



HGACBuy (Houston-Galveston Area Council)

RFP# FL10-24 - Fleet Services Equipment

May 2, 2024



**Unlock the
potential of
the physical
economy.**

gomotive.com



motive

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Introduction

Motive is honored to respond to your RFP seeking solutions for Fleet Service Equipment to help Houston Galveston Area Council (HGAC) members improve their fleet in a cooperative relationship. We understand that HGAC desires modern solutions that can help members improve their fleet in many categories. We believe that Motive is uniquely positioned to meet and exceed your members requirements of today while also being a partner for their future needs specifically in the categories of GPS Fleet Tracking Solutions and Vehicle Video Systems. We're excited to share that alignment and vision in the pages that follow.

When partnering with Motive, not only will HGAC members engage with the highest fidelity GPS, telematics data , and camera technology across all vehicle types but our customer service is the best in the industry, with 24x7 rapid resolution, proactive monitoring of hardware and software, and proactive escalation. Our 400+ staffed help center is multilingual and is there for customers when needed. Motive reliably installs and supports over 130,000 customers around the world, throughout the United States, and in the State of Texas. We will capably manage multiple agency accounts that have delivery points across the state and provide a dedicated Customer Success Manager to make sure members' programs are delivering the value they need. That's how much Motive cares about our customers.

Motive commits to provide excellent business support to HGAC Members as a cooperative. We will support HGAC members as end-customers of the cooperative, and will provide a roadmap to future success and technologies such as innovative AI cameras for improved safety, a unified SaaS platform that ties safety, operations, and finance together to improve efficiencies, and the ability to lower overall costs with unique spend management features. We strive to meet HGAC members where they are at, serving the needs for the Fleet Service Equipment today, and will work with them to expand these industry-leading options to evolve their operations over time, if and when they become of interest.

Motive's overarching solution is capable of addressing much more than GPS Fleet Tracking. Motive's AI platform, SaaS management technology, and cameras can also address Vehicle/Equipment Maintenance, Accident and Risk Management, Utilization Standards, and Vehicle/Equipment Fueling. We are also set to release HR functionality and more in the near future. This unified platform that Motive provides is a distinguishing feature of our offering and will keep HGAC members from needing to add on separate (and potentially costly) software solutions should they expand into other fleet management service areas in the future.

The best way of taking care of your members is to offer industry leading solutions. When Motive delivers our solutions to HGAC members, we'll have a team dedicated to successful implementation of the hardware and software on hand for scoping, training, kickoff, and rollout so that each customer will have their solution tailored for their needs. They too will have a dedicated Customer Success Manager working with them to make sure everyone is successful

We thank you for the opportunity to share our proposal and your consideration of Motive as a strategic partner.

Sincerely,

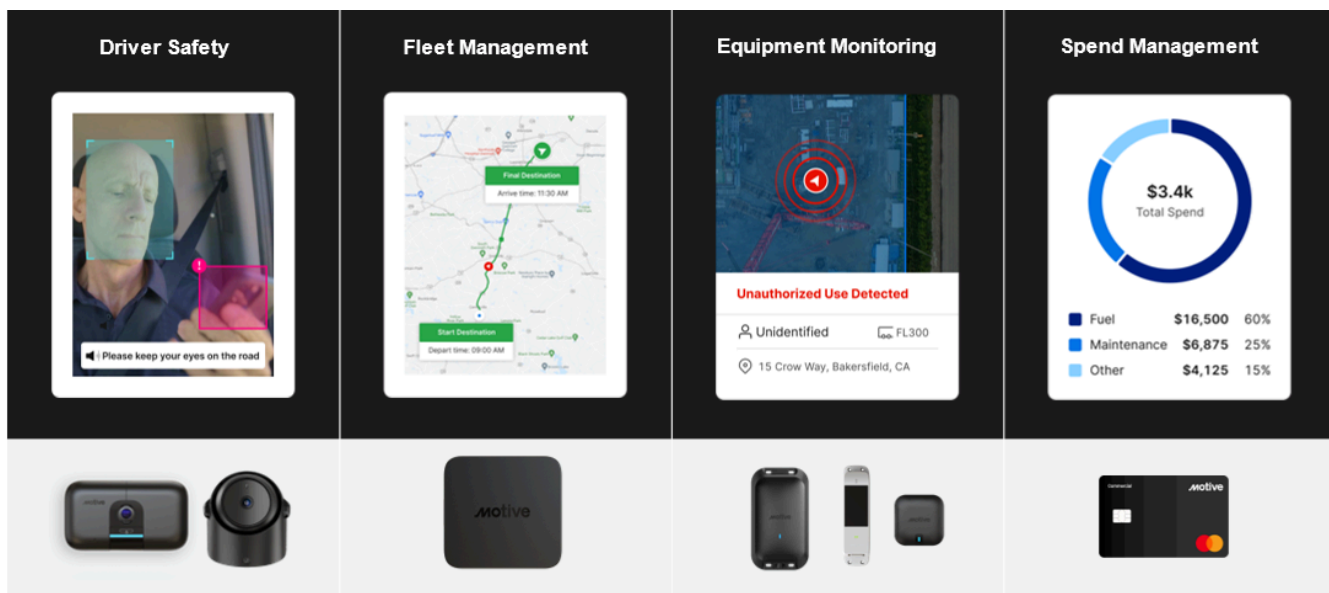


Zachary Trojak
Regional Vice President, Public Sector

Executive Summary

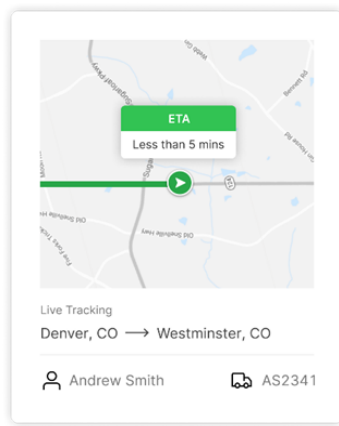
The Houston-Galveston Area Council, a government agency which provides a Cooperative Purchasing Program as part of its service to other government agencies., is looking for quality vendors to supply Fleet Services Equipment. HGACBuy is a purchasing cooperative that completes the competitive procurement of highly qualified vendors for use by Houston-Galveston Area Council members.

Motive is excited to respond to HGACBuy Request For Proposal #FL10-24 - Fleet Services Equipment. Motive is an industry-leading Fleet Management Technology service that helps connect every vehicle and piece of equipment to help digitize operations and gain real-time visibility for data-driven decision making. Enabling HGAC member fleets to be more productive across a broad range of functions, Motive proactively identifies and provides visibility to inefficiencies, waste, and risk. Through an integrated platform, Motive provides a shared, secure, and scalable foundation for AI-powered applications that support measurable improvements in accidents, fleet risk, fuel costs, vehicle utilization, fleet visibility, insurance costs, and much more.



Beyond merely possessing advanced technology, HGAC members require user-friendly, easily installable, and well-supported leading technology. Motive's hardware installation is tailored for fleets, allowing self-installation within 10 to 15 minutes.

HGAC members can opt for professional partner installers provided by Motive. Motive is dedicated to facilitating swift implementation of its solution with minimal operational disruption. Recognizing the importance of hands-on support for successful fleet management, Motive offers a dedicated Customer Success team, direct support channels, and ongoing professional services for customized reporting. Motive will support HGAC members directly and does not intend to use retailers or distributors. Coupled with Motive's round-the-clock support, including multilingual assistance and a five-year hardware warranty, Motive ensures unwavering support for HGAC members over the years.



GPS Fleet Tracking Solution:

Fleets need a solution to gain visibility into vehicle movement, provide alerts and meaningful vehicle data, and reduce the amount of manual work by Fleet Management staff. Motive provides real-time and historical operational data for drivers, equipment, and vehicles all in one place.

