Xora GPS TimeTrack
from AT&T
Impact of Growing Mobile Employees

• 67% of organizations report a need for improved workforce productivity and utilization
  - Limited hiring plans increase pressure to do more with existing resources

• 53% of organizations report emphasis on field performance in support of revenue objectives
  - Organizations are looking for better control over employee and vehicle-related costs

- Aberdeen Group January 2011
Xora Solutions Deliver

“Location-based” applications deliver savings and efficiencies

- Reduce overtime by 13.4%
- Reduce fuel costs by 13.2%
- Reduce miles traveled by 19.2%
- Increase fleet productivity by 27.4%
- Improve workforce utilization by 26.1%
- Improve service response times by 23.8%

- Aberdeen Group March 2007
About Xora GPS TimeTrack

Xora is a global leader in GPS mobile enterprise applications that help organizations with mobile employees and vehicles in the field meet productivity and service goals.

Xora saves you money. Every day.
Proven History

Launched first Xora mobile applications in 2003

History of innovation
• First multi-carrier GPS App
• First location aware multi-media
• First in Android & Tablet support

Consistently delivers quantified value, rapid ROI
• Cloud-based infrastructure - lower overhead, fast to deploy
• Reduced fuel, mileage, labor costs
• Increased productivity, service levels, market insight

Largest installed base with over 16,000 organizations
Xora turns any mobile device into a productivity tool for your employees in the field that is powerful yet simple to use, can be up and running in minutes and is easy to buy.
Broad Device and Network Support

Standard Phones
Rugged Handsets
BlackBerry
Android
Tablet
Hard Mount In-Vehicle Solution

Features of In-Vehicle Solution:
- 4 switch inputs for monitoring activities such as ignition on, door open
- Light to medium duty vehicles
- Historical location tracking
- Geo-fencing and alerts
- Store and forward when out of coverage area

Potential Benefits:
- Increase productivity and accountability
- Reduction in fuel consumption
- Improved routing and service response
- Reduction in overtime
- Improved driver safety and compliance
Xora GPS Mobile Enterprise Applications

1. Mobile App
2. Cloud-Based Management
3. Back-Office Integration
Benefits Across The Mobile Organization

Mobile Employees
Use handheld or in-vehicle devices to collect and report data to in-house staff.

Operations and Dispatch
Access real-time and historical information to monitor and optimize operations.

Business & Finance
Exchange or connect to data to automate processes and analyze trends.
Integration

Pre-built Integrations
- No developer expertise needed
- Fixed functionality
- Supported Systems: ADP, Other payroll systems

Xora Data Shuttle
- Customer IT help required
- Other system must be open
- Client installed integration client
- Pre-built ODBC, flat file integration
- Customer ability to pull data locally into local system

Xora Web Service API’s (XAPI)
- Customer or Partner Developer Expertise Required
- Other system must be open
- Industry standard SOAP API’s
- Customer ability to pull data locally into any system

Cast Iron Middleware Integration (Coming Soon)
- Customer IT help required
- Other system must be open
- Pre-built templates with over 200 open systems
- Additional development and monthly fees apply
Easy to Calculate

GPS TimeTrack ROI Calculator
Enter your company’s values into the green boxes below.

