



## **QUADRANT™**

**A Powerful and Complete Web-based Fleet Management Solution  
for Your Organization**



## WebTech Wireless: First and Still the Leader

WebTech Wireless™, the developer of Quadrant™, is one of the world's most experienced and trusted suppliers of end-to-end, location-based services and telematics solutions. We were the first company in the world to market GPRS-based vehicle services and we continue to lead the way with an ever-expanding range of new products for commercial and government fleets, and personal automotive applications.

Our fleet management solutions are used by over 800 organizations worldwide with fleets as small as six vehicles to as many as 5,000. We also work with some of the leading names in the technology and wireless communications field, such as: AT&T™, Etisalat™, Garmin™, IBM™, Microsoft™, Motorola™ and NAVTEQ™, to name just a few. Together, we help our customers' mobile assets work smarter, greener, and more affordably.

Our solutions are backed by a global organization with support offices in North and South America, Europe and the Middle East. For more information on all of our products and services please call or email us, or visit our website at: [www.webtechwireless.com](http://www.webtechwireless.com).



## Increase Productivity, Decrease Costs

### Get the Power of Quadrant Managing Your Fleet

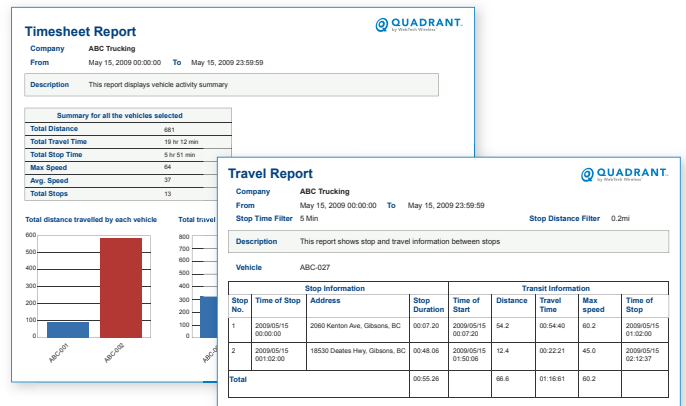
Quadrant, by WebTech Wireless, is a powerful web-based location and telematics solution perfectly suited to help fleet managers do more with less. It gives you the measurement and reporting tool you need to lower costs, become more efficient and safer, deliver even better service to your customers, and meet government regulations and environmental standards. Quadrant supplies a level of real-time and historical data that was previously unimaginable, allowing fleet managers – and your organization – to make faster and better decisions.

Quadrant works seamlessly with WebTech’s state-of-the-art Locator devices installed in each vehicle, trailer, or mobile asset in the fleet. The Locator transmits location, status and diagnostics information to Quadrant servers at either a WebTech or customer’s data center. Fleet managers and staff can then access this information through any web browser and use it to plan routes, update maintenance schedules, track work times, fuel consumption, and much more.

### A Feature-Rich, Scalable Platform

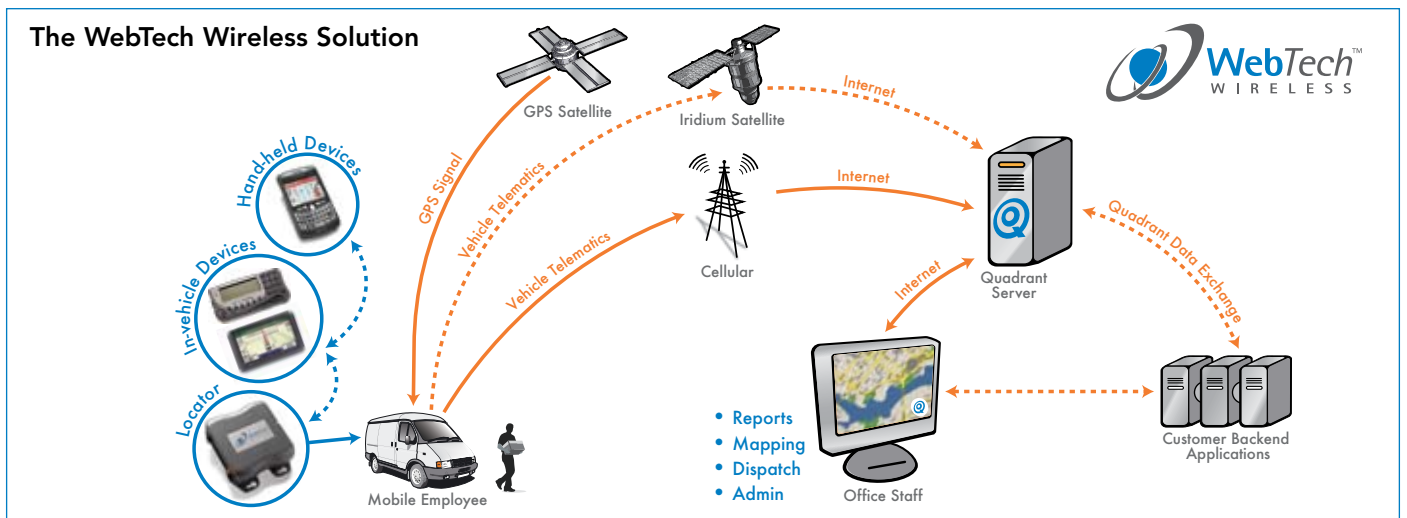
Quadrant is the tool of choice for any size and composition of fleet – vehicles, trailers, workers – and it operates on an easily scaled platform. The same is true of the many on-demand and historical reports that Quadrant generates. Managers can work with the reports and analysis that most concerns them, and with as little or as much information as they need.

