

EROAD

**'See the forest through the trees'
Using innovative technology**



Western Region Council on Forest Engineering Seminar

Soona Lee, Regulatory Compliance Manager | *January 2017, Eugene, OR*

eroad.com



Overview



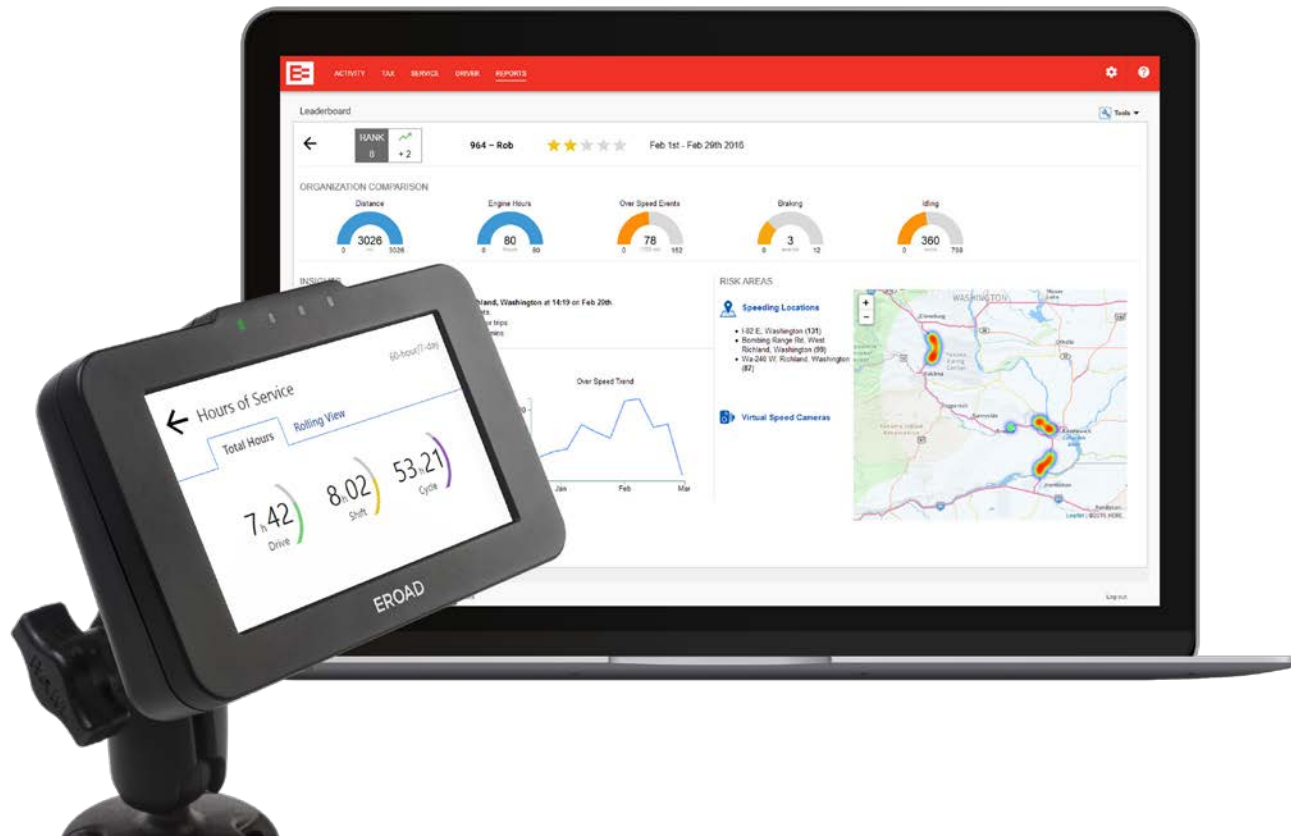
- About EROAD
- EROAD Solution
- Value to carriers in forestry & logging industry
 1. Safety
 2. Administrative efficiency
 3. Less tax



About EROAD



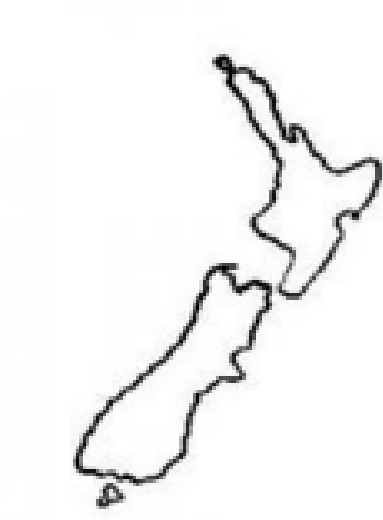
We manufacture and develop our own hardware and software to provide electronic tax, compliance and commercial services for the transport sector