<table>
<thead>
<tr>
<th>Mobile Workers</th>
<th>Office Workers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Employees</td>
<td>Number of Employees</td>
</tr>
<tr>
<td>25</td>
<td>4</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Annual Savings</th>
<th>Your company’s ROI</th>
<th>Typical ROI for a company your size</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overtime Reduction</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number of hours saved per week per employee</td>
<td>1</td>
<td>$1,000</td>
</tr>
<tr>
<td>Dollars saved annually</td>
<td>$25,000</td>
<td>$37,500</td>
</tr>
<tr>
<td>Paperwork and Data Entry Time Reduction by Office Workers</td>
<td>2</td>
<td>$2,000</td>
</tr>
<tr>
<td>Number of hours saved per week per worker</td>
<td>2</td>
<td>$2,000</td>
</tr>
<tr>
<td>Dollars saved annually</td>
<td>$6,000</td>
<td>$12,000</td>
</tr>
<tr>
<td>Human Error Reduction during Payroll Calculation</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>Human error factor (estimated average is 3%)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dollars saved annually</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fuel Savings - Mileage Reduction - Dispatch Efficiency</td>
<td>50</td>
<td>$1,000</td>
</tr>
<tr>
<td>Number of miles saved per week per worker</td>
<td>50</td>
<td>$1,000</td>
</tr>
<tr>
<td>Estimate the vehicle cost per mile</td>
<td>1.00</td>
<td>$1,000</td>
</tr>
<tr>
<td>Dollars saved annually</td>
<td>$62,500</td>
<td>$62,500</td>
</tr>
<tr>
<td>Revenue Increase - From Mobile Workers Due to Efficiency</td>
<td>50.00</td>
<td>$50.00</td>
</tr>
<tr>
<td>Average revenue per job or delivery</td>
<td>50.00</td>
<td>$50.00</td>
</tr>
<tr>
<td>Number of extra jobs or deliveries per week per worker</td>
<td>3</td>
<td>$3.00</td>
</tr>
<tr>
<td>Dollars saved annually</td>
<td>$187,500</td>
<td>$187,500</td>
</tr>
<tr>
<td>TOTAL ESTIMATED ANNUAL SAVINGS:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Costs</td>
<td></td>
<td></td>
</tr>
<tr>
<td>One Time Upfront Costs</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Handsets</td>
<td>$199.00</td>
<td>$4,975</td>
</tr>
<tr>
<td>Accessories - eg: Vehicle Battery Chargers</td>
<td>$19.99</td>
<td>$500</td>
</tr>
<tr>
<td>Xora GPS TimeTrack setup fee</td>
<td>$25.00</td>
<td>$625</td>
</tr>
<tr>
<td>Recurring Monthly Charges</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Data Plan</td>
<td>$15.00</td>
<td>$375</td>
</tr>
<tr>
<td>Xora GPS TimeTrack monthly cost</td>
<td>$94.99</td>
<td>$269,003</td>
</tr>
<tr>
<td>TOTAL ESTIMATED FIRST YEAR COSTS:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NET FIRST YEAR SAVINGS:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NET SAVINGS FOR SUBSEQUENT YEARS:</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Xora GPS TimeTrack
Real Time Visibility When You Need It

- Gain visibility with near real time information on workers, jobs and locations
- Automate and validate payroll with tamperproof electronic timecards
- Improve service levels with more informed and efficient job dispatch and management
- Collect better data from the field with electronic forms, signature and photo capture
- Get instant alerts on conditions that require immediate attention
- Generate powerful reports to help assess and improve operational performance
Employees: View Real-Time Status, Locations