The Motive Fleet Dashboard enables customers to track their vehicles anywhere through a smartphone, tablet, or desktop computer. Motive provides reports to easily analyze utilization, vehicle health, and dormancy reports to maximize productivity based on user permissions and organizational hierarchy. Motive provides meaningful, user friendly, and a dependable fleet tracking solution to provide a positive impact on fleets

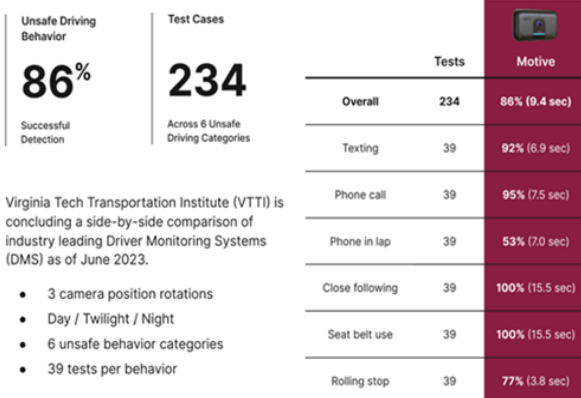
The heart of Motive's solution lies in its robust data transfer capabilities. Real-time data will be wirelessly transmitted via a secure cellular network to a cloud-based system. This cloud-based platform will provide HGAC members with immediate insights and retain historical data indefinitely, enabling HGAC to analyze trends, assess performance, and make informed decisions

Vehicle Video Systems:

Fleets benefit from Motive's Driver Safety solution that provides a configurable video that includes high video resolution at Quad HD (1440p). Motive uses the latest in AI technology in our AI Dashcams to accurately record and detect events, recording the road (forward facing) and driver view (cab view). Motive provides a comprehensive suite of safety analytics, including hard braking, harsh turns, sudden acceleration, and potential collision detection. Combined with seatbelt monitoring and speed tracking, Motive empowers HGAC members to proactively enhance driver safety and overall operational efficiency.

Further, the Motive AI Omnicam is configurable to provide additional visibility around vehicles. Motive Omnicam is the only AI-enabled camera on the market that provides a full 360° view of a vehicle, its interior, and surroundings to improve road monitoring and safety. Motive provides customers the ability to investigate and combat potentially fraudulent claims, and evidence to resolve disputes over transportation and care of passengers and cargo.

Staying ahead



Motive customers benefit from an efficient solution that helps keep their drivers, vehicles, and communities safe. The Motive AI dashcam and safety application uses cutting edge AI processors and algorithms to accurately detect risky driving behaviors. Motive provides in-cab alerts to drivers to address risky driving behaviors in the moment. In a recent study by Virginia Tech Transportation Institute (VTTI), Motive was found to be “associated with statistically significant higher likelihoods to successfully issue an in-cab alert” 3-4x more than other leading MV/AI dashcams. Combined with Motive's coaching, enabling HGAC Members with automatic or active coaching to help drivers improve behaviors. Motive's advanced technology will help members identify and correct risky driving behavior and improve fleet safety.

Leveraging the latest technology in automation, Artificial Intelligence, and machine learning, Motive is leading the market and helping organizations augment the capabilities of human workers to unlock exponential safety and productivity gains. Motive AI helps fleets quickly identify risks and improve inefficiencies. Motive's focus on safety, efficiency, and visibility into fleet operations has helped customers achieve meaningful results of up to:

- 22% fewer accidents
- 56% fewer unsafe driving incidents
- 31% fewer speeding events
- Up to 13% lower fuel costs
- Up to a 10X ROI in one year
- Lower fleet CO2 emissions by up to 31,019 tons
- Up to 80% more inspections per vehicle, improving vehicle maintenance

Motive serves nearly 130,000 organizations, across a wide range of industries to deliver meaningful results and data to improve operational efficiency across organizations. Motive would appreciate the opportunity to work with Houston-Galveston Area Council Members to show how Motive can improve safety, productivity, and efficiency with connected technology.

Motive Overview

We serve over 120,000 customers ranging from Fortune 500 enterprises to small businesses in a variety of industries. Motive's product rapidly improves through our exposure to all these scenarios and use cases.

Please visit our customer website for case studies (www.gomotive.com/customers).



Why Customers Choose Motive

- **AI that delivers real value**
The most accurate AI models in the industry make drivers safer and reduce fleet risk.
- **The fastest-moving product team in the industry**
800 dedicated engineers and AI specialists who deliver more than 200 major features every year.
- **Seamless integration with other leading technology partners**
Motive has partnered with many other technologies to bring easy access to fleet data.
- **Unmatched customer experience**
Reliable and easy to use, yet powerful enough to tackle the most complex operational tasks.

Motive is unique in the market in that we offer customers a highly configurable all in one solution that covers Driver Safety, Fleet Management, Equipment Monitoring, and Spend Management. We were purposely formed to help fleets improve fragmented technology and siloed data. We compete across several technologies, market segments, and industries to provide an all-in-one platform. Many of our competitors compete in a single product line or industry.

<p>“Only Motive delivers HGAC these six advantages in one solution”</p>	<ul style="list-style-type: none"> • The Most Accurate AI Models in the Industry with Automated and Active Driver Coaching • More Critical Functions in 1 Platform (Safety, Fleet & HW) • Real-time Tracking and Pairing (via both GPS & cellular) • Unparalleled Visibility into Vehicle Health & Maintenance • Seamless Integration with over 100+ applications • Unmatched Customer Experience via 24/7/365 Support
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Since Adopting Motive, Customers have reported:

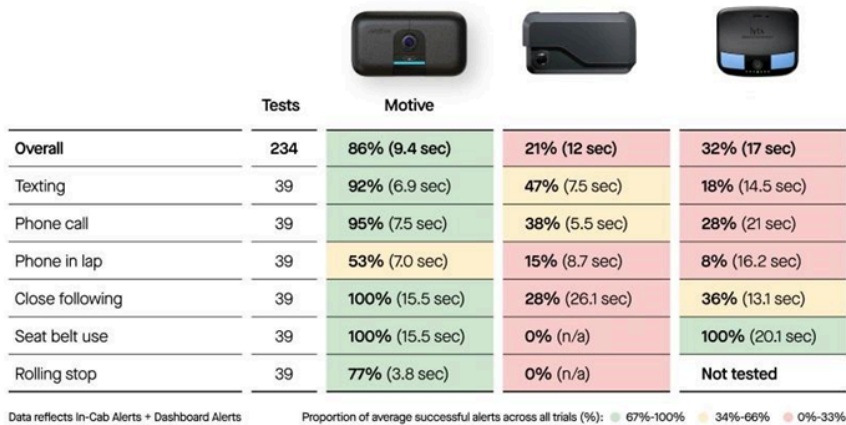
Safety	Productivity	Profitability
<p>91%</p> <p>of customers reduced at-fault accidents</p>	<p>50%</p> <p>less time spent on manual paperwork and processes</p>	<p>20%</p> <p>saved annually across insurance, fuel, and maintenance.</p>
Fleet Management		
<p>48%</p> <p>less time spent tracking vehicles and assets.</p>	<p>20%</p> <p>Saved annually on maintenance expenses.</p>	<p>21%</p> <p>less time spent planning and scheduling dispatches.</p>
Driver Safety		
<p>30%</p> <p>saved annually on accident-related expenses.</p>	<p>\$900k</p> <p>saved annually by customers with 750+ vehicles.</p>	<p>91%</p> <p>of customers saw less than 5% driver turnover.</p>

Features and functionality where Motive outperforms other providers

AI Accuracy

Motive detects unsafe driving events 4x better than other offerings (VTTI).

- AI accuracy leader.
- In-house review team.
- Unmatched collision detection and driver identification.
- In-house, AI-powered Omnicam.



Breadth of Offering

- Only fully unified Automated Operations Platform combining driver safety, fleet management, spend management, and equipment monitoring, all in one place.
- Workforce Management will be available in early 2024.
- Expanding into physical security in the future.

Unmatched Safety Platform

- 300+ in-house safety review team.
- Watch every safety event and remove false positives so safety managers can focus on what really matters.
- Fleet managers have instantaneous access to verified accident videos, empowering them to take decisive action in mere minutes.
- Drivers can view video events alongside their workflows all within the Motive Driver App.
- Other providers do not enable drivers to view video events in the App.