We are a global technology company



- Founded in 2000
- We manufacture and develop our own hardware and software in NZ
- US headquarters in Tualatin, OR
- We provide local customer support and services





1st
GPS-based
Road Charging System



Secretary of State Audit Report

Kate Brown, Secretary of State

Gary Blackmer, Director, Audits Division



ODOT: Automating Weight-Mile Tax Collections Can Benefit the State and Commercial Motor Carriers



KATE BROWN

Governor of Oregon

(former Oregon Secretary of State)

"This is a great example of how state auditors can help government and business use cutting edge technology to save money and improve performance."

Independent audit found

- Accurate and reliable WMT information and calculation
- Secure and stable system
- EROAD data and reports more reliable than paper



EROAD Solution



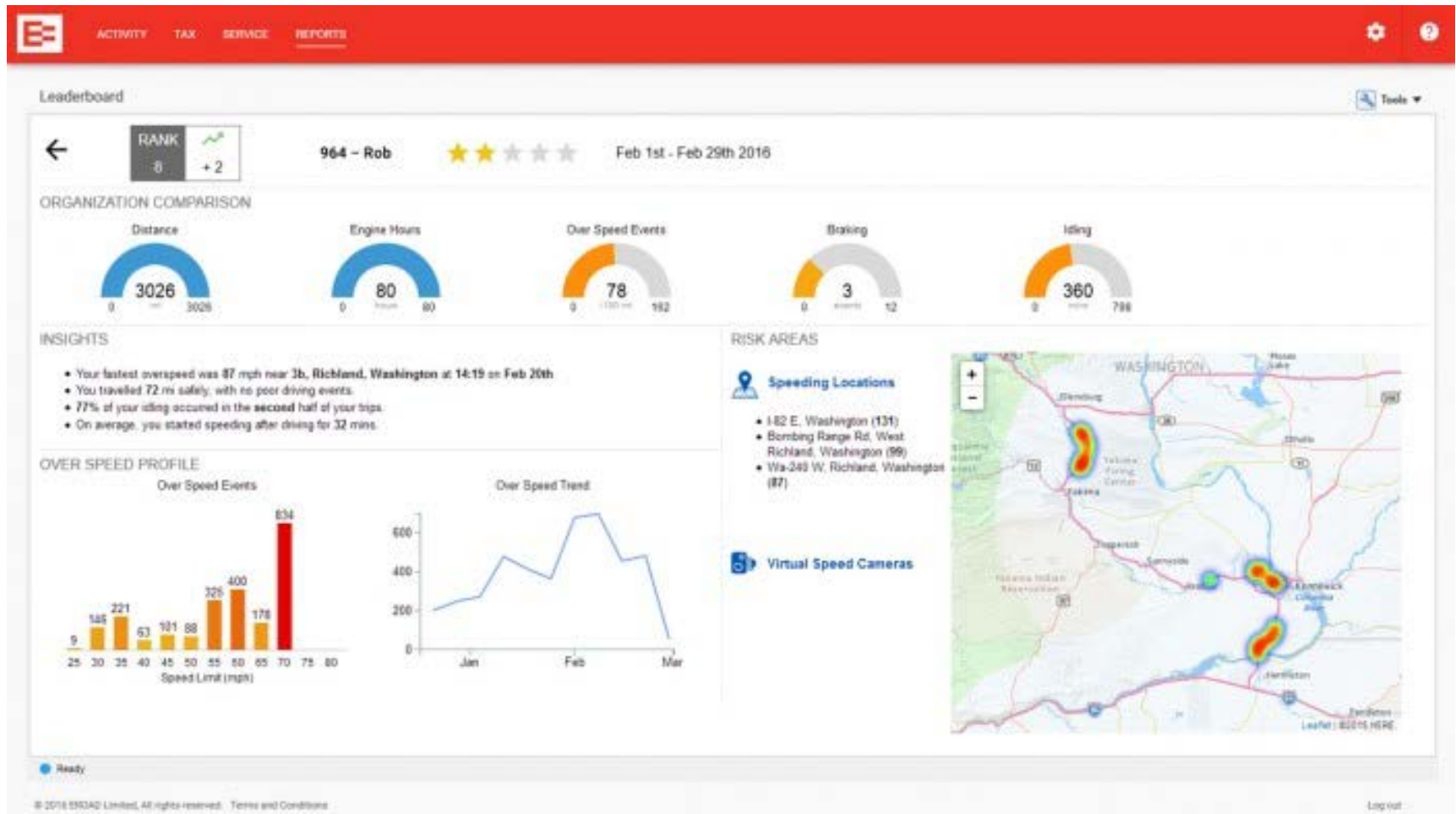
We provide multiple applications on a single platform to provide the best return on investment for our customers.

