



Next Generation Technology

Derive Systems: a snapshot of who we are

Derive Systems is a leading automotive technology company with over 2 million software installations powering upgraded experiences for drivers on the road today. Derive connects vehicles and their engines to the digital world, enabling individuals and enterprise fleets to take control and optimize their vehicles for fuel efficiency, safety, and more.

The Derive Systems platform leverages added on-board intelligence and technology to personalize every automotive experience. We transform vehicle experiences from one-size-fits-all to smart, dynamically adaptable, and mission-specific.

Derive is the only fuel savings solution guaranteeing fuel savings with most customers reaching ROI in one year.

Fleet licenses in use
daily **+150k**

Fleet Vehicles Supported
80%

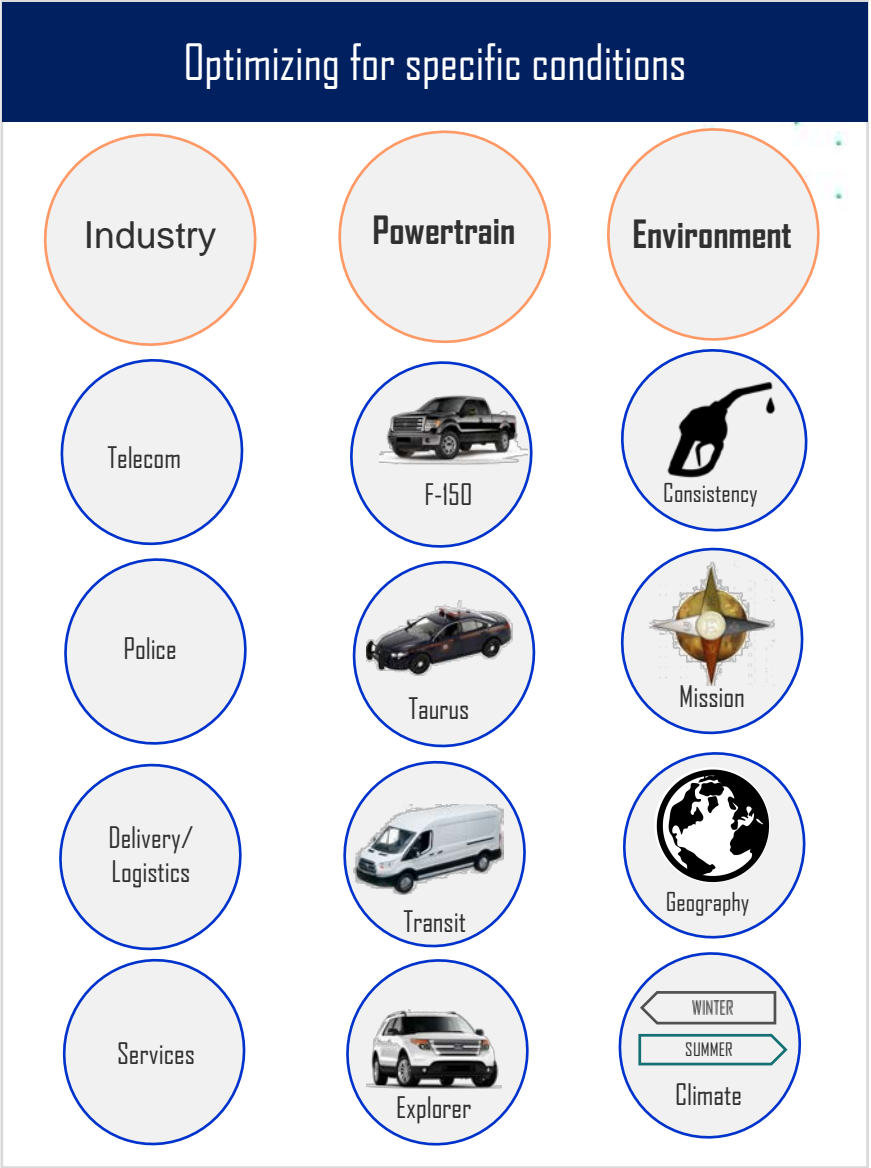
Largest fleet customer (vehicles)
+30k



Derive delivers savings, guaranteed



Managed services require extensive oversight to effect driver change.....By moving the change agent from burdensome management programs to our automated software solutions, efficiencies and positive change can be guaranteed.

