

**Holman** — Driving What's Right

A photograph of a person driving a car, with a laptop open on the dashboard. The scene is captured from the driver's perspective, showing the steering wheel and the road ahead. The lighting is warm, suggesting a sunset or sunrise. The text '2023 CIPMM' is overlaid in blue on the left side of the image.

**2023 CIPMM**

# Fleet Management Workshop

**Holman**  
Driving What's Right

# Charged Up

Preparing Fleet,  
Drivers & Facilities  
for EVs

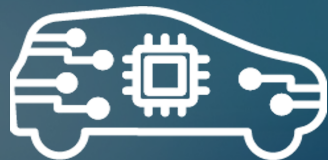
# Holman

Driving What's Right



Data Silos  
& Disjointed  
Decision  
Making

Combined  
Telemetry  
& Data



Job-fit  
Conversation  
is Entirely  
Different

Vehicle  
Application  
Consulting



Unknown  
Energy Risk  
& Lack of  
Monitoring

Energy  
Management  
Solutions



# EV Products & Features

## HOME CHARGING

### Asset Focused

- ✓ Supply chain oversight
- ✓ Administration relief
- ✓ Avoid charging downtime
- ✓ Charging fraud protection

## DRIVER REIMBURSEMENT

### Driver Focused

- ✓ Monitoring of energy utilization
- ✓ Timely driver repayment
- ✓ Streamlines EV Fuel expense
- ✓ Customized to customer's needs

## DEPOT MANAGEMENT

### Central Depot

- ✓ Depot data aggregation
- ✓ Monitor depot energy throughput
- ✓ Manage charging behaviors
- ✓ Monitor charger uptime and faults

## EV CONNECTIVITY

### Vehicle Focused

- ✓ Vehicle data aggregation
- ✓ Manage charging behaviors
- ✓ Monitor state of charge
- ✓ Monitor charging location

## PUBLIC CHARGING

### Charging in the Wild

- ✓ Access to public charge stations
- ✓ Fraud avoidance & charge activation through Driver App
- ✓ Bills through as an Electric fuel transaction

## WORKPLACE CHARGING

### Office Supplement

- ✓ Charger data aggregation
- ✓ Monitor charger energy throughput
- ✓ Allows workplace charging perk for employees

## EV DRIVER TRAINING

### Driver Focused

- ✓ Informs drivers of EV safety training
- ✓ Educates drivers on proper charging behaviour
- ✓ Encourages behaviors to maximize EV battery range



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# EVs in Insights

## KEY HIGHLIGHTS

- These screens are LIVE in Insights!
- Charge Session data captured for both vehicle and charger.
- Home Charging Driver Reimbursement!
- Single pane view into your entire fleet, EV and ICE!
- Public Charging Access and Payment in the Holman Driver App!

The screenshot displays the Holman Insights web application interface. At the top, the navigation bar includes 'Holman | Insights', a user profile 'Welcome, NATE LYALL', and various utility icons. Below the navigation bar, there are tabs for 'DASHBOARDS', 'QUICK SEARCH', 'FAVORITES', 'SAVED SEARCHES', and 'SUPPORT CENTER'. The main content area is divided into several sections:

- Vehicle Charging:** A section with a 'Fleet Makeup' header and a table listing vehicles. The table has columns for 'Client' and 'Detail'. One entry is visible: Client '5CT7', Detail 'GEO TAB'.
- Charger Locations:** A section titled 'The physical location of each of the chargers'. It features a map with 'Map' and 'Satellite' views. A specific charger location is highlighted with a red heart icon.
- Find Charging Stations (Mobile App):** A hand holds a smartphone displaying the 'Find Charging Stations' app. The app shows details for a charging station in 'WILLINGBORO TOWNSHIP':
  - Distance: 10.6 mi, 17 mins
  - Ports: 4 ports that support Level 2 charge type
  - Status: 3 Available, 1 Busy
  - Hours: Tuesday 17:00-24:00, Wednesday 17:00-24:00, Thursday 17:00-24:00, Friday 17:00-24:00, Saturday 00:00-24:00, Sunday 00:00-24:00, Monday 17:00-24:00
  - Phone: +1 888-758-4389
  - Address: 1 REV DRIVE M L KING JR. DRIVE, WILLINGBORO, NJ 08046
  - Available Ports: Two Level 2 charging ports (PORT 1 and PORT 2), each 27 A, 6.5 kW, with EV PLUG (J1772). Both are marked as 'Available' and '6 days ago'.
  - Additional info: Level 2, PARKING 0, USD PER HOUR FOR...
  - Buttons: 'StartCharge' and 'Download'.
- Electrada Lab Details:** A section titled 'A summary of all of the charger additional details about the cha...'. It includes a 'Show 10 entries' dropdown and a table of charger details with columns for 'Charger Name' and 'Status'. Visible entries include 'SOLUTION LAB RHOMBUS 60KW', 'RHOMBUS DEARBORN TEST CH...', 'ENELX', 'LITE-ON IC80', and 'LITE-ON SC80 #1'.
- Line Graph:** A line graph showing energy usage in KWH over time. The x-axis shows dates from May 22 to Aug 22. The y-axis shows KWH values. Data points are: May 22 (81.52), Jun 22 (16386.03), Jul 22 (15803.95), and Aug 22 (1480.85).
- Table:** A table with columns 'Battery Type' and 'Battery Capacity'. The entry is 'LITHIUM ION' with a capacity of '62'.