Tax Management	Compliance	Commercial
<ul style="list-style-type: none">• Electronic record keeping• Electronic tax management• Configuration management• Exempt miles• IFTA easy file• Payment gateway• Permit management• Off highway fuel usage report	<ul style="list-style-type: none">• EROAD Electronic Logging Device (ELD)• DVIR• Service Module• Leaderboard• Driver insight	<ul style="list-style-type: none">• Fleet tracking• Idle report• Fuel report• Messaging• Overspeed dashboard• EROAD share• Virtual speed camera• Truck map layer• EROAD asset tracker• Geofence activity• API

Value to carriers in the logging industry



Driver behavior data and analytics



= Safer driving



Organizations that use EROAD's driver behavior analytics have 38% fewer speeding events than organizations that don't view them at all.

SPEEDING FREQUENCY EVENTS PER 100 MILES

- Engaged with Driver Analytics
- Unengaged with Driver Analytics

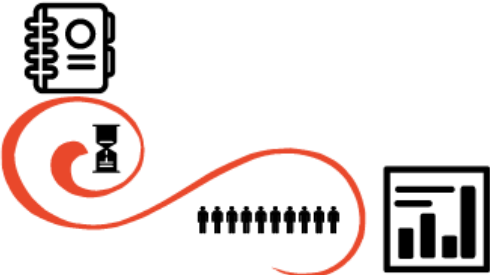


Speeding Frequency
↓ 38%

Manual tax filing can be administratively costly



1. Recordkeeping



2. Reconciliation

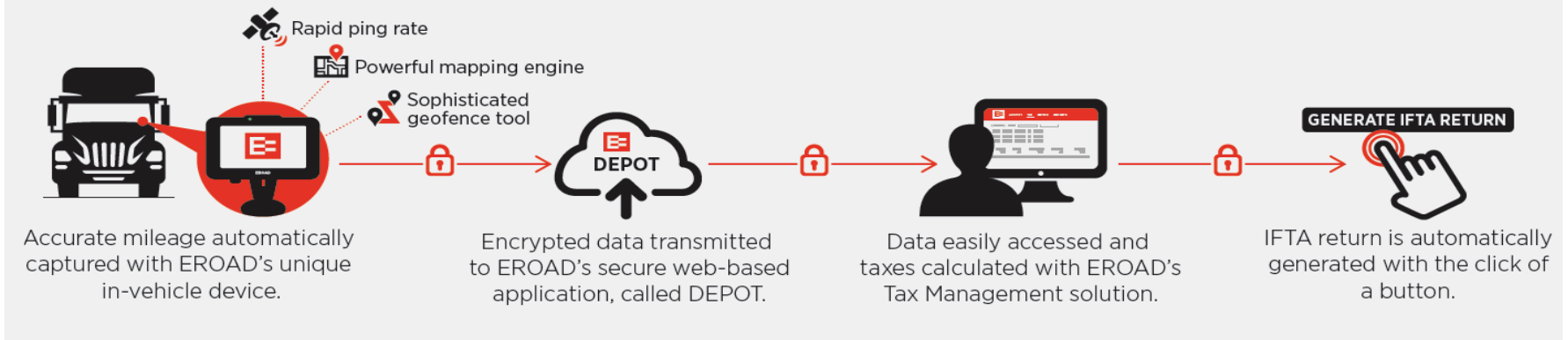


3. Filing