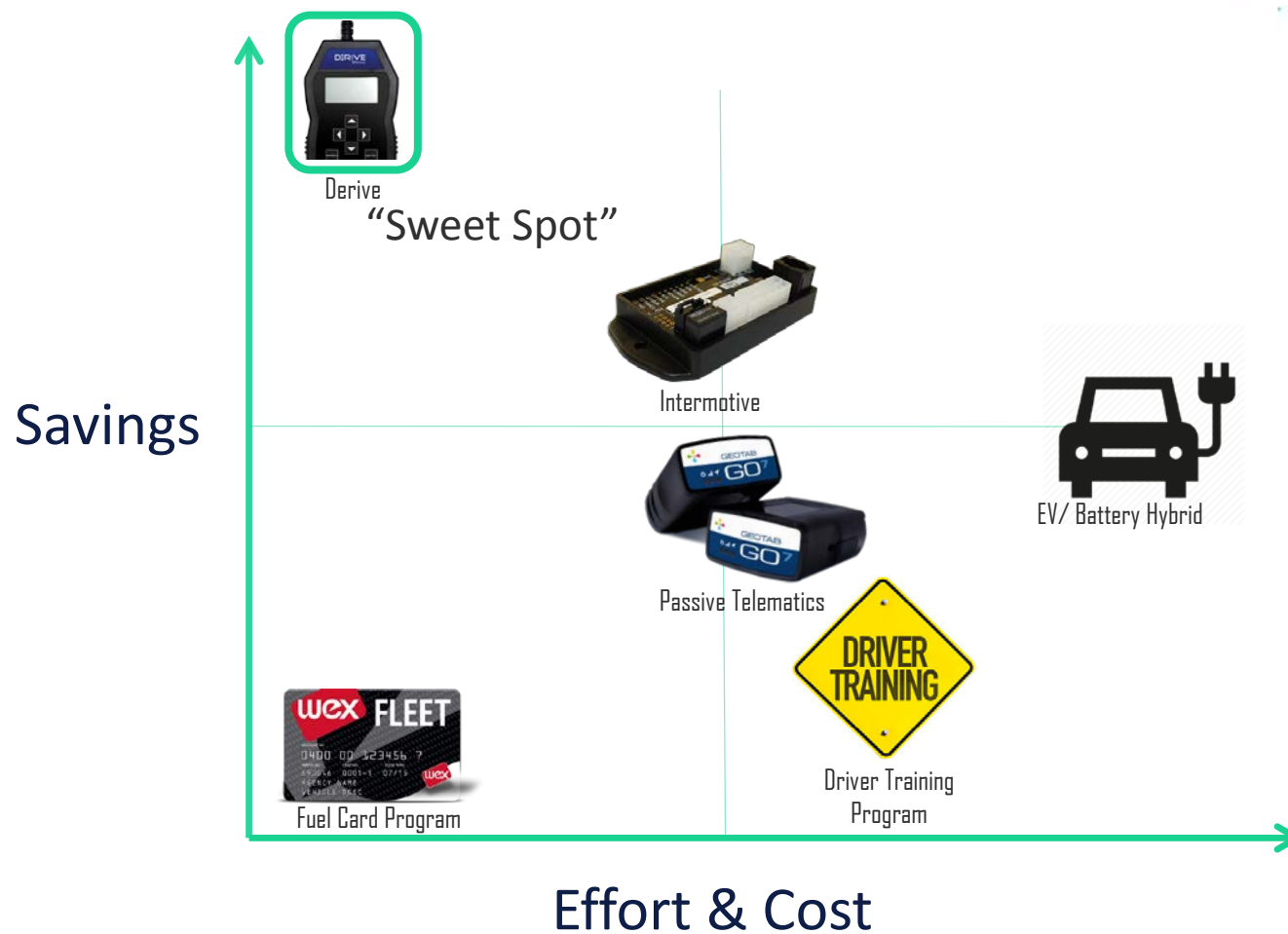


Derive's automated savings provide industry leading ROI

Derive focuses on automated actions that providing an ROI within 8-12 months.

Other solutions require greater effort to manage and maintain with no guarantee of a positive outcome.