# Call To Action

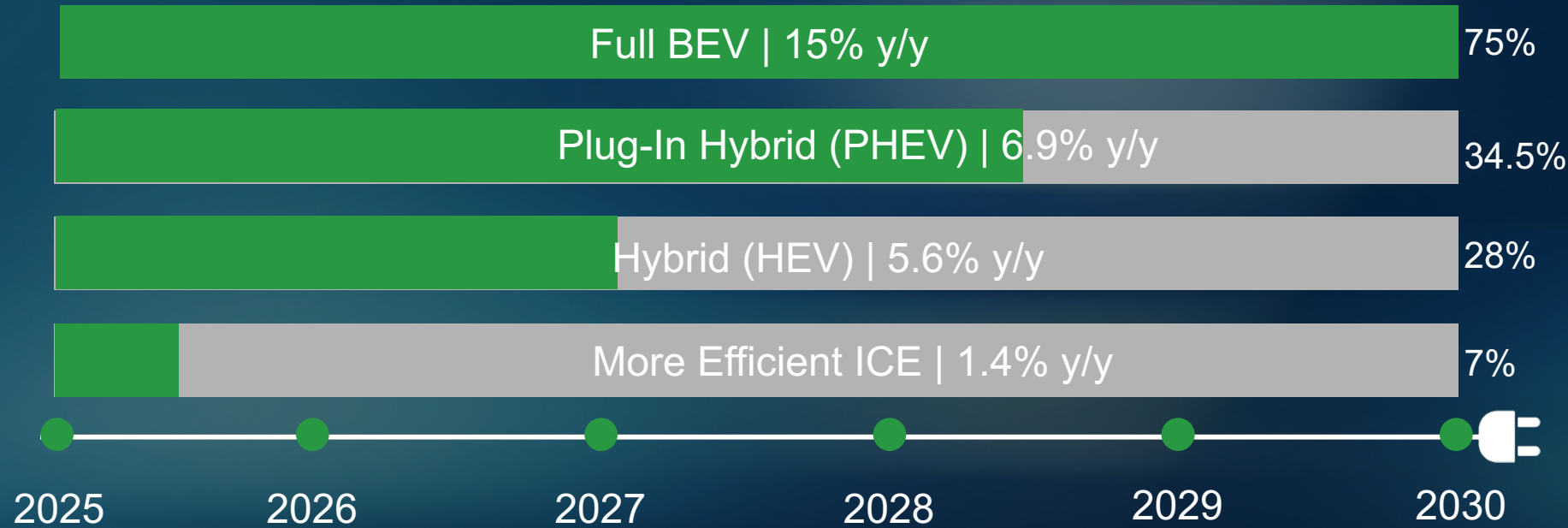
1,000 units - SUV's

15% annual replacement

30,000 annual km

25 MPG base

50% Reduction by 2030





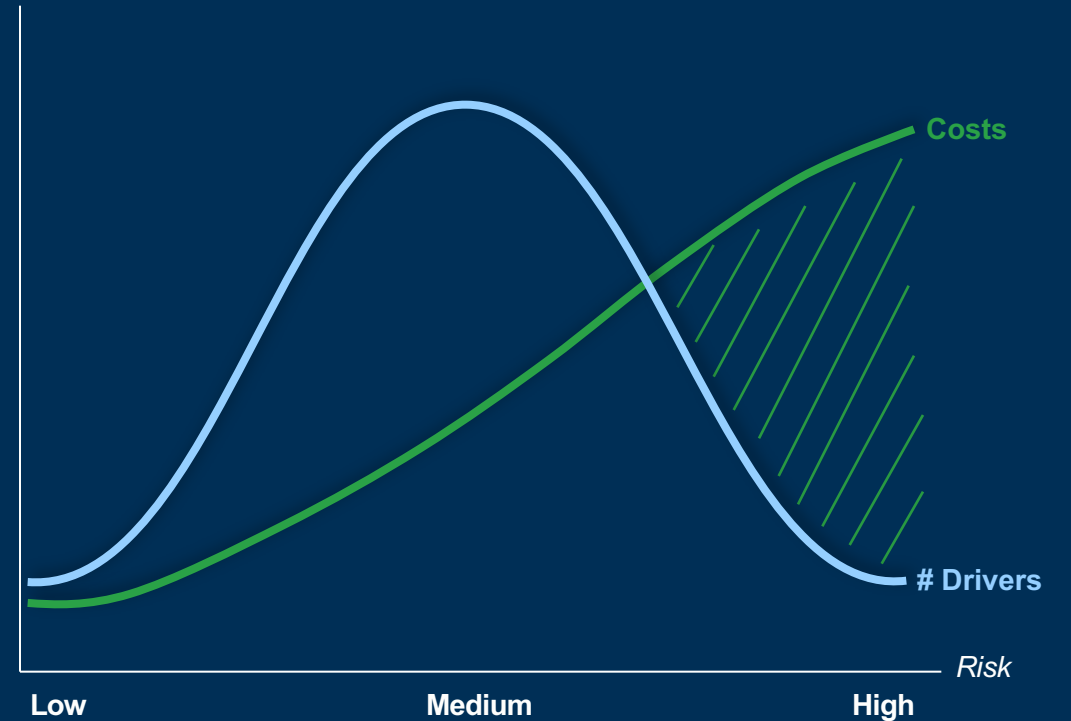
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# Productivity & Safety Through Technology



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# Impact of Driver Behaviour



# Holman Driver Improvement Solutions



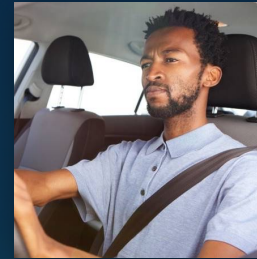
## PRE-HIRES

- ✓ MVR



## NEW HIRES

- ✓ Custom Policy Module
- ✓ Driver Skills Assessment
- ✓ Personalized Online Training