The result is an efficient and infinitely adaptable way of getting the most, for the least, out of your fleet. Quadrant’s reporting and analysis capabilities let your organization reap the considerable benefits and savings of GPS/GPRS-based, mobile resource management.



### Designed for Industry and Government

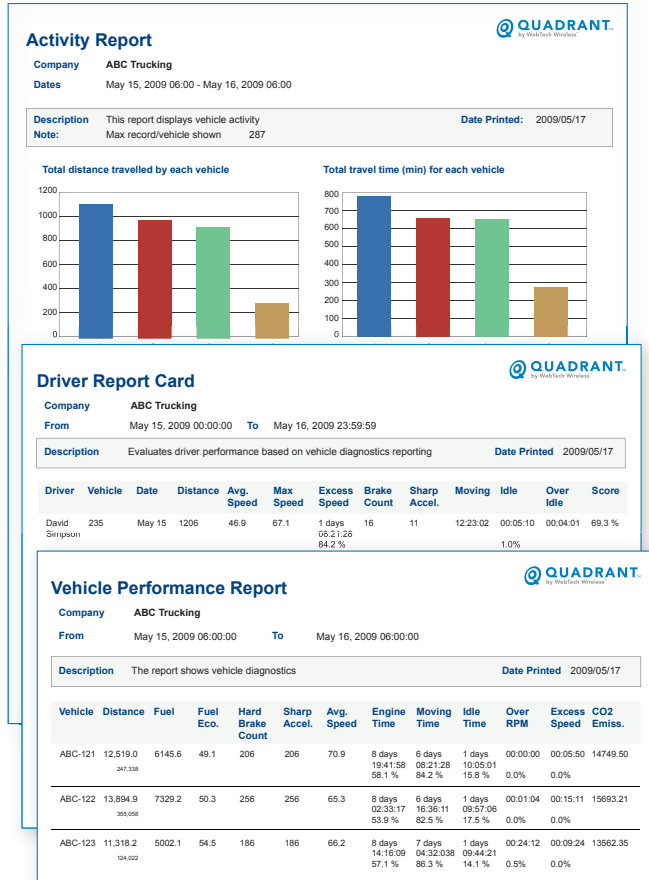
WebTech Wireless designed Quadrant to effectively manage any kind of vehicle fleet. Long and short-haul transport companies, government agencies, service delivery fleets and personal automotive applications will all increase efficiency and reduce costs using Quadrant and the WebTech family of Locators. More importantly, Quadrant data is highly customizable and can be adapted to the needs of individual users with a wide variety of auditable reports.



# You Can Only Manage What You Measure...

With Quadrant, fleet managers know exactly where every asset is, what it is doing and how it is operating. Quadrant delivers data in the form of fleet-wide summary and detailed vehicle drill-down reports, which enable you to quickly adapt to changing situations, pinpoint exactly where you can improve operational efficiencies and plan for greater long-term benefits.

Quadrant helps fleet managers monitor and reduce operating costs in a number of ways, from relatively simple things such as curbing excessive idling on a daily basis to long-term best-practices such as scheduled maintenance and driver training. Accomplish more with the information Quadrant provides.



## Fuel Consumption

Quadrant helps you effectively manage fuel consumption by keeping tabs on key performance indicators. Metrics include distances driven, fuel consumption, fuel economy, CO2 emissions, idling, speeding, harsh braking, sharp acceleration and engine over-revving. Of these, excessive idling is one of the easiest to control and the use of Quadrant has been shown effective at reducing idling times by as much as 90%. This alone can save thousands of dollars a year per vehicle.