<table>
<thead>
<tr>
<th>Stoplight</th>
<th>Name</th>
<th>Group</th>
<th>Status</th>
<th>Last Location</th>
<th>Location As Of</th>
<th>Pay Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Cathy S</td>
<td>Sales</td>
<td>Logged In</td>
<td>Travelling: 08:48 hrs. 105 E Hawthorne St Arlington Heights, IL 60004</td>
<td>04/20/2011</td>
<td>20</td>
</tr>
<tr>
<td></td>
<td>Cheryl D</td>
<td>Sales</td>
<td>Logged Off</td>
<td>Travelling: 00:01 hrs. 16451 Poplar St Alta Loma, CA 91737</td>
<td>04/20/2011</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>Chris D</td>
<td>Sales</td>
<td>Logged In</td>
<td>Travelling: 00:01 hrs. 16451 Poplar St Alta Loma, CA 91737</td>
<td>04/20/2011</td>
<td>44</td>
</tr>
<tr>
<td></td>
<td>Chris M</td>
<td>Sales</td>
<td>Logged In</td>
<td>Travelling: 00:01 hrs. 16451 Poplar St Alta Loma, CA 91737</td>
<td>04/20/2011</td>
<td>25</td>
</tr>
<tr>
<td></td>
<td>Eric S</td>
<td>Sales</td>
<td>Logged Off</td>
<td>Travelling: 00:01 hrs. 16451 Poplar St Alta Loma, CA 91737</td>
<td>04/20/2011</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>Jeff D</td>
<td>Sales</td>
<td>Logged In</td>
<td>Travelling: 00:01 hrs. 16451 Poplar St Alta Loma, CA 91737</td>
<td>04/20/2011</td>
<td>29</td>
</tr>
<tr>
<td></td>
<td>Jenay J</td>
<td>Sales</td>
<td>Logged In</td>
<td>Travelling: 00:01 hrs. 16451 Poplar St Alta Loma, CA 91737</td>
<td>04/20/2011</td>
<td>20</td>
</tr>
<tr>
<td></td>
<td>JS</td>
<td>Sales</td>
<td>Logged In</td>
<td>Travelling: 00:01 hrs. 16451 Poplar St Alta Loma, CA 91737</td>
<td>04/20/2011</td>
<td>7</td>
</tr>
</tbody>
</table>
Electronic Timecards: Automate Timekeeping and Payroll

Sample Construction Corp. TIME SHEET

Sample text:

1. Sample text: Description of the sample timecard.

2. Sample text: Additional information for the timecard.

Frank Jones
April 22, 2011
Google Maps:
View Details, Routes, Geofences
Jobs: Create, Dispatch and Monitor Progress

<table>
<thead>
<tr>
<th>New Job 8</th>
<th>Scott G</th>
<th>04/05/2011 06:00 PM</th>
<th>Assigned</th>
<th>Location: Dolce Hayes 200 Edenvale Avenue san Jose, CA 95136</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Job 9</td>
<td>Scott G</td>
<td>04/05/2011 06:00 PM</td>
<td>Retrieved</td>
<td>Location: Dolce Hayes 200 Edenvale Avenue san Jose, CA 95136</td>
</tr>
<tr>
<td>New Job 58</td>
<td>Satish H</td>
<td>04/25/2011 06:00 PM</td>
<td>Active (Start Job)</td>
<td>Location: New World HQ 1890 North Shoreline Boulevard mountain View, CA 94043</td>
</tr>
<tr>
<td>Smith Job</td>
<td>Cathy S</td>
<td>04/22/2011 12:00 PM</td>
<td>Completed</td>
<td>513 E Hawthorne St Arlington Heights, IL 60004</td>
</tr>
</tbody>
</table>
Forms: Collect Detailed Documentation, Intelligence

Barcode Scanning
Photo Capture
Signature Capture
Forms:
Increase Efficiency, Go Paperless

- Bank of America check
- Samsung phone displaying forms:
  - Expenses Form
  - Mileage Form
  - Odometer Form

Check Vitals
- Weight (lbs) (*):
- Body Temperature (*):
- Pulse Rate (bpm) (*):
- Blood Pressure (*):
- Respiratory Rate:
Alerts: Customize to Any Condition/Event, Deliver by Email

Create Alert

Enter a name and description. Check the "Active" box to enable.

Alert Name: Stop Over 2 Hours

Description:
This alert will trigger when a worker has been stopped for over 2 hours.