## QUALIFIED DRIVERS

- ✓ MVR Monitoring
- ✓ Telematics
- ✓ Refresher Training

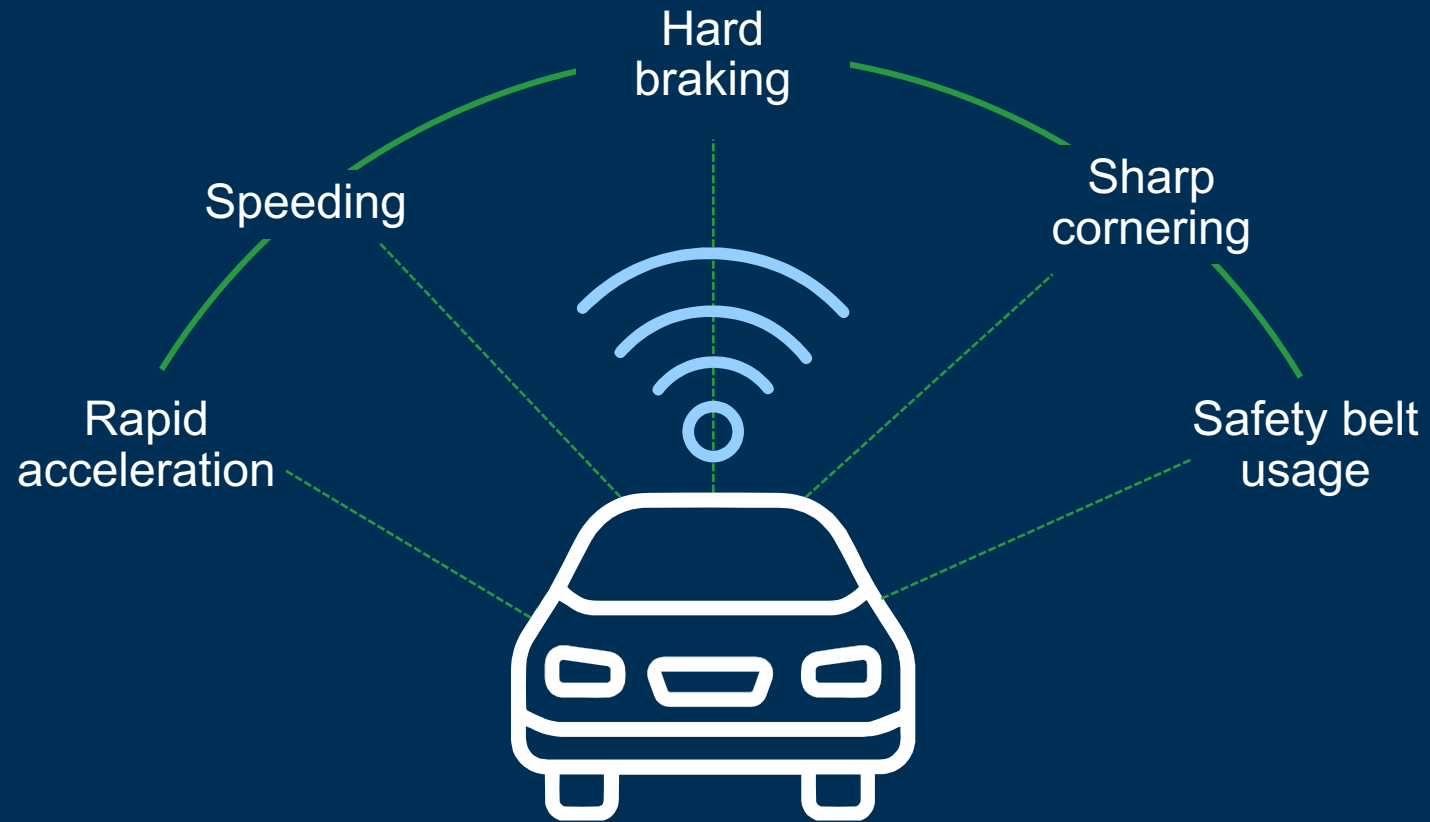


## RISKY DRIVERS

- ✓ Remedial Training

✓ Driver Scorecard | ✓ Dashboard KPIs & Alerts | ✓ Compliance Reports

# Telematics & Driver Behavior



# Holman Driver Safety Scorecard



Accidents      Telematics      MVR      Violations      Training

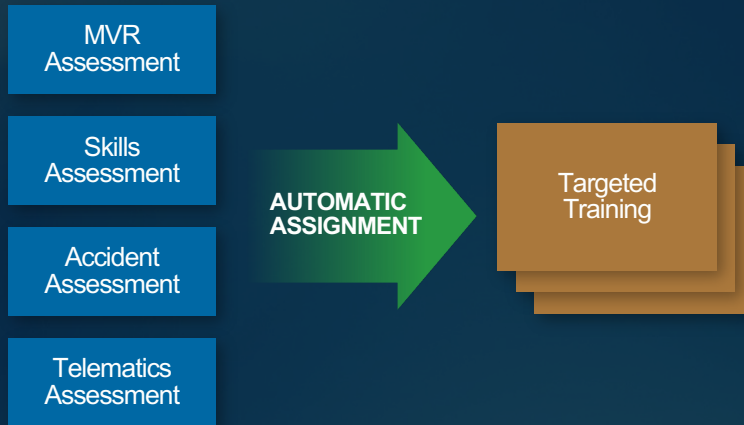
COMPREHENSIVE MEASUREMENTS

Get a complete picture of driver behavior  
Identify risky behavior before an incident occurs