Superior Hardware

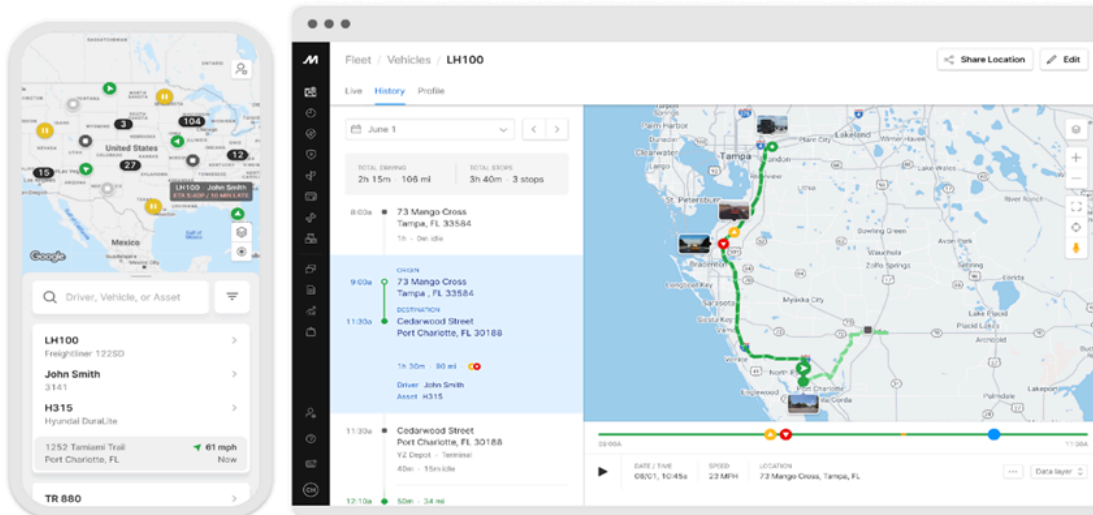
- The Motive AI Dashcam uses an Ambarella CV22 AI processor with 2x more computing power than other providers with unmatched image quality - up to 1440p.
- Motive AI Omnicam provides 360-degree visibility around vehicles and equipment, with event alerts coming soon.

Driver Identification	<ul style="list-style-type: none"> • Motive Face Match utilizes advanced AI and dashcam images to assign unidentified trips to the correct drivers with 95% accuracy.
Messaging	<ul style="list-style-type: none"> • Drivers and Dispatch stay connected and responsive through the Motive Driver App. • Enables Fleet users to communicate with each other and drivers while on the go.
Driver Privacy	<ul style="list-style-type: none"> • Fleets can configure when the driver-facing camera records video. <ul style="list-style-type: none"> a. Only record when the engine is on. b. Always off. c. Always on (default). • Settings can be applied at the company and vehicle levels for both AI and Smart Dashcams. • Privacy features: The dashcam can still capture valuable road-facing footage while respecting driver privacy. This helps build trust between drivers and fleet managers while ensuring that drivers don't feel continuously monitored.
Asset Tracking	<ul style="list-style-type: none"> • Motive Asset Tracking automatically connects asset gateways with vehicle gateways, ensuring members know where their vehicles and assets are.
Automated Pairing of Assets	<ul style="list-style-type: none"> • Motive Asset Gateways automatically group with nearby Vehicle Gateways when traveling together to quickly see which driver/vehicle is pulling a particular tractor. • Save time not manually tracking vehicles and assets.
Spend Management	<ul style="list-style-type: none"> • Manages fleet and spend together to save time and gain 360-degree insights to maximize bottom line • Motive Card has a comprehensive fuel + maintenance discount network and no hidden fees

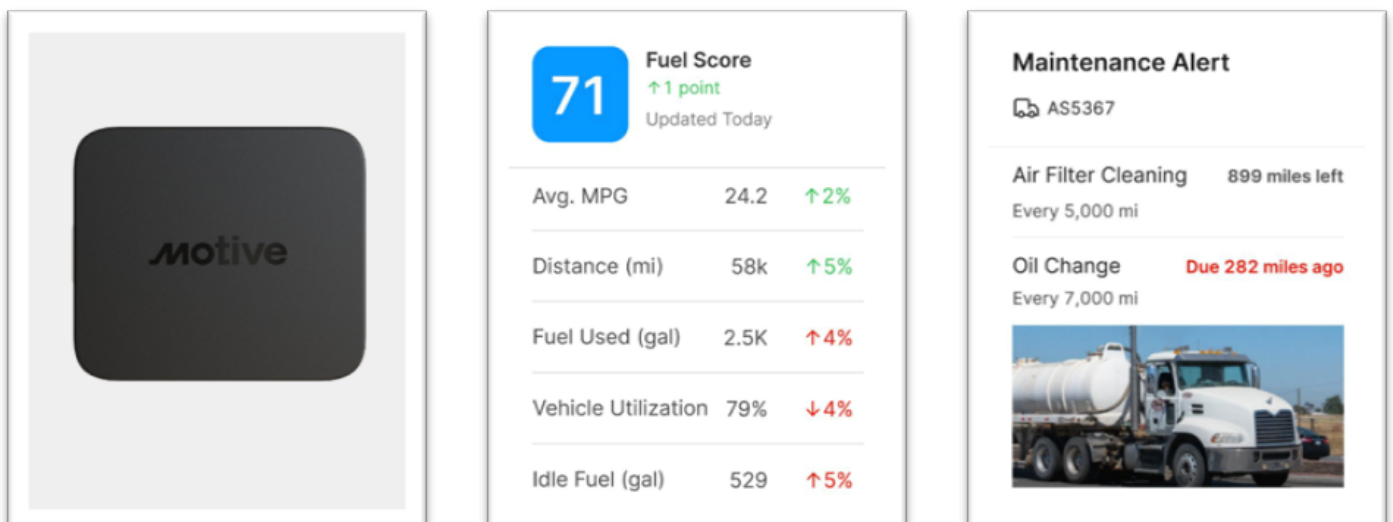
GPS Fleet Tracking Solutions

Fleet Management

Motive gives fleets unparalleled visibility into the location, utilization and health of their vehicles and automates major operational workflows for fleet managers, dispatchers, and maintenance teams.



- **Vehicle Gateway and OEM integrations provide real-time vehicle tracking and telematics.**
- **Automatic driver identification so fleets always know who is driving their vehicles.**
- **Reduce emissions and fuel costs with insight into efficiency and utilization of vehicles.**
- **Early issue detection minimizes vehicle downtime.**