Improved driver training can also save fleets 5% to 20% on fuel bills. Quadrant gathers actual data on driver performance so that driver training programs can be customized using realistic scorecards and incentives.

## Maintenance

Quadrant can help you track critical maintenance information for every vehicle in your fleet and provide that information to you in programmable reports and alerts. Odometer readings, engine trouble codes and the status of emissions control systems are sent from the Locator to Quadrant, which enables you to proactively schedule maintenance, reducing repair costs, prolonging vehicle lifespan and preserving re-sale values.



## Fleet Utilization

To improve efficiencies, fleet managers must find ways to minimize cost per trip, optimize number of trips per vehicle, and maximize revenue per trip. Quadrant tracks all the necessary data so you can select the best routes, respond to customer demands, and find the most appropriate vehicle or driver for each job. You can also produce easy-to-scan charts that compare individual vehicles or groups of vehicles to identify patterns that may need to be remedied.

Quadrant differentiates itself from the competition with its robust landmark and geofencing capabilities. Use landmarks to monitor activity at locations important to your business and geofences to define virtual geographic boundaries. With Quadrant, you have the power to manage thousands of user-defined landmarks and geofences and easily monitor time spent at and between locations, enforce policies and restrictions, and improve security.

**A truck traveling at 120 km/h (75 mph) uses 27% more fuel than at 105 km/h (65 mph), while a van travelling at 115 km/h (70 mph) consumes 12% more fuel than at 95 km/h (60 mph).**

## Work Time Management

You can increase driver job satisfaction and accounting productivity by easily tracking work hours and detailed daily activity. Optional accessory Driver IDs automatically identify operators for time management, security, and performance applications.

## Subcontracting

Quadrant can help you track the activity of your third-party contractors so that you can compare actual mileage and time spent on the job against billing. It's yet another administrative task that gets easier with Quadrant.

# What You Can See...

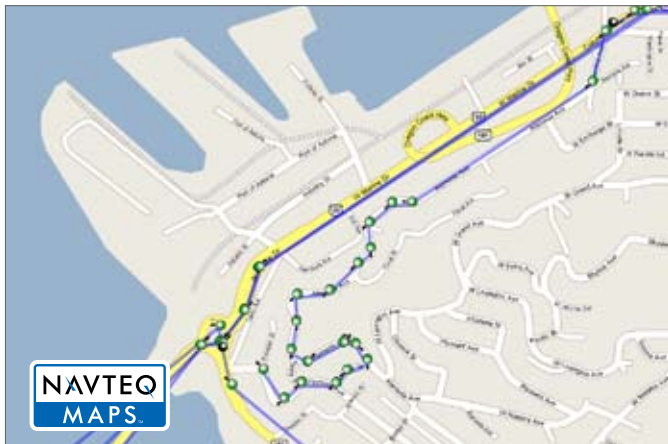
Knowing the exact location of vehicles can be invaluable to fleet managers and dispatchers. Quadrant harnesses the power of GPS real-time location and combines it with NAVTEQ's™ accurate and comprehensive mapping data.

## Dispatching: Real-time Status and Control

Now dispatchers can easily see the location of all their vehicles in relation to facilities and customer locations. They can find the nearest vehicle at a glance, display its speed and heading, route deviations and more. This allows dispatch to optimize routing and service delivery, respond to customer order changes and enhance security and safety for drivers and cargo.



Real-time Dispatch and Communications



Turn-by-Turn Mapping



Landmarks and Geofencing

\*simulated maps

# And What You Can't See.

Often your organization's success lies in things that aren't easily seen and measured.

## Safety and Security

Real-time dispatch and messaging with mobile workers, dispatchers and back-office staff is now possible. Online mapping can help you locate people and resources quickly in case of an emergency or possible theft. These features, as well as Driver ID and Panic Buttons, bring a new level of safety and security to your operations.

Geofence boundaries are also stored inside the vehicle Locator, and not Quadrant, which ensures that emergencies like security breaches or stolen vehicles are reported instantly.

In addition, Quadrant's accident reconstruction capabilities provide second-by-second information – such as time, route, direction and speed – before, during, and after an incident. These audit trails can lead to reductions in insurance premiums and claims costs.

## Customer Service

Quadrant can help increase customer satisfaction and reduce inquiries and complaints. Service delivery organizations who use Quadrant report a much higher level of on-time calls and deliveries/pickups. Since staff and vehicles can be closely monitored, adding or rerouting another vehicle to solve an unforeseen problem is easy.

## Employee Satisfaction

By providing your employees with the best communications tools available, you create a productive, supportive and safer work environment. Employees are happier and stay longer, reducing your hiring and training costs.