Derive's automated solution provides an industry first fuel savings guarantee



Mission-specific idle profiles yield savings

Finding savings in these common high-idlers

Class 5 Bucket



.7 gph – 1.2 gph

- Vehicle – large displacement engine with two key idle modes.
- Accessories – non-standard aftermarket buckets requiring different PTO output
- Environment – often deployed following adverse weather, working 24 hours per day

Class 1 Compact Van



.3 gph – .5 gph

- Vehicle – small displacement engine that is often turbocharged
- Accessories – excessive use of 12V plug-ins
- Environment – Predominately urban use, experiencing high start/stop as well as post-appointment mobile office use

Derive X3



- Proprietary device that delivers Derive's optimized calibrations
- 10-15 minute software upload
- Static change

Example findings from diverse fleets – IDLE reduction

With a guarantee, ROI becomes a certainty

Static Optimizations



COMCAST

TESTING RESULTS: 20% to 25% savings depending upon MY

CASE STUDY: Delivered an overall 10.4% total savings to landscaping company

SAVINGS: \$540 / year; < 1 year ROI

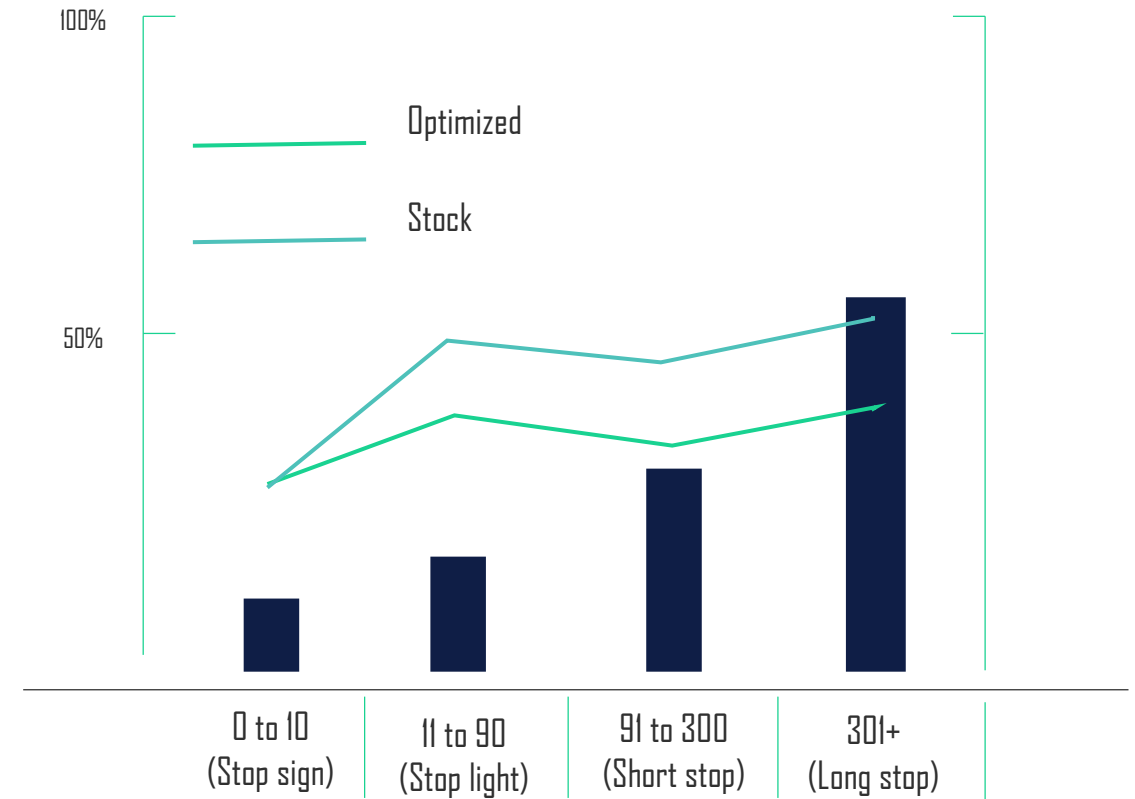


Safelite®

TESTING RESULTS: 12% to 15% savings depending upon MY

CASE STUDY: Delivered an overall 7.2% total savings to a parcel delivery company

SAVINGS: \$250 / year; ~ 1 year ROI



Findings from Diverse Fleets – Safety Speed Limiting

Safety is a top priority; setting a top speed not only guarantees a compliant fleet but also an efficient one