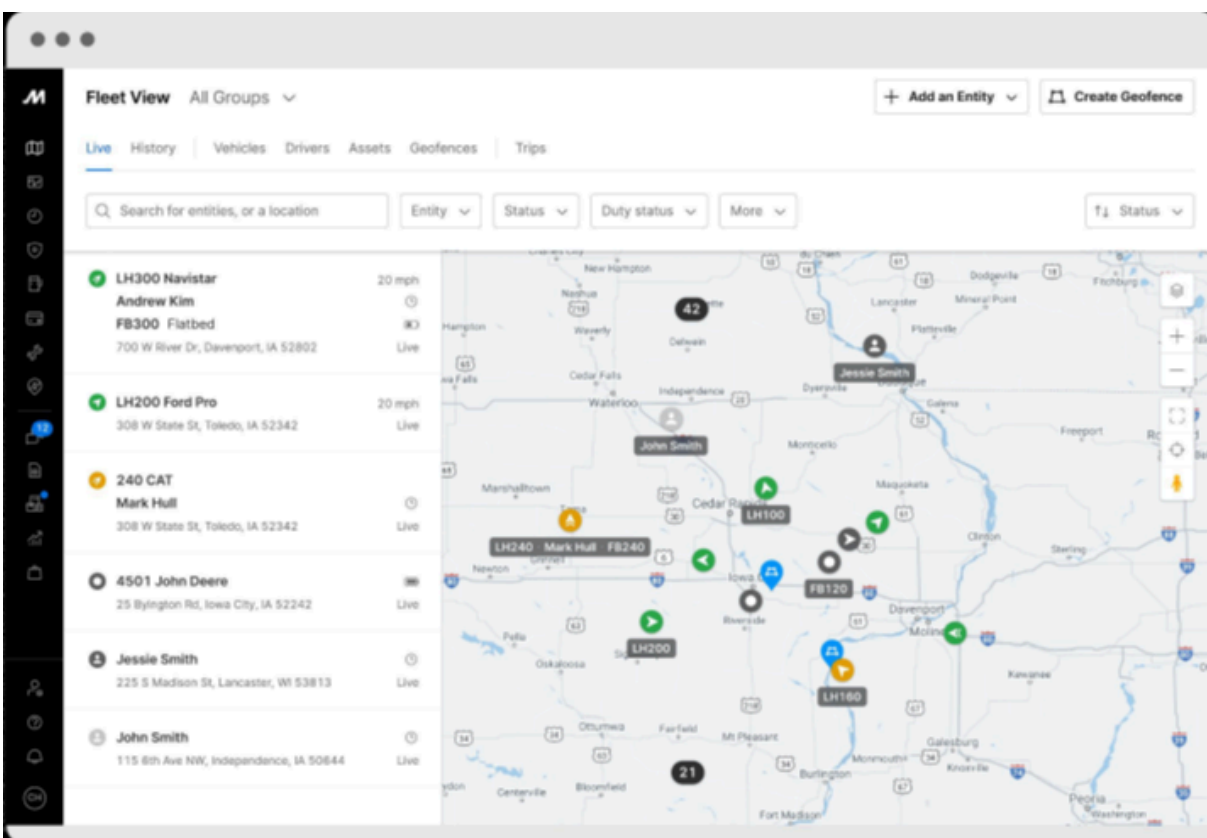


Motive Fleet Management is a cutting-edge solution designed to revolutionize how fleets operate. Our integrated hardware and software platform delivers real-time GPS and telematics data, enhanced by Bluetooth connectivity for uninterrupted communication to the driver app. With optional enhancements like environmental sensors, AI-powered dashcams, and advanced driver identification, we ensure fleets operate efficiently, safely, and in full compliance. Our software suite offers comprehensive insights for strategic planning and proactive maintenance, reducing costs and optimizing resource use. Elevate fleet performance, improve profitability, and exceed expectations with our all-in-one solution. Motive helps transform fleet operations today and drive into the future of fleet management.

Tracking and Telematics

Motive delivers industry-leading GPS tracking, vehicle telematics, PTO monitoring, and OEM integrations, providing unmatched visibility into fleet operations.

- Motive provides the highest fidelity GPS and telematics data in the industry, across all vehicle types.
- GPS and telematics updates every 1-2 seconds give fleets real time visibility.
- Integrations with Ford Pro, GM, Navistar OnCommand, John Deere, CAT, Bendix, Daimler, Volvo, and other leading OEMs, provide a unified view of all assets and vehicles for real-time tracking.
- Utilize precise PTO monitoring to ensure accurate usage tracking and billing, prevent unauthorized operation, and streamline fuel tax reporting.



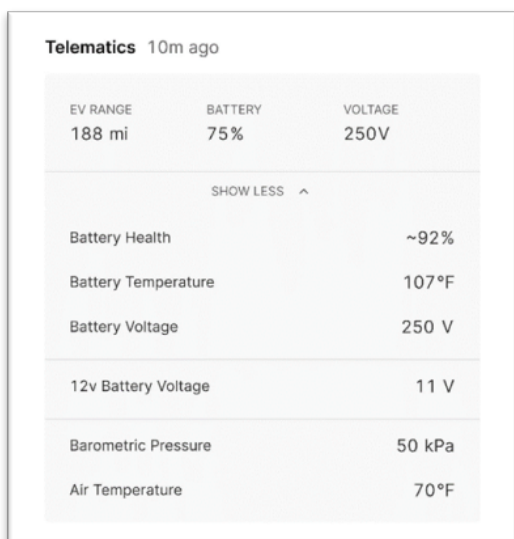
Motive automatically pairs vehicles and assets, improving visibility and simplifying dispatch.

- Motive is the only provider with automated pairing of vehicles, assets, and drivers, streamlining fleet operations.
- Get enhanced operational oversight with real-time tracking of locations of drivers, vehicles, and assets in motion.
- Easily review and report on past dispatches to validate deliveries and determine which vehicles or assets were used.

Fleet View gives real-time visibility and historical context to help fleets make informed decisions and deliver exceptional customer service.

- Motive automatically pairs drivers, vehicles, trailers, and equipment so that fleets have complete visibility.
- Real-time geofence notifications enhance operational control with immediate updates on fleet movement, scheduling, and security.
- Live traffic and weather conditions layered directly onto maps allow for precise route planning and navigation.
- Solidify customer trust with historical activity search that confirms service completions and helps swiftly resolve disputes.
- Review detailed trip history and playback vehicle paths to confirm timely arrivals and service fulfillment.

Motive helps fleets maximize vehicle utilization with comprehensive telematics for all vehicle types.



The screenshot displays the 'Telematics' section of the Motive interface, updated '10m ago'. It features a table with three columns: 'EV RANGE', 'BATTERY', and 'VOLTAGE'. Below this table is a 'SHOW LESS' button with an upward arrow. Further down, several rows of vehicle data are listed, including 'Battery Health' (~92%), 'Battery Temperature' (107°F), 'Battery Voltage' (250 V), '12v Battery Voltage' (11 V), 'Barometric Pressure' (50 kPa), and 'Air Temperature' (70°F).

EV RANGE	BATTERY	VOLTAGE
188 mi	75%	250V

SHOW LESS ^

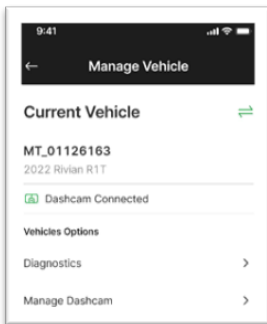
Battery Health	~92%
Battery Temperature	107°F
Battery Voltage	250 V
12v Battery Voltage	11 V
Barometric Pressure	50 kPa
Air Temperature	70°F

- Industry-leading EV telematics with detailed data on battery percentage, temperature, capacity, voltage, range, charge source, and charging rate.
- Best-in-class telematics for gas and diesel vehicles provide unparalleled accuracy and depth in vehicle performance monitoring.
- View the entire fleet's data in one place with information tailored to each vehicle's fuel type.
- Save time with customized reports and analytics specific to vehicle types, facilitating strategic planning and proactive maintenance.

Follow Mode and live streaming enhance oversight by connecting fleets directly with what's happening on the road in real time.

- Follow Mode allows real-time vehicle tracking, perfect for monitoring critical deliveries and high-value assets.
- Follow Mode provides detailed vehicle information, including speed and fuel levels, enhancing situational awareness for fleet managers.
- Live streaming and trip images enable an up-to-the-moment view of fleet operations, giving fleets a look into exactly what's happening.

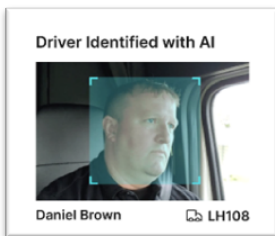
Motive provides multiple driver identification methods so fleets always know who is operating their vehicles.



Seamlessly connect the Driver App, offering direct vehicle assignments to specific drivers for improved accountability.



Implement the advanced RFID/NFC badge system, providing a secure and efficient method for driver logins.



Elevate security with our AI-powered Face Match technology, utilizing facial recognition for automatic driver identification.



Assign drivers to vehicles by enabling QR code scanning, with optional in-cab reminders.

Customizable Driver Walkthroughs reduce operational overhead and manual check-ins.

- Help drivers when they need it most by guiding them through a set of actions each day.
- Eliminate skipped steps in daily routines to prevent safety and compliance violations, reducing liability and inefficiencies.
- Tailor Driver Walkthroughs to meet the specific needs of drivers and vehicles.
- Walkthroughs can be triggered based on time of day or location.
- Leverage native reporting capabilities to gain actionable insights and drive continuous improvement.