Active:

Event Type: Stop/Travel Event
* Required

Start/stop travel
Enter/leave location
Hours near overtime
Job exceeds time limit
Speeding
Extended Stop
Start/End Shift

TimeTrack Alert: Michael Barry is about to enter overtime.
Reminder: 3m6g cont'd @ Thu Apr 21 3pm - 5pm (beeswar@ver...
Reports: Analyze and Optimize Performance

Worker Daily Timesheet

Groups: CENTRAL, GREAT LAKES
Time Period: 3/15/07 12:00 AM to 3/15/07 11:59 PM

<table>
<thead>
<tr>
<th>Start Time</th>
<th>Departure Time</th>
<th>Type</th>
<th>Name</th>
<th>Address</th>
<th>Stop Duration</th>
<th>Travel Distance</th>
</tr>
</thead>
<tbody>
<tr>
<td>03/15/07 08:23 AM</td>
<td></td>
<td>Login/Logout</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>03/15/07 08:29 AM</td>
<td>03/15/07 08:29 AM</td>
<td>Stop - Prohibited - Employee Home</td>
<td>Frank Cartright Home</td>
<td></td>
<td>00 min</td>
<td></td>
</tr>
<tr>
<td>03/15/07 08:29 AM</td>
<td></td>
<td>Start Shift</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>03/15/07 09:29 AM</td>
<td>03/15/07 10:25 AM</td>
<td>Stop - Prohibited - Employee Home</td>
<td>Frank Cartright Home</td>
<td></td>
<td>00 min</td>
<td></td>
</tr>
<tr>
<td>03/15/07 10:35 AM</td>
<td>03/15/07 11:18 AM</td>
<td>Stop - Job</td>
<td>01805-358729</td>
<td></td>
<td>00 min</td>
<td></td>
</tr>
<tr>
<td>03/15/07 11:34 AM</td>
<td>03/15/07 12:28 PM</td>
<td>Stop - Location - Client</td>
<td>Lee</td>
<td></td>
<td>00 min</td>
<td></td>
</tr>
<tr>
<td>03/15/07 12:32 PM</td>
<td>03/15/07 01:11 PM</td>
<td>Stop - Location - Client</td>
<td>Saunders</td>
<td></td>
<td>00 min</td>
<td></td>
</tr>
<tr>
<td>03/15/07 01:19 PM</td>
<td>03/15/07 01:37 PM</td>
<td>Stop - Unknown</td>
<td></td>
<td></td>
<td>00 min</td>
<td></td>
</tr>
<tr>
<td>03/15/07 02:18 PM</td>
<td>03/15/07 03:59 PM</td>
<td>Stop - Location - Client</td>
<td>Carl</td>
<td></td>
<td>00 min</td>
<td></td>
</tr>
<tr>
<td>03/15/07 04:15 PM</td>
<td>03/15/07 04:50 PM</td>
<td>Stop - Location - Company</td>
<td>Company Location</td>
<td></td>
<td>00 min</td>
<td></td>
</tr>
</tbody>
</table>

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Cross-Industry Success

Xora saves you money. Every day.

Public Sector

Construction

Retail and Consumer Package Goods

Communications

Utilities

Home Healthcare

Field Services

Transportation
Interested in learning more? 
Resources:

Contact your AT&T Representative

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or Call:

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SMART is The Small Business Mobile Application Recommender Tool, it is feature-rich and allows the user to find the right mobile applications based on specific needs.

- Recommends apps based on industry, function and device
- Learn how mobile apps can help your business
- Recommendations are tested and certified on the AT&T wireless network

www.att.com/smart
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AT&T is committed to small business with unique savings

AT&T Mobile Business Agreement and AT&T Exclusively Business provide savings and benefits:

- Discounts for business lines and qualified personal lines for employees
- Waived activation fees for corporate responsibility users
- 24/7 customer support
- Dedicated Customer support & Business Account Managers

AT&T makes it easy to find and deploy the right solutions

Contact your AT&T Representative

**DEFINE**
- Wireless Strategy workshop
- Business Process analysis
- Vertical / Horizontal IP
- Mobility value framework

**DESIGN**
- Technical Requirements
- Partner Qualification
- Solution architecture
- Pilot/ROI design/process

**DEPLOY**
- Partner Coordination
- Rollout Troubleshooting
- Project Management
- Deployment Tools

**SUPPORT**
- Post Deployment Support
- Tracking/Reporting/ROI
- Capability Expansion

**BIG RESULTS**
Questions?
Thank You

Rethink Possible