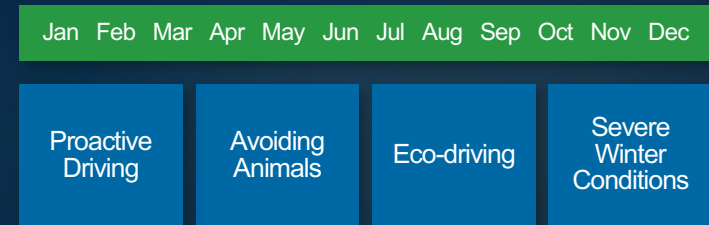


# Driver Training Modules

## EVENT TRIGGERED



## SCHEDULED



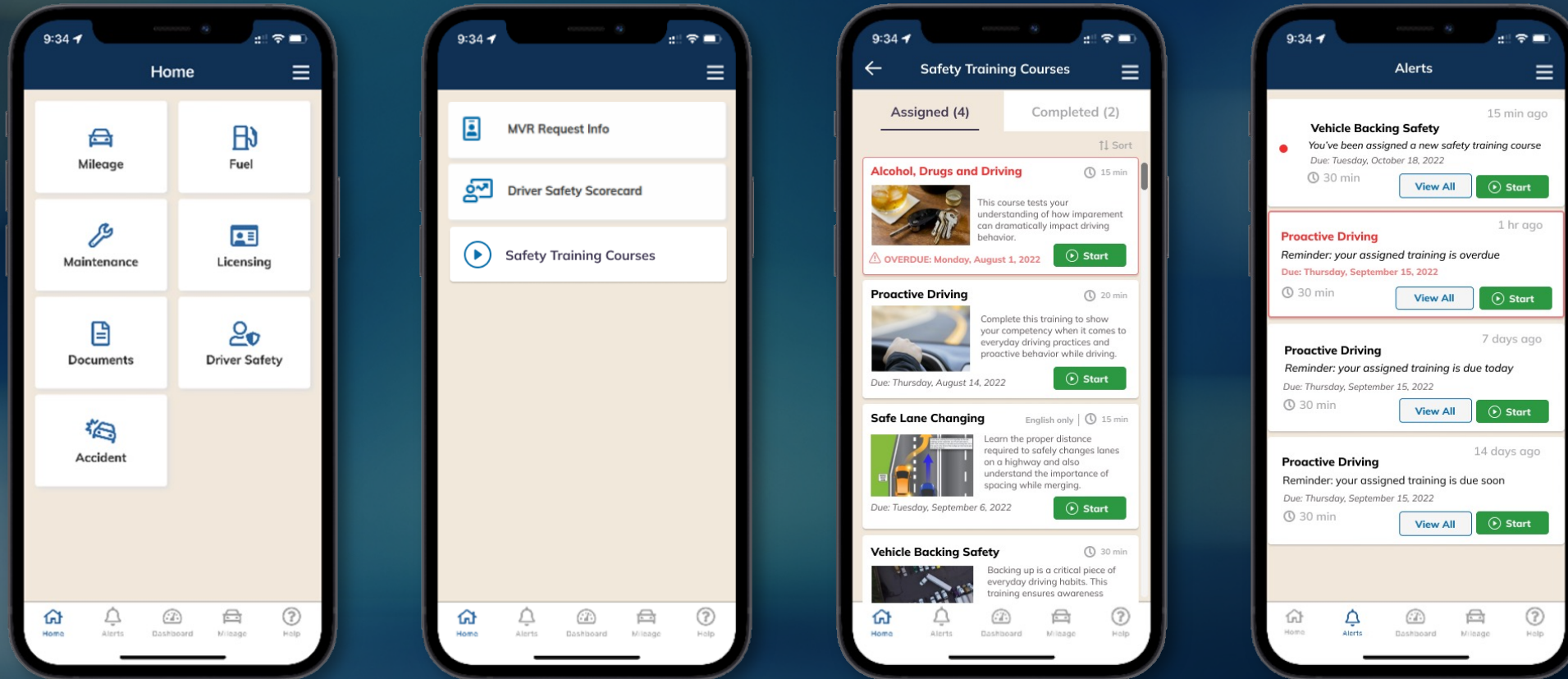
## NEW DRIVER

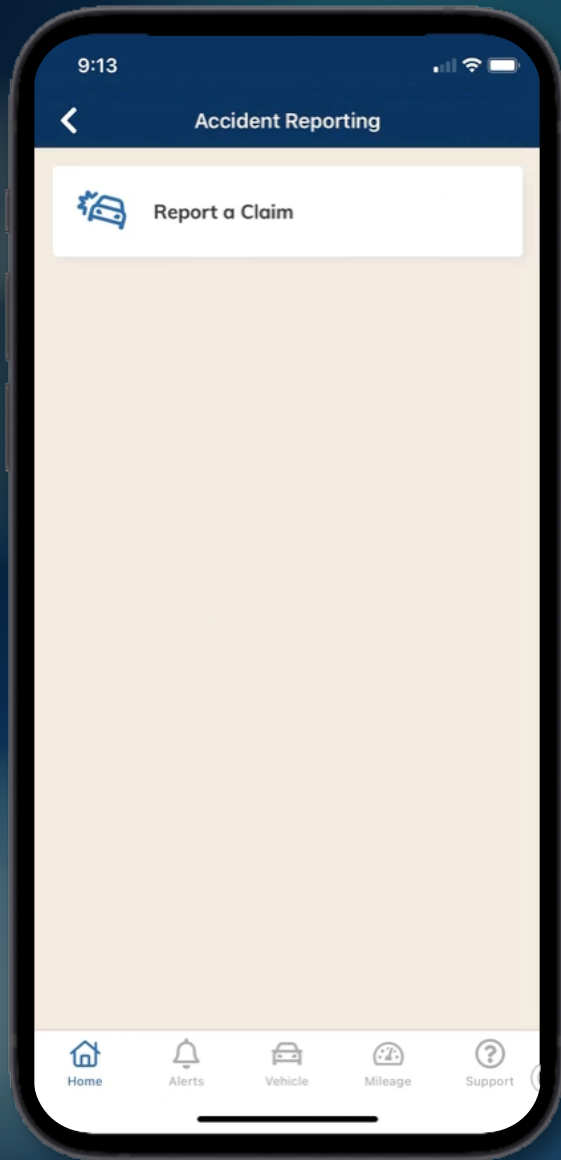