Motive's messaging tool is built around keeping ease of communication in mind. Listed below are the ways fleets can get in touch with their fleet

- New Chat Messages can be sent to a single user or multiple users. Replies will be seen by everyone in the thread and help establish cross-communication. New messages can be sent to Drivers and Fleet Managers.
- Broadcast messages on the other hand are meant for relaying information in one direction; hence replies to a broadcast message will appear in a private conversation between the sender and the receiver. Broadcast messages can be sent to Drivers and Fleet Managers.

Motive helps identify which vehicles are best suited for replacement with electric or other low-carbon alternatives.

- Motive makes it easy to evaluate existing vehicles to determine which ones are best suited for replacement with electric or other low-carbon alternatives.
- Get visibility into vehicle efficiency, miles driven, fuel/energy usage, and overall costs for a complete understanding of vehicle utilization.
- Compare operating costs and total ownership expenses between ICE and low-carbon vehicles to make informed transition decisions.
- Receive tailored recommendations for vehicles in the fleet that are most suitable for an EV transition, based on comprehensive data analysis.

The Motive Sustainability Hub gives insights into vehicle efficiency and utilization, helping save on fuel costs and reduce emissions..

- Get insight into the efficiency and utilization of gasoline, diesel, hybrid and electric vehicles.
- Improve vehicle efficiency by tracking fuel consumption by driver and vehicle.
- Coach drivers effectively by pinpointing wasteful behaviors.
- Understand true idling, productive idling, and the source of each.
- Compare fleet performance against the broader Motive network and get suggestions for improvements.
- Identify vehicles and routes ideal for electrification with EV transition reporting.

Motive provides a fully customizable vehicle inspection platform.

- Customize inspection forms based on specific vehicle types to catch issues early and ensure detailed, vehicle-specific inspections.
- Easily create inspection forms using ready-made templates or start from scratch for tailored vehicle assessments.
- Highlight critical checkpoints unique to each vehicle type, such as a dump truck hydraulic system or a delivery van cargo area.
- Create custom defect lists and part-level defect resolution to ensure that drivers are capturing the right information and marking the defect level accordingly.

Fault code alerts, maintenance reminders, and scheduling helps fleets stay ahead of issues to minimize vehicle downtime

- Catch vehicle defects early with real-time fault code alerts.
- Ensure vehicles and assets get serviced with a mechanic workflow to sign off and resolve defects.
- Track and view upcoming, overdue, and completed service with detailed reports
- Timely notifications for scheduled maintenance aids in proactively addressing potential defects
- Transparent tracking of upcoming, overdue, and completed maintenance tasks, supported by detailed reports.

Preventive maintenance helps fleets stay ahead of issues to minimize equipment downtime.

- Avoid costly, unexpected breakdowns with real-time fault code alerts, worker-reported defects, and custom service reminders.
- Schedule timely service reminders based on engine hours, distance, or time.
- To catch defects early, customize inspection forms to cover critical checkpoints for all equipment types.
- Enable workers to conduct thorough inspections via the Driver App, tagging defects and adding detailed notes and photos for clarity.
- Track maintenance history, including service costs and dates, and store key documents like invoices and warranties in one system.

Motive customers see immediate productivity improvements across their team, and can actively optimize operations, processes, and costs.

Operating Efficiency.

48%

Less time spent on tracking vehicles and assets.

Streamlined Processes.

50%

Less time spent on manual paperwork and outdated processes

Maintenance and fuel costs decreased.

20%

Decreased annual costs due to efficient fuel and maintenance management.

Vehicle GPS Tracking Hardware



Motive Vehicle Gateway: The Motive Vehicle Gateway uses built-in cellular connectivity to continuously sync driver and vehicle data with the Motive's Driver App and Fleet Dashboard. The Vehicle Gateway supports Live GPS Tracking, Telematics, Electronic Logging Device (ELD), WiFi Hotspot, automatic software updates, Asset Gateway pairing, and integration with Motive Dashcams.

Technical Specs:

- Dimensions: 111 mm x 106 mm x 25 mm (4.4 in x 4.2 in x 1 in)
- Weight: 257 gm (9oz)
- Cellular Network: AT&T 4G LTE with 3G fallback cellular network
- Operating temperature: -40°F–185°F (-40°C–85°C)
- Power: 1.55W-5.5W (<30 mA in Sleep mode)
- Voltage: 8V-32V
- AUX lines: 2 digital inputs
- Vehicle Diagnostic Port (J1939, J1962/OBD-II, J1708)
- Vehicle Specific connections include TMC RP 1226, Volvo, Mac, and Freightliner (varies by model and year)
- Internal memory: 4 months of log data
- Internal Li-ion battery
- Real time disconnection alerts
- Power options to connect into vehicle diagnostic port or hardwire

Equipment Monitoring

Managing equipment comes with many operational challenges — preventing theft and loss, tracking utilization, minimizing downtime, and much more.

\$1B

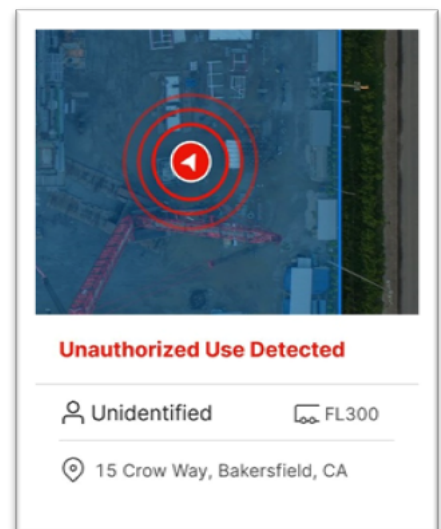
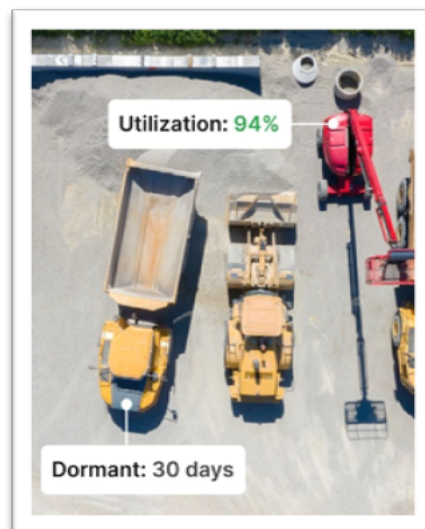
In annual losses in the US due to equipment theft.

\$8M

Added equipment costs caused by downtime for a business with 200 assets

Motive gives unparalleled visibility into the location, utilization and health of equipment and automates major operational workflows.

- Asset Gateways, Environmental Sensors, and OEM integrations provide visibility for all types of equipment.
- Real-time GPS tracking eliminates time spent on manual check-ins.
- Utilization insights enable repositioning of underused assets and automated client billing.
- Automatic geofence alerts detect unauthorized use to prevent theft and loss.
- Preventive maintenance helps fleets stay ahead of issues to minimize equipment downtime.



Motive's cutting-edge Equipment Monitoring solution features rugged hardware, designed to withstand harsh conditions, ensuring reliability across logistics and heavy equipment sectors. With built-in GPS and Bluetooth, it offers advanced geotracking that automatically pairs assets and vehicles, providing real-time visibility even in remote areas with low cellular coverage. The hardware's robust design facilitates plug-and-play installation, eliminating the need for drilling. Equipment tracking is visible in the Fleet View of the dashboard, which also integrates traffic and weather data, enhancing operational efficiency. This system not only ensures asset protection and operational resilience but also optimizes asset utilization and planning, leveraging precise location data and environmental insights for superior management.

Developed in-house, our hardware undergoes rigorous testing and quality controls to ensure they can withstand the daily challenges out in the field.

Motive provides unparalleled visibility and control, with support for all types of equipment.



Asset Gateway Mini Unpowered

Monitor high-volume inventories, with a small form factor and 5-year battery life at two GPS pings per day.



Asset Gateway Mini Powered

For continuous, real-time visibility into asset location and telematics, cable in with the same device.