EROAD streamlines the tax filing process



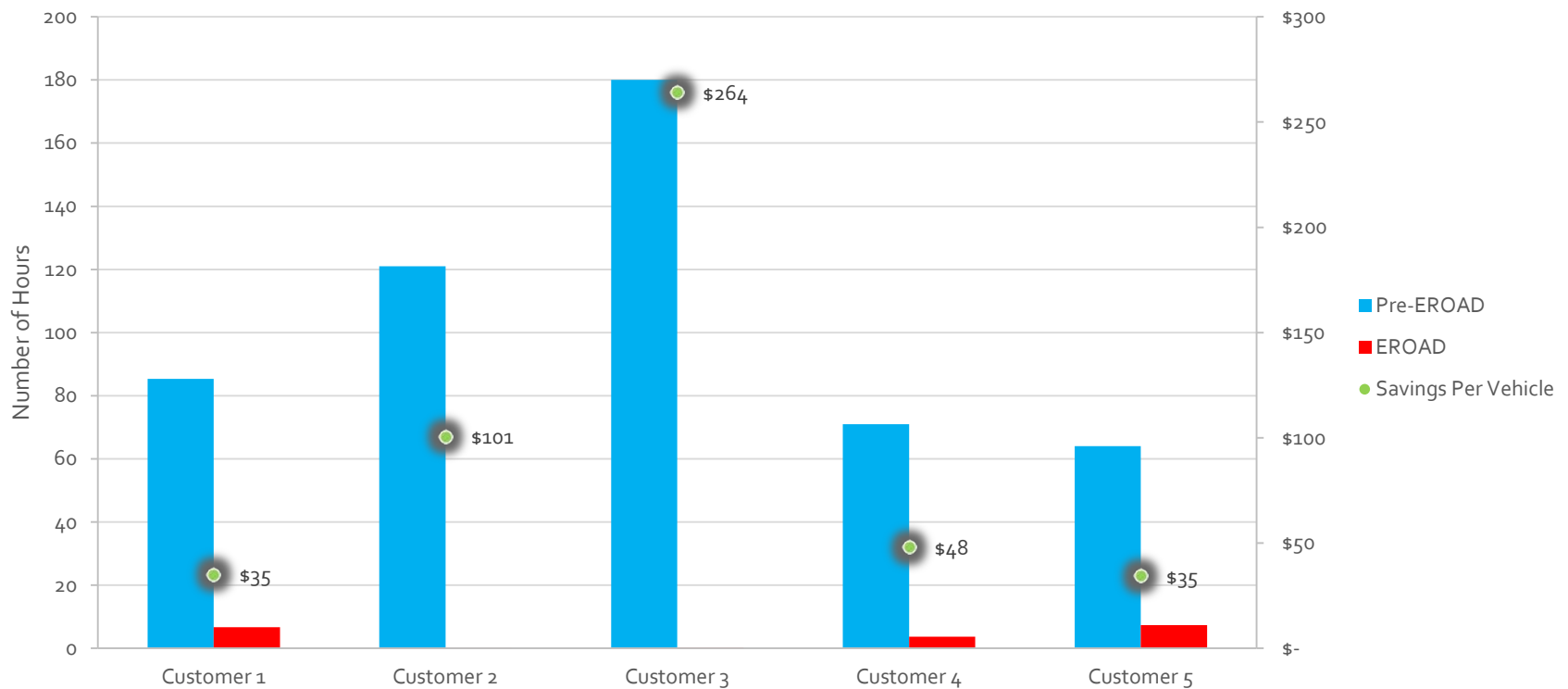
How Easy File Works



= Administrative savings



- Survey of EROAD customers on number of hours spent on tax filing pre-EROAD and after EROAD solution was implemented.
- Customers with varied fleet sizes and internal processes. However, all reported a significant reduction in number of admin hours spent on tax filing.



Capture exempt miles traveled



ACTIVITY TAX SERVICE DRIVER REPORTS EROAD Sales Team US

IFTA Exempt Trips

Vehicle: Nick Plate: 1NICK1
Saturday, December 3, 2016 IFTA License: WA-56789
Exempt Distance: 1.67 mi

Trip	State	Road Type	Exemption Type	Fuel Type	Start	End
0.41 mi	IDAHO	OFF_HIGHWAY	Map data	Diesel	46,394.01 mi 12/03/2016 09:41 Near Paddock Ave, Weiser, Idaho	46,394.42 mi 12/03/2016 10:18 Near W Indianhead Rd, Weiser, Idaho
0.17 mi	IDAHO	PRIVATE_ROAD	Geofence	Diesel	46,396.65 mi 12/03/2016 10:22 The Ranch	46,396.82 mi 12/03/2016 11:10 The Ranch
0.28 mi	IDAHO	OFF_HIGHWAY	Map data	Diesel	46,402.66 mi 12/03/2016 15:04 Near Paddock Ave, Weiser, Idaho	46,402.95 mi 12/03/2016 15:43 Near Paddock Ave, Weiser, Idaho
0.17 mi	IDAHO					

