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# Networkfleet Background

## Overview

Networkfleet® is a leading provider of wireless fleet management services that improve fleet operating efficiency by reducing fuel consumption, maintenance expenses and vehicle emissions. The company's technology combines patented remote diagnostic monitoring with GPS-based Automatic Vehicle Location (AVL) systems. With access to more than 50 patents issued or pending, the company received the 2008 AeA High Tech award and was a finalist in Connect's 2008 Most Innovative Product Award for clean technology. Founded in 1999, Networkfleet is a wholly-owned subsidiary of HUGHES Telematics, Inc. and is headquartered in San Diego, CA.

## Company History

Networkfleet was founded by Diego Borrego in 1999 after being awarded runner-up in the Massachusetts Institute of Technology (MIT) 50K Entrepreneurship Competition. Networkfleet's system has been continually enhanced and improved based on the needs of fleet customers since its inception. In 2006 the company was purchased by HUGHES Telematics, a leader in developing the next generation of telematics solutions, which include vehicle-based information and communications systems.

## Products and Services

Networkfleet gives fleet managers the power to access near real-time information on virtually any aspect of fleet operations via the Internet. Fleet managers can log on day or night through a secure, easy to use web application to view specific vehicle data such as current location, fuel consumption, precise mileage, exact speed and idle time. Networkfleet currently offers two robust fleet solutions, the 3500 product line and the 4200.

Along with GPS location information, the Networkfleet patented 3500 device collects and seamlessly transmits engine diagnostic information directly from a vehicle's engine computer. The device is designed to work with all vehicle classes and types and has the ability to read proprietary codes for specific manufacturers. Networkfleet is easy to install – plug & play - and helps to identify issues early in order to proactively address and fix problems. With Networkfleet, fleets can "go green" by reducing fuel consumption and continually monitoring emissions status. Networkfleet also notifies fleet managers via email or text message or diagnostic alerts and exception based speed and location alerts.

Networkfleet's 3500 AVL system also provides emergency roadside assistance to all vehicle classes, including light, medium and heavy duty vehicles - at no additional cost. In partnership with AllState, the service includes stolen vehicle tracking and recovery, towing, locksmith service, battery boost, fuel delivery, and other critical roadside services needed to get vehicles back on the road.

The 4200 offers reliable location tracking to fleets who do not require the patented remote engine diagnostics offered by the Networkfleet 3500 wireless fleet management system. Both products use the same full-featured, easy-to-use Web-based application to provide access to vehicle information.

Networkfleet's DataConnect service allows for near real-time sharing of information between Networkfleet and third party applications such as dispatching or fleet management software. By establishing a continual stream of Networkfleet data, this service allows fleet managers to query and analyze the data within other business applications. Networkfleet is also integrated with the ProMiles FuelTaxOnline fuel tax reporting system.

## Management Team

Keith Schneider  
President

Diego A. Borrego  
Founder and Vice President  
of Product Engineering

Tamara Chamberlin  
Vice President of Sales

Joshua Haims  
CPA, Vice President of Finance

Anne Perry  
Vice President of Operations

Craig Whitney  
Vice President of Marketing

Wade Williams  
Vice President of Software Engineering

## Corporate Headquarters

6363 Greenwich Drive, Suite 200  
San Diego, CA, 92101  
www.networkfleet.com  
858.410.5778  
salesinfo@networkfleet.com

## Awards and Achievements

Networkfleet's technology is award winning. The organization has received several industry recognitions for its innovations.

### 2009

Winner - M2M Value Chain Silver Award in the Fleet Management category

### 2008

Winner - 15th Annual AeA High Tech Award

AeA Finalist - Finalist in CONNECT Most Innovative Product Program; Technology Category

Finalist in Dealmakers of the Year by Point Loma Nazarene University's Fermanian School of Business

### 2007

AeA Finalist - Clean Technology Category

## Partners

### Value Added Resellers

Arsenault  
Automotive Resources International  
Emkay  
PHH Arval  
Wright Express

### Technology Partners

AT&T  
Cinterion Wireless Modules deCarta  
Digital Globe  
Rogers Wireless  
TeleAtlas  
Velocita Wireless

### Solution Partners

AssetWorks  
ProMiles  
TigerPaw  
Turnkey Programming

### Clean Air Partners

California Bureau of Automotive Repair  
South Coast Air Quality Management District (SCAQMD)  
State of Nevada

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