Asset Gateway Solar

Monitor high-value equipment and reefers, with solar power and cabled options for continuous tracking.

Motive customers achieve higher utilization and eliminate visibility gaps that waste time and money.

Increase in asset utilization.

70%

Less equipment downtime.

62%

Decrease in asset theft & misuse.

70%

Other Features of Equipment Monitoring include:

- Locate assets instantly retrieves asset location to help recover missing equipment and improve capacity planning.
- Motive automatically pairs vehicles and assets, improving visibility and simplifying dispatch.
- Utilization insights enable repositioning of underused assets and automated client billing.
- Automatic geofence alerts detect unauthorized use to prevent theft and loss.

Equipment Monitoring Hardware



Motive Asset Gateway Mini: The Asset Gateway Mini helps fleets monitor high-volume inventories, with a small form factor and 5 year battery life. Get both cable- and battery-powered options in a single device, with real-time telematics and location tracking for all types of equipment.

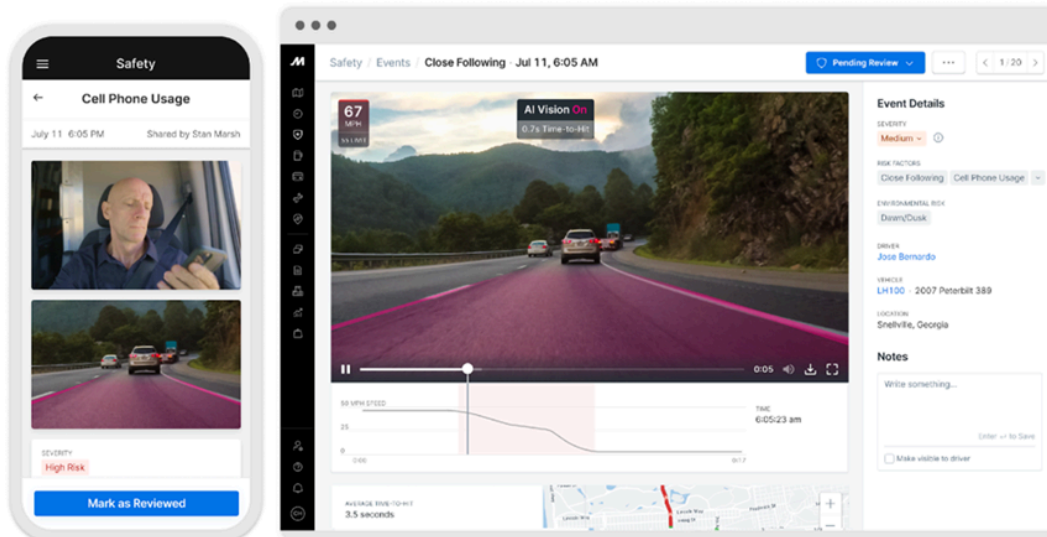
Technical Specs:

- Dimensions: 5.83 x 3.27 x 1.28 in (148 x 83 x 32.5mm)
- Weight: 19.2 oz (544 g)
- Cellular Network: 4G CAT-M1 US, Canada, Mexico Ready
- Operating temperature: -40°F–140°F (-40°C–60°C)
- Power Source: 9V–32V input (cable powered) or 5 year, replaceable lithium-ion battery
- Environmental Rating: IP69K
- GPS ping rate: Configurable, fastest ping rate of 1/min
- Automated vehicle pairing

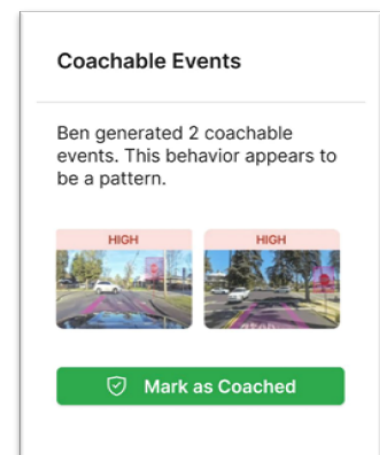
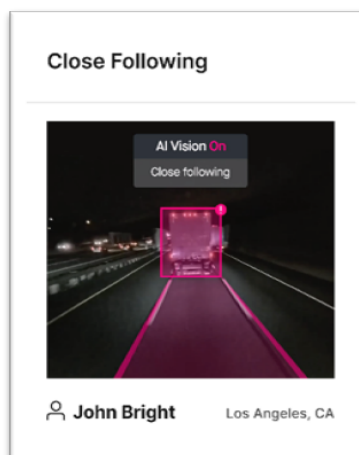
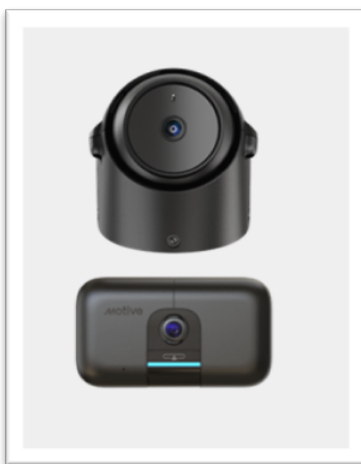
Vehicle Video Systems

Driver Safety Program

Motive uses the industry's most accurate AI to monitor and protect drivers, and gives safety managers the tools to prevent accidents and reduce risk.



- **AI Dashcam & AI Omnicam provide 360-degree visibility.**
- **Our AI detects unsafe driving 4x more accurately than competitors.**
- **The Motive Safety Team eliminates false positives.**
- **Coach drivers who need improvement virtually.**
- **Get HD footage within seconds of an accident.**






Roads are getting more dangerous and accident related costs are higher than ever. Without real-time awareness of what's happening with drivers on the road, fleets can't reduce accidents and protect their organization from losses.

Motive uses the industry's most accurate AI to monitor and protect drivers, and gives safety managers the tools to prevent accidents and reduce risk.

The AI Dashcam and AI Omnicam provide 360-degree visibility around vehicles, with the highest quality HD footage and widest field of view. Eliminate blind spots and get video evidence to resolve disputes faster, with a backup battery that captures footage even in a catastrophic accident. The Motive AI Dashcam leads the industry in AI performance and video quality, and the AI Omnicam is the first AI-powered camera for side, rear, or cargo monitoring.

The Virginia Tech Transportation Institute found that Motive detects unsafe driving behavior 4x more accurately than competitors.

Tests		 Motive	 Samsara	 Lytx
Overall	234	86% (9.4 sec)	21% (12 sec)	32% (17 sec)
Texting	39	92% (6.9 sec)	47% (7.5 sec)	18% (14.5 sec)
Phone Call	39	95% (7.5 sec)	38% (5.5 sec)	28% (21 sec)
Phone in Lap	39	53% (7.0 sec)	15% (8.7 sec)	8% (16.2 sec)
Close Following	39	100% (15.5 sec)	28% (26.1 sec)	36% (13.1 sec)
No Seatbelt	39	100% (15.5 sec)	0% (N/A)	100% (20.1 sec)
Rolling Stop	39	77% (3.8 sec)	0% (N/A)	Not tested

Proportion of average successful alerts across all trials (%):
● 67%-100% ● 34%-66% ● 0%-33%

See dash cams side by side:

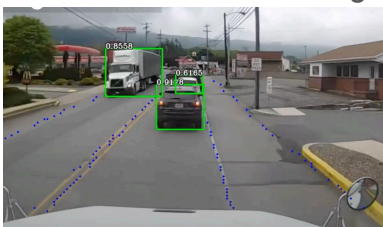


Motive offers the most accurate safety system, with AI detecting unsafe driving 4x more accurately than competitors. Fleets can quickly pinpoint unsafe driving practices, tailoring coaching to prevent accidents. Drivers pay attention to the alerts, and managers trust the data. Motive detects 15+ safety events like close following and cell phone usage, and continually adds new AI models.

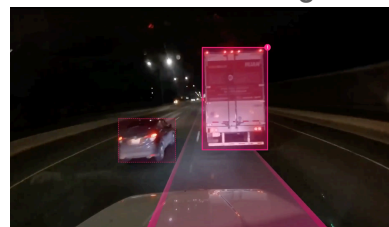
Motive detects 15+ safety events.