## AD HOC



# Driver Training Mobile App





# Holman Mobile Accident Management

**AVAILABLE NOW**

Simple & Easy to use Accident Reporting

Expedites the claims process and is fully integrated into Holmans Accident Management Department

Image Capture for Reporting and Management

Over 3000 claims submitted in the last 12 months

# Telematics based Trip Log

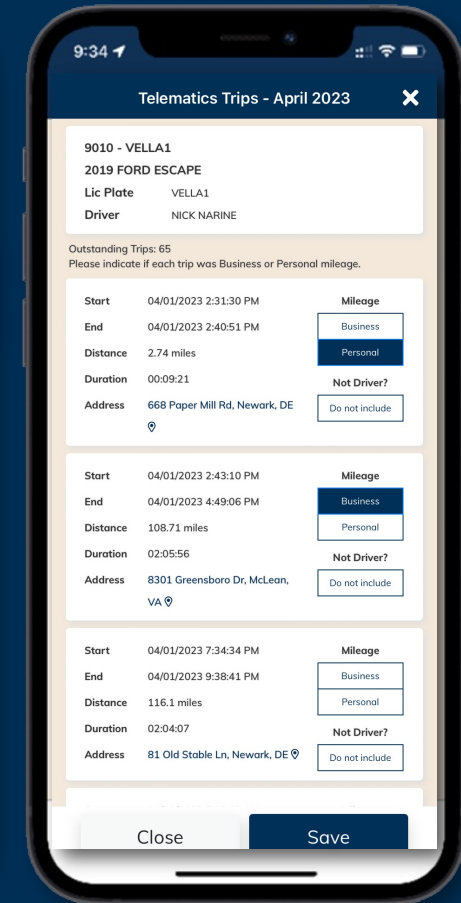
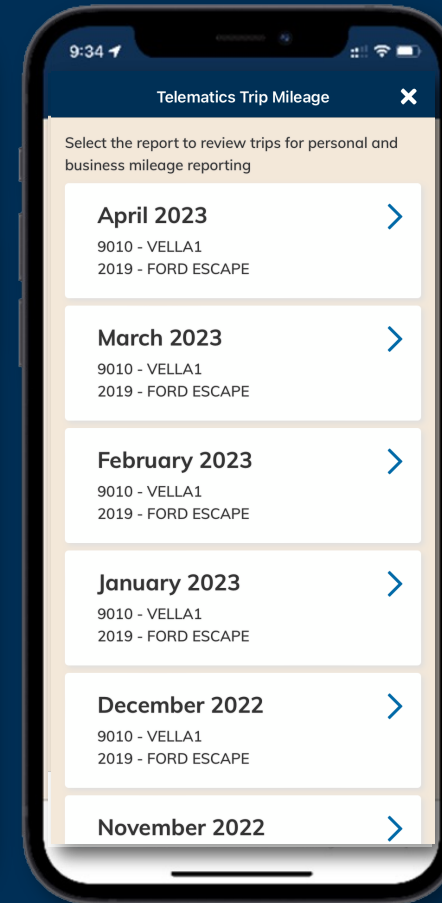
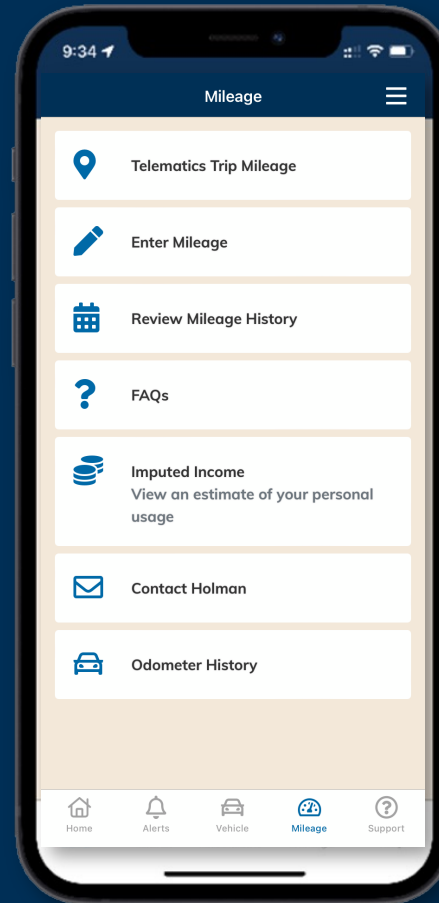
## Q4 AVAILABILITY