## Systems Integration

Quadrant easily shares data with other software programs and third-party applications, providing seamless integration with your organization's existing and future business systems.



# Customized Solutions

Quadrant's highly flexible and scalable platform allows it to respond to the specific needs of a wide variety of organizations and fleet types. These are just a few:

## Transport

Several major trucking companies in North America, including one of the world's largest freight delivery companies, are using WebTech's Locators and Quadrant to become more efficient, reduce costs and comply with government regulations.

### Hours of Service

*We offer a comprehensive set of Hours of Service logs that meet US Department of Transportation and Transport Canada requirements for on-duty, off-duty and violation status reporting. Each driver has convenient web access to their logs.*

### Trailer Tracking

*Lower your tractor/trailer ratios with more accurate asset tracking. You'll also lower labor and fuel costs by knowing where your assets are as drivers won't waste time and fuel looking for them. You can match tractors and trailers or produce standalone trailer reports. Plus, temperature and door-open alerts and reports can reduce cargo spoilage and theft.*



## Service Delivery

Service delivery companies ranging from small neighborhood groceries, plumbing and HVAC installation companies, to major utilities with hundreds of vehicles, are using Quadrant to reduce operational costs and 'green' their fleets. Reductions of as much as 25% in fuel use and CO<sub>2</sub> emissions with a rapid ROI (often less than a year) are commonplace, and prove that Quadrant is effective in virtually every kind of application.



## Automotive

GPS is revolutionizing the auto insurance industry and WebTech and Quadrant are at the forefront. Quadrant helps GNP, one of Mexico's largest insurance companies, manage risk more effectively through innovative insurance products based on their customers' actual driving habits. Quadrant also helps reduce theft and aid in the recovery of stolen vehicles.

Other insurance applications are now being introduced around the globe, such as 'pay-how-you-drive' and 'drive green' programs, all made possible by the technology available from WebTech Wireless.



## Government

Quadrant is helping the Ports of Los Angeles and Long Beach, California monitor heavy truck traffic in an innovative program to reduce air pollution. Quadrant was chosen for its scalability and ability to manage many thousands of landmarks and geofences, as well as handle the huge daily volume of data generated at one of the world's busiest ports.

Quadrant is also used by cities as diverse as Abbotsford, British Columbia (pop. 123,000) and Chicago, Illinois (pop. 2.84 million) to manage their public works vehicles. They benefit from the ability to not only monitor vehicle activity, but also effectively manage their workforces to improve service and reduce overtime costs.



## Oil & Gas

Quadrant is being used by oil & gas customers in western Canada to track vehicles and employees working in remote areas. WebTech Locators, using Iridium™ satellite technology, send data to Quadrant, which is customized with specialized industry mapping, to help employees locate remote installations easily, increase their safety in the field, and comply with government workplace regulations.

# A Quadrant Solution That's Right for Your Organization



This powerful tool is available in two different versions, Quadrant ASP and Quadrant Enterprise. Both offer Quadrant's unsurpassed capabilities.

## Quadrant ASP

The ideal fleet management tool for small to medium-sized fleets. Quadrant ASP is hosted by the WebTech Wireless Operations Center. By sharing servers, Quadrant is made more affordable for smaller organizations, which simply pay a monthly fee for the services and features they require.

## Quadrant Enterprise

This version is designed for large fleets that require specialized setup or security, or have the resources to manage operations on their own. It uses dedicated servers, hosted by either WebTech Wireless or by the customer. Quadrant Enterprise involves a one-time software license plus an annual maintenance fee for core services and options.



## Professional Services and Customer Support

One size does not fit all when it comes to implementing fleet management solutions, and your organization may have specific needs and goals. Whether you require a full range of additional services from project engineering through to project management and training, or choose to manage some aspects yourself, our Professional Services team is here to help you get the most out of Quadrant.

Our commitment to your success is also echoed by our Customer Support team who are available to help you with any questions and concerns you may have with Quadrant or any of our products. They're also here to assist you with periodic Quadrant upgrades and enhancements designed to help your organization even more.



## Telematics for the Planet

WebTech Wireless is committed to lessening our own impact on the planet, as well as developing products to help others accomplish that same goal. Quadrant is one of those products and a powerful tool for 'greening' your fleet and organization.



First and foremost, Quadrant will pinpoint ways to reduce your fuel consumption. Secondly, using all of your resources more efficiently reduces CO<sub>2</sub> and contaminant emissions, and translates into significant savings. It is also a great tool for organizations implementing 'green plans', allowing them to show stakeholders where and how they plan to cut greenhouse gas emissions. It not only helps accomplish these reductions, but can also demonstrate, through auditable reports, how effective your organization has been at achieving them.

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