- Close Following
- Cell Phone Usage
- Distraction
- Stop Sign Violation
- Seat Belt Violation
- Unsafe Lane Change
- Lane Departure
- Drowsiness
- Obstructed Camera
- Forward Collision Warning
- Ran Red Light
- U-turn Violation
- Sitting Duck
- Collision
- Speeding Over Posted Limit
- Positive Driving
- Hard Braking
- Hard Cornering
- Hard Acceleration

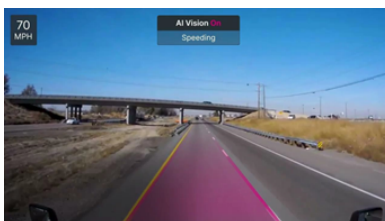
Forward Collision Warning



Unsafe Lane Changes



Speeding



Speed Sign Detection



Motive is the most flexible safety solution, with granular settings for event capture, in-cab alerts, and driver scoring. Giving fleets complete control of the safety program to make sure they not overwhelmed with safety videos or exposed to unnecessary liability. Fleets can also tailor their coaching to behaviors that present the greatest risk to them, with the ability to warn drivers before uploading videos for coaching.

Motive is the only platform that lets safety managers fully customize the Safety Score to suit their specific program needs.

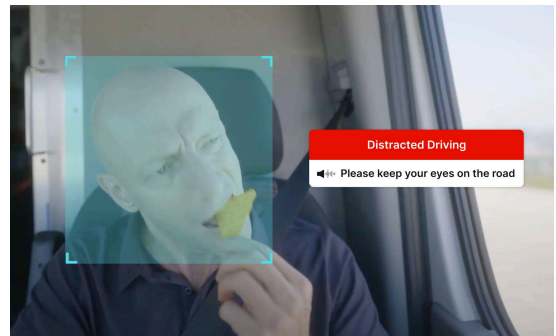
- The Safety Score evaluates driver safety performance over time for an accurate measure of driver risk by capturing all safety behaviors, including positive behaviors.
- Advanced controls enable safety managers to fully customize the weight of each behavior or turn off specific behaviors to better manage their safety program.
- Drivers have full visibility into how they are scored with detailed behavior breakdown.

The Motive Safety Team, a 400-person extension to the fleet team, reviews uploaded videos first, ensuring drivers are never penalized for false positives, mistakes they didn't make.

The Safety Score, which evaluates driver performance over time for an accurate measure of driver risk, can also be fully customized to suit fleet specific program needs.

Motive provides advanced and customized AI models to prevent at-fault accidents.

- Lane swerving across multiple lanes to detect distraction.
- Advanced drowsiness detection through eye movement.
- Blind spot monitoring on AI Omnicam and visibility directly in live monitoring tablet.



Only true safety events that deserve fleet attention get surfaced in our turnkey coaching workflow. Instead of wasting time coaching one event at a time, Fleets get a holistic view of who a fleet's best drivers are and who needs extra coaching. Motive automatically identifies these drivers and behaviors. Fleets can then easily coach those who need improvement virtually through the Driver App, or in-person using Coaching Sessions.

When accidents do happen, Motive leads the industry in accident detection. Motive automatically detects 99% of severe accidents and delivers HD footage within seconds to the safety manager. Fleets can quickly recover from collisions, helping injured drivers, countering false claims with video proof, and securing crucial data to speed up insurance and legal processes.

Video Quality

- Motive uses the highest performance AI processor for computer vision from Ambarella.
- Highest quality, ultrawide HD video: 1440p at 30 frames per second vs 1080p at 15 frames per second
- Configurable storage based on video quality: 45-235 hours with long-duration cloud recall options.
- Battery backup recording in case of power loss.
- Driver-centric with visual LED, privacy controls, and a quick capture button.

To provide fleets with complete visibility on the road, fleets can also live stream and recall video, with up to 60 minutes of timelapse video in a single request. Engine-off recording allows fleets to record up to 24 hours of video after a vehicle is turned off. Motive Face Match uses facial recognition AI to automatically identify drivers and assign vehicle activity, so fleets always know who's operating their vehicles. And to build trust with drivers, Driver Privacy Mode offers the flexibility to turn off the driver-facing camera when a driver is off duty or vehicle is stationary.

Motive customers prevent accidents through active coaching, reduce accident-related expenses, and reduce insurance costs.

Accidents reduced within 4 months of deployment.

57%

Reduction in accident-related costs

30%

Reduction in Insurance costs

21%

Motive Video System Hardware



Motive AI Dashcam: The Motive AI Dashcam helps drivers modify risky behaviors instantly. Powered by a cutting-edge AI processor and advanced computer vision algorithms, Motive has the fastest, most accurate AI dashcam. The AI Dashcam continually records capturing driving events providing in-cab alerts to help drivers improve behavior in the moment with industry leading accuracy. The Motive AI Dashcam comes in "dual facing" (driver and road) model (DC-54) and "road-facing" model (DC-53). The AI Dashcam supports Motive Driver Safety solution's event review, event exoneration, and driver coaching workflows (including self-coaching) to help drivers improve driving behaviors before accidents occur.

Technical Specs:

- 35+ types of events
- 35+ environmental condition tags
- Weight: 257 gm (9oz)
- Dimensions: 115 mm x 60 mm x 27 mm (4.53 in x 2.36 in x 1.06 in)
- Resolution: 1440p (Road-facing) 1080p (Driver-facing)
- Frame rate: 30 fps (Road-facing) 15 fps (Driver-facing)
- Field of view: 150° (Road-facing) 180° (Driver-facing)
- Low light video recording Up to 104 hours of camera storage
- Built-in Quick Capture button
- Video recall: Up to 3 minutes/ request (60 minutes with time lapse recall)
- In-cab audio recording and built in speaker
- Dash cam health data
- Automated collision reporting (FNOL)
- Live streaming & Live images
- Engine-off recording
- Driver Privacy Mode
- Powered through connection into Motive Vehicle Gateway



Motive AI Omnicam: Unlock 360° visibility with AI, and transform blind spots into insights. Regain time, control, and reduce accident costs by seeing more fleet operations. As part of the Motive safety platform, the AI Omnicam provides comprehensive coverage, including side, rear, passenger, and passenger monitoring so fleets can prioritize key tasks that require their attention. Reduce manual incident reviews, safety checks, and reporting.

Key Benefits:

- Instantly detect risk with the industry's most accurate AI
- Resolve disputes faster
- Maximize worksite safety
- AI detects risky behaviors like:
 - Unsafe lane changes.
 - Incorrect cargo loading.
 - Improper use of safety gear and heavy machinery.

Technical Specs:

- Dimensions: 3.23 x 3.23 x 2.64 in
- Weight: 1.12 lb.
- Resolution: 1080p
- Frame rate: 30 fps
- Shock rating: 50g
- Field of view: 170° (Diagonal), 144.2° (Horizontal), 77.6° (Vertical)
- Built-in storage: 50-200 hours of recording
- Built-in batter backup power
- Power Consumption when recording 4.7W (daylight) - 6.4W (nighttime recording)