Expedite Mileage Entry by incorporating telematics-based Trip Tracking

Telematics Trips created in Realtime

Simple to use business vs personal input system with exclusions

Integrates right into our mileage systems for end of year taxable benefits



# Fleet Management Tools



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# Insights Support Center

## KEY HIGHLIGHTS

Customer Facing CRM

100% Task Visibility throughout the process

Guided Actions for Over 100+ Fleet Use Cases

Simplified Insights Usage Model

Simplified Task Delivery

The screenshot displays the Holman Insights Support Center interface. At the top, the navigation bar includes the Holman logo, the word 'Insights', and user information 'Welcome, GREG RAVEN'. Below this, there are menu items for DASHBOARDS, QUICK SEARCH, LANGUAGE, FAVORITES, SAVED SEARCHES, and SUPPORT CENTER. A secondary navigation bar lists various service areas: Search, Vehicles, Driver, Ordering, Reporting, Analytics, Communication, Telematics, and Insights Pages.

The main content area shows a request titled 'Lookup Fuel PIN'. The status is 'Resolved (No further action required)'. The request details include: Request ID: 221, Submitted Date: 03/09/2022, and Last Updated: 06/14/2022. The 'Details' section provides information about the request: Category (Fuel), Subcategory (Card Management), Concern (Lookup Fuel PIN), Card Type (Wex Millennium), First Name (Dave), and Last Name (Smith). The 'Notification Settings' section allows users to opt-in to receive updates via SMS Text Messages (856) 220-5751 or Email (GREG.RAVEN@HOLMAN.COM). The 'Communication' section is partially visible at the bottom.

Annotations on the screenshot include: 'Case Visibility' pointing to the request title, 'Smart Search' pointing to the search bar in the 'Your Requests' section, and a blue bracket highlighting the request numbers 203, 221, 527, and 528 in the 'Your Requests' list.

# BETA Stats | By the Numbers

## BETA Stats| By the Numbers

**5,641** Support Center Views

**3,462** Support Center Activity

**2,909** Automated Resolutions

**2,570** Deflections

“This looks really good and is what we’re looking for in 2023. Well done putting this together.”

- Major Telecom Company

“Thank you, this is exactly what we’ve been looking for, we can’t wait to get in and use the system.”

- Class I Railroad

“We love the dashboard functionality and the step out of email. Look forward to working with Holman on this.”