Static Optimizations

TESTING RESULTS: Zero infractions from speed with insurance premium reduction

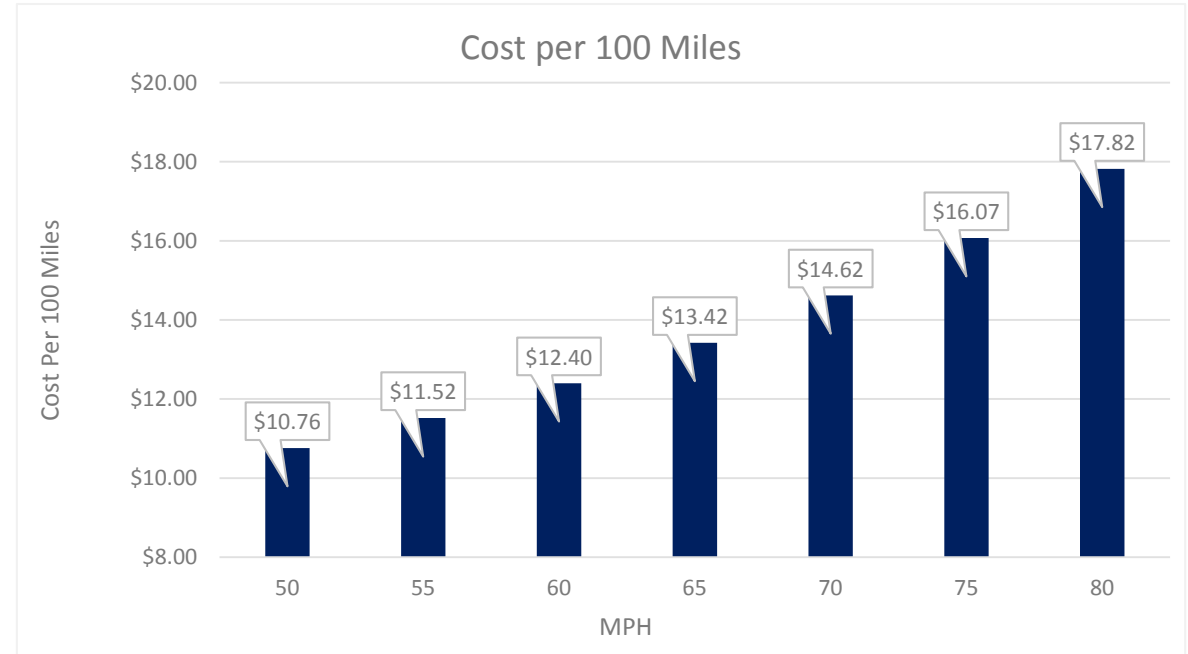
CASE STUDY: Delivered an overall 7.8% total savings to HVAC Plumbing company on 3200 veh

SAVINGS: \$800K / year; < 1 year ROI

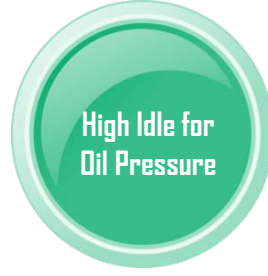
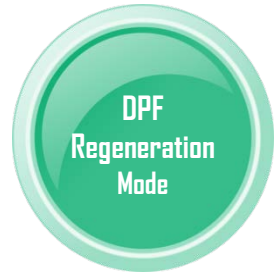
TESTING RESULTS: Reduced vehicle top speed to 75 MPH reducing high speed events

CASE STUDY: Delivered an overall 15.6% total savings to a power company contractor

SAVINGS: \$2,300+ / year; ~ 3 month ROI By reducing vehicles



Menu of options



No need for of ancillary hardware, slave controllers or modification to the factory wiring harness. Changes are written to the factory control unit(s).

Costs of replacing a driver that is in chronic violation of your speeding policy have been cited from 100% to 300% the employees salary - Society for Human Resources

Costs of accidents involving speed are reportedly \$40.4 billion each year - Nations Highway Traffic Safety Administration

Reducing just one gallon of gasoline removes 19.6lbs of CO2 emissions from the environment - U.S. Energy Information Administration

Our Journey to Telematics

From Static..

Shortly after 2010 and in line with continued year-over-year fuel price increases, fleets began approaching Derive for efficiency solutions. These solutions, while tailored to each customer, were still only one-time in nature.

