18,042.00	22,317.98	1.24	110,961.00	134,716.00	134,405.18	50,775.54	1.21	27.42
6010	6,772.00	7,038.83	1.04	76,254.50	77,512.80	78,428.64	29,781.57	1.03	27.52
6007	9,312.00	10,161.26	1.09	74,408.90	73,962.90	77,311.98	29,789.91	1.04	27.81
6009	10,204.00	11,431.45	1.12	74,980.50	75,116.40	76,840.60	29,795.12	1.02	27.94
Total	1,188,814.00	1,325,967.26	1.12	124,875.3	134,716.00	138,158.29	73,023.89	1.11	34.58





# Fit for purpose packaging

## Assets



Beame

or



Generic

## Light



MiX4k

or



Generic

## Standard



MiX4k



CAN



COACH

## Premium



MiX4k



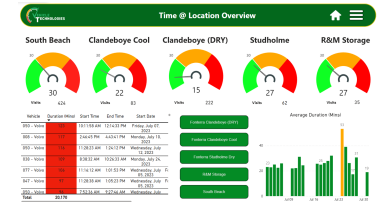
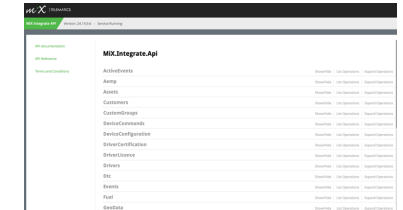
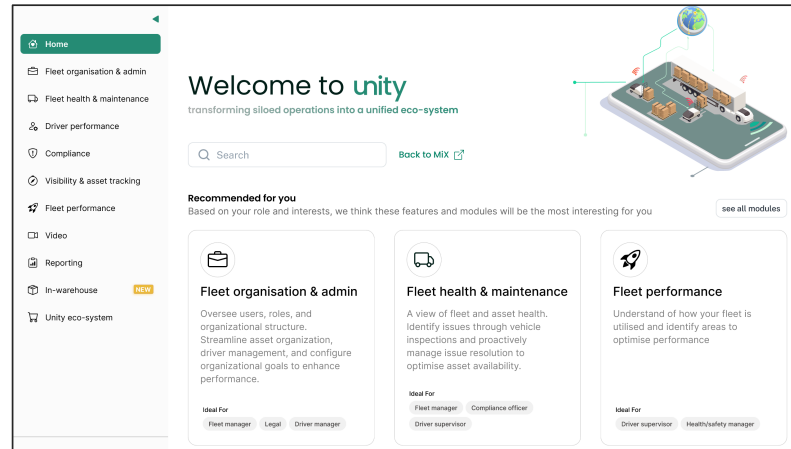
CAN



SERIAL



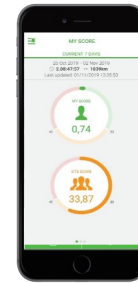
VISION



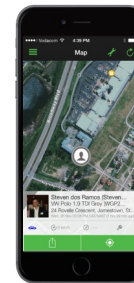
PowerBI Connector



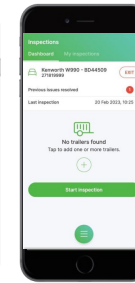
Logmaster



MyMiX



FM Mobile



Inspections

POWERFLEET®

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# NEXT STEPS?

## Questions for Dyson Group

- Anything missing from the Powerfleet and Vehicle Technologies offering?
- Feedback in people, portfolio, presentation?
- Any further information required?
- Dyson Group timeline?
- Next action?

**Thank you.**

**POWER@FLEET®**