Motive Solutions

Integrations

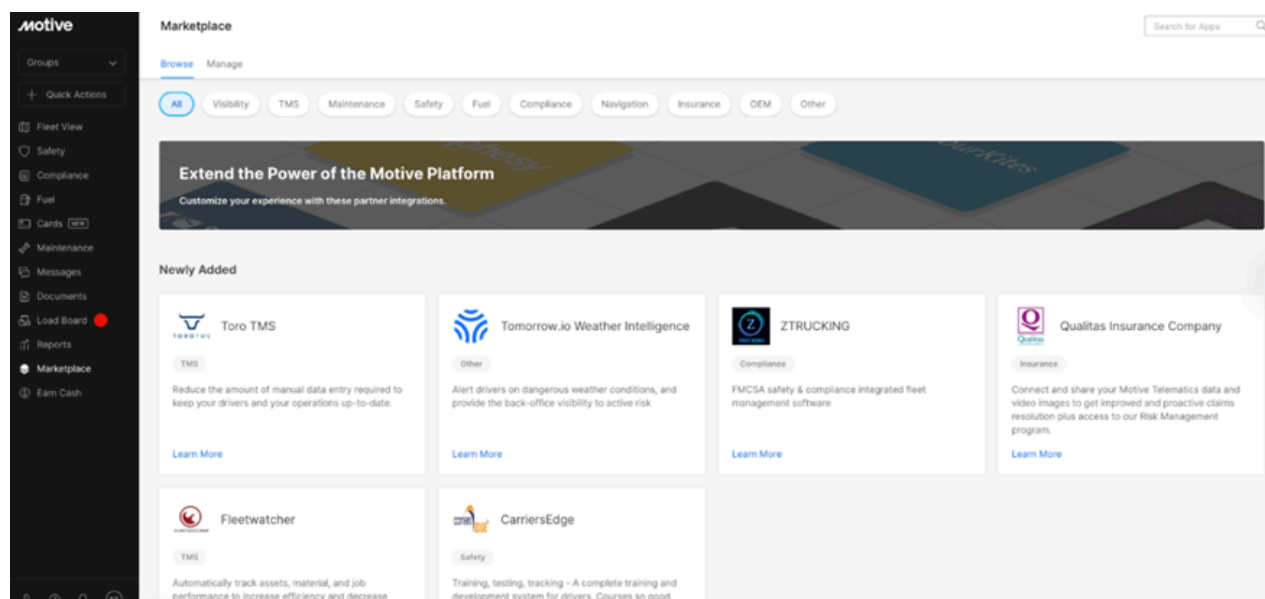
Motive's open API and prebuilt integrations paired with our team of Developer Advocates and Integration Specialists, will enable fleets to integrate Motive with their existing platforms, workflows, and operations.

Connect with our ecosystem of integrated partners

[App Marketplace](#)

Easily integrate with our partners to provide fuel, insurance, maintenance, safety, compliance, navigation, and more through Motive's robust App Marketplace.

Easily access and request connections within the Motive Dashboard:



Motive's Open API & Developer Advocacy

Integrate Motive with existing platforms, workflows, and operations. Our open API makes accessing and connecting to data easy.

- **Simple Set-up:** Easily generate an authentication key and leverage standard security protocols for authorization.
- **Code Samples:** Enable quick integrations with code samples in popular languages and a "try it" feature.
- **Metrics:** API usage metrics visible in Fleet Dashboard across a variety of strategic OOTB integrations.
- **Developer Tools & Support:** A developer advocacy team and educational guides support developer efforts throughout the integration lifecycle.

Custom Integrations

Motive's Professional Services team understands that every fleet's operations and workflows are unique. Many of our customers require custom integrations with "in-house" or "homegrown" applications. Our team of developer advocates are here to support our customers!

- Scoping out the specific data requirements, & direction of data flow
- Working with Motive's Product team if/when additional data points need to be developed within Motive
- Mapping end points through Motive's open API
- Ongoing development support throughout the integration lifecycle

Motive Data Bridge

Customers with large data sets within Motive need a solution for performing large scale data analysis.

Data Bridge gives customers the ability to access tables of data ranging from vehicles, to assets, to driver safety events. As Motive's data sets continue to expand we continue to release more functionality and access to data via this bridge.

Motive Data Bridge differentiates Motive as a truly data-centric vendor.

What's Included?

- Snowflake Data Access
- Snowflake Compute (non-snowflake customers)
- Data Partitioning
- Ongoing Query Support & Feature Enhancement

Reporting

Motive supports rich access to data and reporting through a variety of mechanisms.

1. We provide over 60 out of the box reports for insights on every aspect of fleet operations across Driver Safety, Fleet Management, Equipment Monitoring and Spend Management.
2. The Motive Professional Services Team will utilize the Motive Report Builder and partner with fleets to develop new custom reports that are unique to their operations.
3. Real time Data and insights from the Motive platform are available via API and pushed via webhooks for customers to pull data into their internal reporting infrastructure.
4. The Motive Data Bridge enables fleets to use Snowflake to access all their Motive fleet data directly and pull the data into their data warehouse and BI tools.

Technical Support

Our responsibility is to make it easy for customers to achieve their most aspirational business goals through Motive's suite of products and services.

From trial to implementation to ongoing partnership, HCAG members will have a deep team of professionals dedicated to fleet success.



Do you have questions about Motive Products or Services?

Help Center

- We have hundreds of articles and video tutorials on the help center, including resources in English, French, and Spanish.

Live Chat Available 24/7

- Motive Chat Assistant is the easiest and most efficient way to contact support when customers have a question or issue.

Customer Success

Motive's Customer Success Managers are obsessed with helping our clients extract value from Motive's market leading platform.

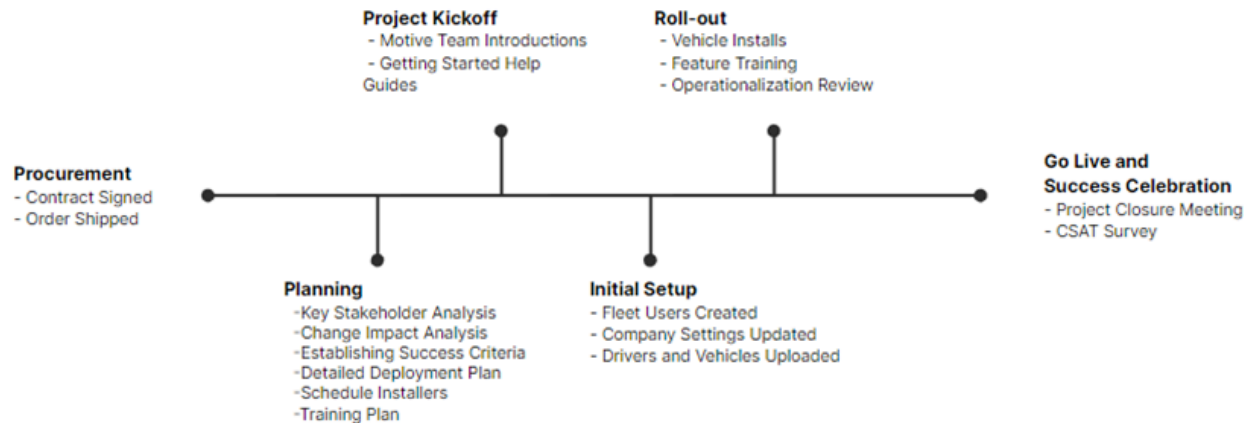
Your Success is Motive's Success:	
	Joint Success Planning A bespoke plan based on desired outcomes is created in partnership with our clients
	Product Adoption & Optimization Proactive outreach is conducted monthly with admins and power-users based on aligned goals from success planning
	Roadmap & Updates Proactively keep our clients informed of future roadmap and relevant updates to get the most out Motive
	Value Realization Produce and communicate value achievement through semi-annual business reviews
	Account Stewardship Main point of contact for account administration, questions, and any other needs that may arise

Along with having a dedicated Account Manager and 24/7 multi-channel support, Motive also provides a Success Manager to set fleets up for success and ensure a seamless experience from contract signing to being functional with Motive.

Installation

The Motive Implementation Team will work closely with the customer team on installation and implementation to ensure that fleets are successful with the initial roll out and with the ongoing management of Motive. Our team will help with initial setup of drivers, vehicles, and assets in the Motive platform, and provide comprehensive training.

We will work with HGAG members to develop a complete roll out plan for hardware installation. If a customer chooses the Motive Managed Install option, we will handle the hardware installation process end to end, in partnership with our third party install partners.



Training

Motive's Education Services provides an industry-leading, comprehensive offering that is complete with:

- High-quality multi-lingual training materials (English, Spanish, French)
- Skilled technical trainers
- Expert instructional designers
- Multi-Tiered Change Management techniques
- Train-the-Trainer
- Integration to internal LMS
- Training offered on the customer's schedule (Day, Night, Weekend classes available)
- Webinars
- Self-paced eLearning journeys
- Onsite / in-person Trainings
- Scalability to meet all of users' training needs