



# FLEET TECHNOLOGY EXPO

OCTOBER 17-19, 2016

RENAISSANCE SCHAUMBURG CONVENTION CENTER HOTEL, SCHAUMBURG, IL

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automotive  
**FLEET**

**HDT**

**WORKTRUCK**

**fleet technology**  
**expo**  
FOR SMART &  
EFFICIENT FLEETS



# Hino Trucks

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HEAVY DUTY TRAINING

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# The Future Fleet Vehicle

## Why Hybrid Technology?

- Overview of the market for Hybrid Technology

## The Connected Vehicle

- Telematics, Remote Diagnostics, and Case Management



# PRESENTATION CONTENT

Hybrid Market Characteristics

Ideal Applications

INSIGHT – Business Intelligence is Here

Benefits of a Connected Vehicle Strategy

Questions?



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Environmental Benefit

No need for Additional Infrastructure

Increase Fuel Economy

Reduction in Maintenance Cost

# WHY HYBRID TECHNOLOGY

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# HYBRID MARKET CHARACTERISTICS

Low Average Speed = 17.25 MPH

City Routes

Multiple Stops

Mainly Service Streets, a Little Highway

Regenerative Braking Recharges Battery

Stop & Go Traffic

# URBAN POPULATED MARKETS



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# IDEAL APPLICATIONS

DRY VAN

REFRIGERATED VAN

STAKE TRUCK

LANDSCAPE

TOW TRUCK

BEVERAGE BODY



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HEAVY DUTY TOOLBOX

**WORKTRUCK**



# INSIGHT – BUSINESS INTELLIGENCE IS HERE



**TELEMATICS**  
BY TELOGIS

**MAPPING:**

See all your assets on a single map with animated vehicle history trails

**CUSTOMIZABLE ALERTS:**

DEF Level, Speeding, Idle Time and more.

**REPORTING:**

Customized and standard reports including miles per state, fuel economy, and manual regeneration monitoring.

**GEOFENCING**

Get alerts when a truck has entered or departed from a designated area.

**DRIVER MONITORING:**

Including excessive speeding, harsh braking and acceleration.

**HINO BENCHMARKS:**

Compare your fleet to similar fleets in your region or nationally.



**REMOTE DIAGNOSTICS**

**DTC NOTIFICATION:**

Instant notification of DTC's as they happen.

**DIAGNOSIS:**

Severity coding that provides the information to take action. Know if you can safely continue your work day or need to immediately get it to the nearest Hino Dealer.

**REPORTING:**

Diagnostic data from time of fault sent to your selected service provider, so they are prepared when your truck arrives.

**MAINTENANCE REMINDERS:**

Preventative Maintenance reminders based on your actual mileage.



**CASE MANAGEMENT**

**INTEGRATED COMMUNICATIONS:**

Three way communication between you, your Dealer and Hino Trucks.

**CHANNEL FLEXIBILITY:**

Communicate how you like: Phone call, text, or email. Respond to a text message and it is logged into the case history.

**ESTIMATE TRACKING & APPROVAL:**

Receive estimates right to your email and approve with a click of a button.

**SERVICE STATUS ALERTS:**

Receive real-time alert during the repair process, such as: Checked in, In Service, Awaiting Approval, Ready for pickup.

**INTEGRATED RECORD KEEPING:**

Historical Record of Maintenance for record keeping and resale.

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# STANDARD STARTING WITH 17MY

## INSIGHT TELEMATICS

- Standard with 1 year free subscription
- Sellable 2 year and 4 year extensions
- Aftermarket Options for 2013MY or newer Hino trucks

## INSIGHT REMOTE DIAGNOSTICS

- Standard with 5 year free subscription
- Aftermarket Options packaged with INSIGHT Telematics

## INSIGHT CASE MANAGEMENT

- Standard with 5 year free subscription
- Aftermarket Options packaged with INSIGHT Telematics and Remote Diagnostics



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# BENEFIT TO CUSTOMERS

## CONNECTED VEHICLE



BUSINESS  
TELEMATICS

### MAXIMIZE VEHICLE EFFICIENCY

- Fuel Economy
- Driver Performance
- Hino Specific Features – DEF, REGEN, Benchmarking



REMOTE  
DIAGNOSTICS

### REAL TIME DIAGNOSTICS

- Immediate Notification of a DTC
- Prevent a Catastrophic Failure
- Maximize Uptime



CASE  
MANAGEMENT

### REAL TIME UPDATES

- Repair Status & Integration with PM Schedule
- Transparent Communications, Customer, Dealer & OEM
- Maintenance Notification

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**THANK YOU!**  
**QUESTIONS?**