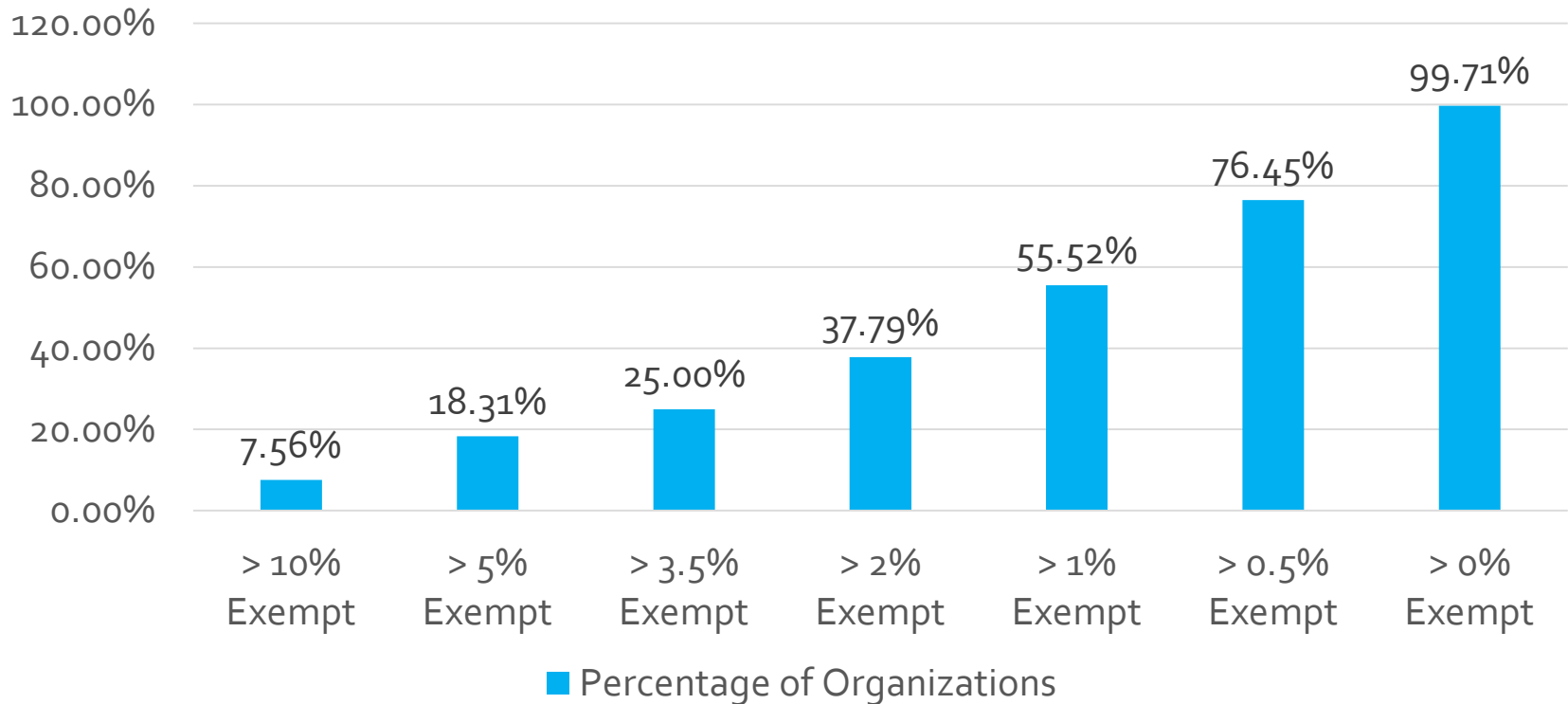
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Brittany Clark | EROAD | Log out

= pay less tax



- Average Exempt Mileage Percentages of EROAD customers
- Large majority of the carriers within the '>10% exempt' group are forestry and logging carriers



Questions or comments?



THANK YOU

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