Core Active Solutions:

- Top-speed governing
- Idle fuel optimization
- Eco-shift
- Torque management
- Customizable Adjustments



...to Dynamic

As vehicle computers, cloud computing, and real-time access to external data has become more powerful and faster, Derive now has the ability to move from one-time to all-the-time; provided we have a permanent connected presence in the vehicle ... Derive enters into the telematics market

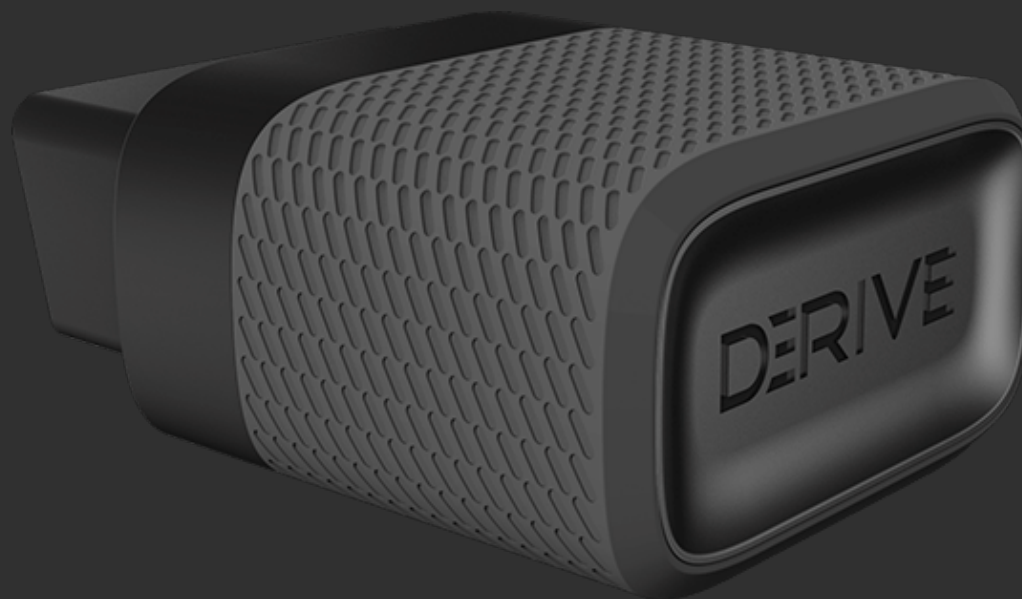


A powerful interface, from your vehicle to the digital world

READ & WRITE INTELLIGENCE

Derive's devices can not only read vehicles' diagnostic information, but also deliver software upgrades via write access

So small you hardly see it.



SENSOR RICH

Derive's devices are packed with sensor connectivity to gather additional data and information on vehicles and drivers. This includes GPS, accelerometers, and access to the vehicle's environmental sensors such as ambient temperature. Cabin data can also be gathered, such as passenger presence, window, lock and light status and much more

CONNECTED

Derive's products enable vehicle owners to connect their vehicles to the outside world. The latest devices have 4G LTE, Bluetooth, and WiFi connectivity.

CLOUD POWERED



Derive's latest devices are continuously and securely connected to the cloud.

So powerful you can't miss it.

Derive's solution scales into the future

Derive's core DNA in engine software optimization has allowed our telematics solution to quickly match the commoditized offerings that have been regarded as current market leaders; however, our robust tech stack of 4G LTE, WIFI, Bluetooth, and industry-leading processing power as well as memory is what will allow us to move beyond what those current leaders are even imagining



Safety calibration

- Seatbelt-dependent start
- Top-speed governor
 - Forward & reverse



Driver management

- Bluetooth driver-vehicle pairing
- Distracted Cellphone Prevention
- Optimal routing via Map box
- Integratable with workforce scheduling



Efficiency calibration

- Idle RPM optimization
- User-defined idle shutdown (seasonal, regional)
- Eco-Torque



Data management

- Telematics and dashboard insights (GPS location, PTO measurement, gear position)
- Fuel fraud detection to 1/10th of a gallon
- Passenger presence

Vehicle Support

Derive supports the majority of popular Ford and GM trucks van cut-aways and Law Enforcement vehicles



Nothing to Manage Post-Installation

STEPS TO INSTANT RESULTS

1. Connect Derive's handheld programmer or VQ device into OBDII port.
2. Follow the onscreen prompts and complete the installation in only 10-20 minutes.

DERIVE IS SIMPLE BY DESIGN

Derive guarantees 6% savings, at minimum



9.2%



10.4%



8.3%



7.2%



8.3%



10.6%

Value Proposition

- ✓ 6% Fuel Savings Written Guarantee, Expected 8-12%
- ✓ Average \$277,000 Annual Savings For Every 500 Vehicles
- ✓ Simple Installation And Immediate Savings.
- ✓ Nothing to Manage Post-Installation. No Driver Mgmt.
- ✓ OEM Warranty Unaffected, Backstopped by Derive
- ✓ Partner with THE Leader in Disruptive Automotive Technology

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