- Food Services Company

# Holman

## Fleet Manager Mobile App

Beta Launch

### What's included?



Fleet Feed



Support Center  
Integration



One Click  
Transactions



Dashboards

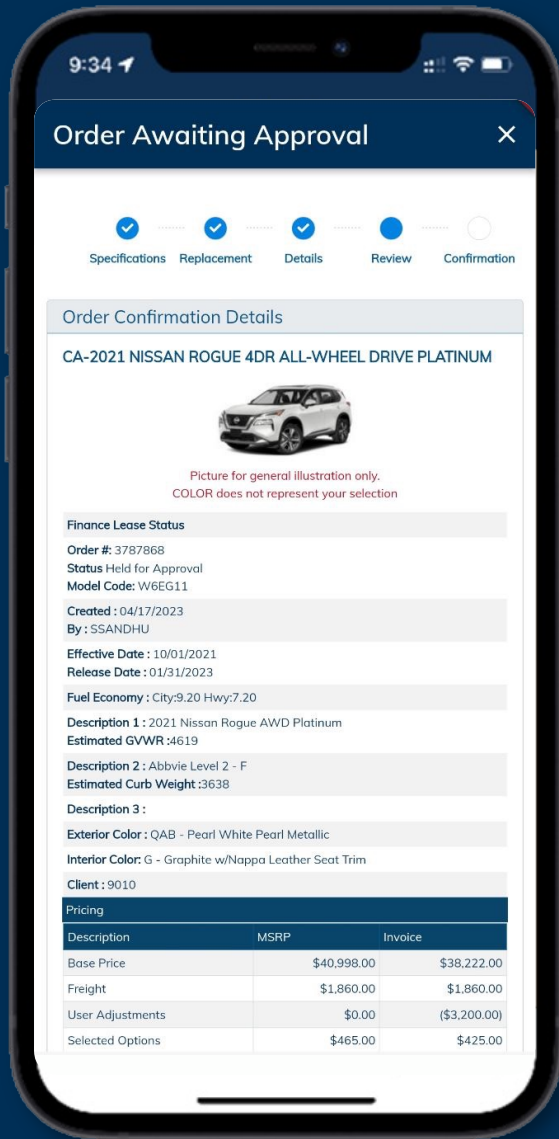


News



Priority  
Alerting





# Holman Fleet Manager Mobile App

Beta Launch

Contextual Feed Experience Utilizing Your Data

## Data Analysis

Data Spikes  
Change Points  
Anomaly Detection

## News

Industry News  
Holman News

## Mobile Feedback

Pinned Items  
Unfollowed Items  
Items Actioned  
Viewed Items

## Transactions

High Priority  
Monitored Data

## Usage Analytics

What pages do you visit?  
What dashboard items do you use?



Combined, Weighted,  
Analyzed and displayed  
via our Fleet Feed

# Analytics



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# FLEET : Order To Delivery Model

**INPUT:**  
New Order in  
Holman Insights

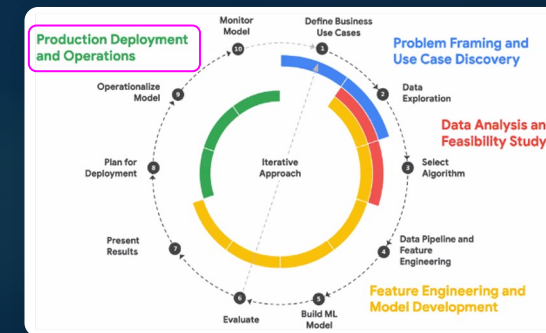


**OUTCOME:**  
Predicted Delivery Date

Random Forest (Decision Tree) Algorithm

## Results

Order Dates	Chassis Dates	Upfit Dates	Delivery Dates
Order Received: 10/21/2021	Scheduled for Production	EQUIPMENT TECHNOLOGY	Delivered to Dealer
Order placed to Mfr: 10/25/2021	Mfr Order Locked In	PO Issued: 10/28/2021	Delivered
Mfr Acknowledgement: 07/15/2022	Produced	Chassis Arrived	Notified of delivery
Est Sched Prod Date: 08/07/2022	Dtl/Paper Mailed	Estimated Completion: 10/21/2022	<b>Predicted Delivery Date: 3/9/2023</b>
	Shipped	Completed	
		Shipped	
		Invoiced	



## Model Accuracy

Prediction <= 5 days	1212	29%
Prediction between 6 and 15 days	1513	36%

# ChatGPT

Holmans Data Science team is actively reviewing the opportunities with this cutting edge technology

Intelligent Help Engines

Programs and Services Support

Pertinent Industry News Updates (Rail Delays, etc.)

'HolmanAI, tell me about my day?'

