Driving What's Right

2023 CIPMM

Fleet Management Workshop

Holman
Driving What's Right

Charged Up

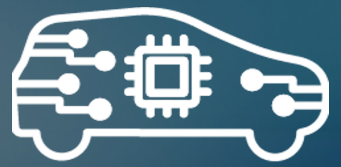
Preparing Fleet, Drivers & Facilities for EVs

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

Holman
Driving What's Right

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

Holman
Driving What's Right

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

Holman
Driving What's Right

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

Holman
Driving What's Right

EV Products & Features

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

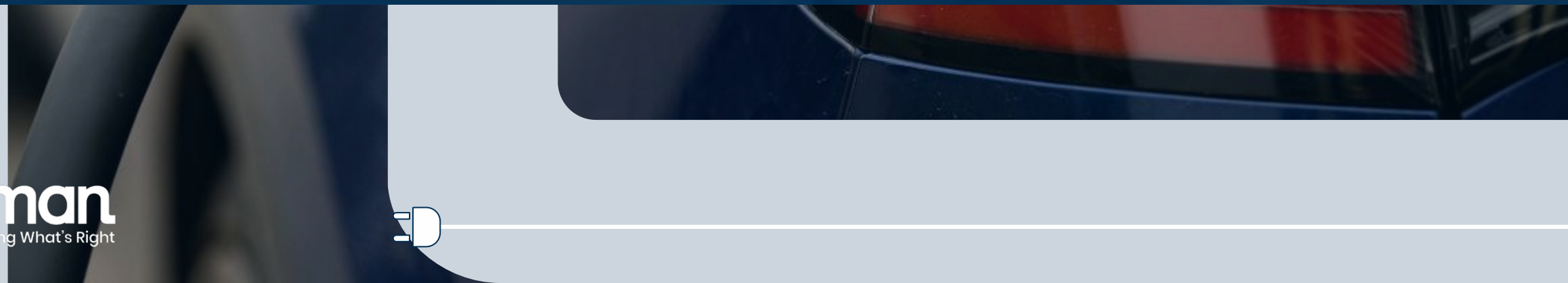
Office Supplement

- 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

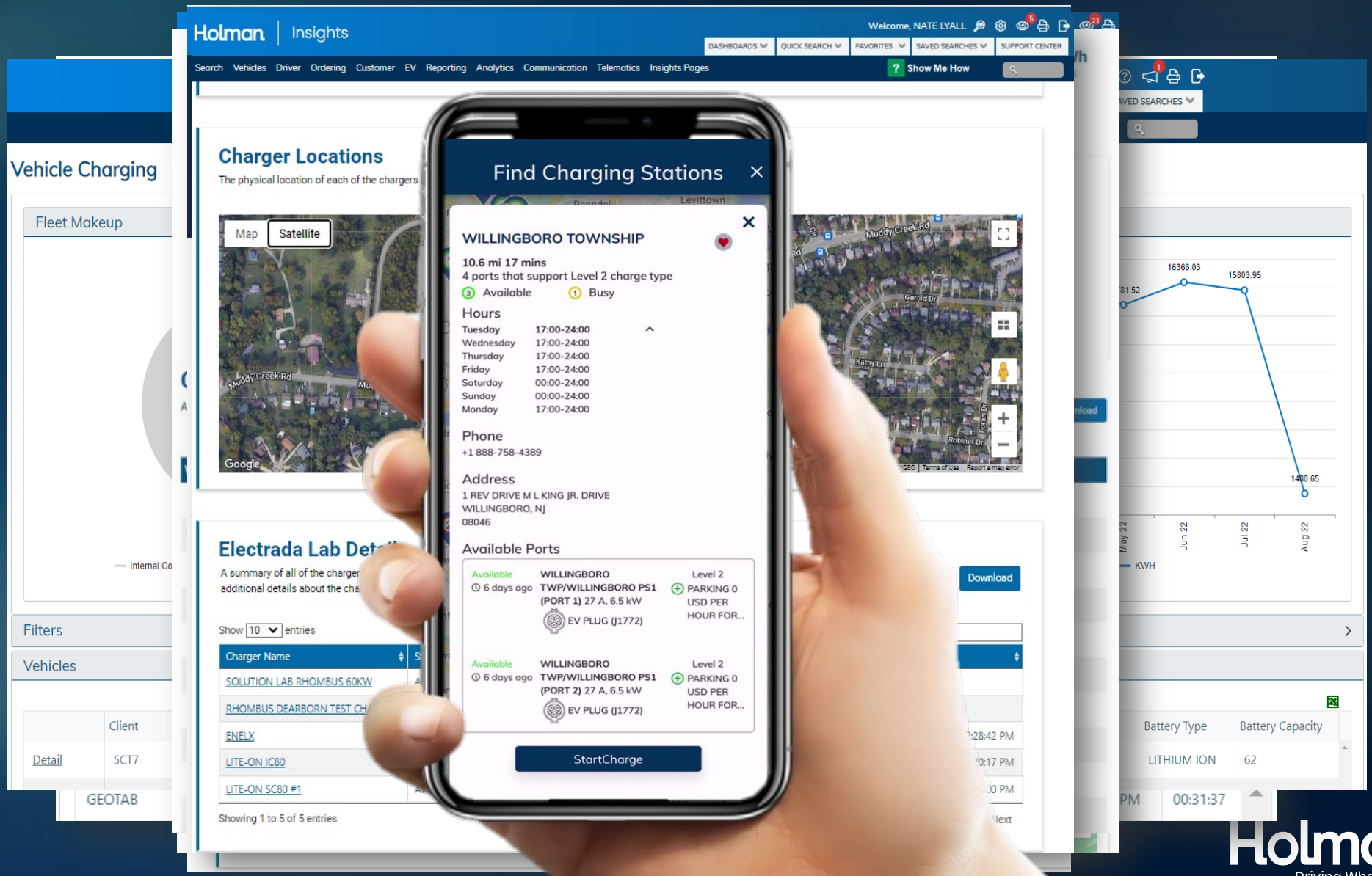


Holman
Driving What's Right

EVs in Insights

KEY HIGHLIGHTS

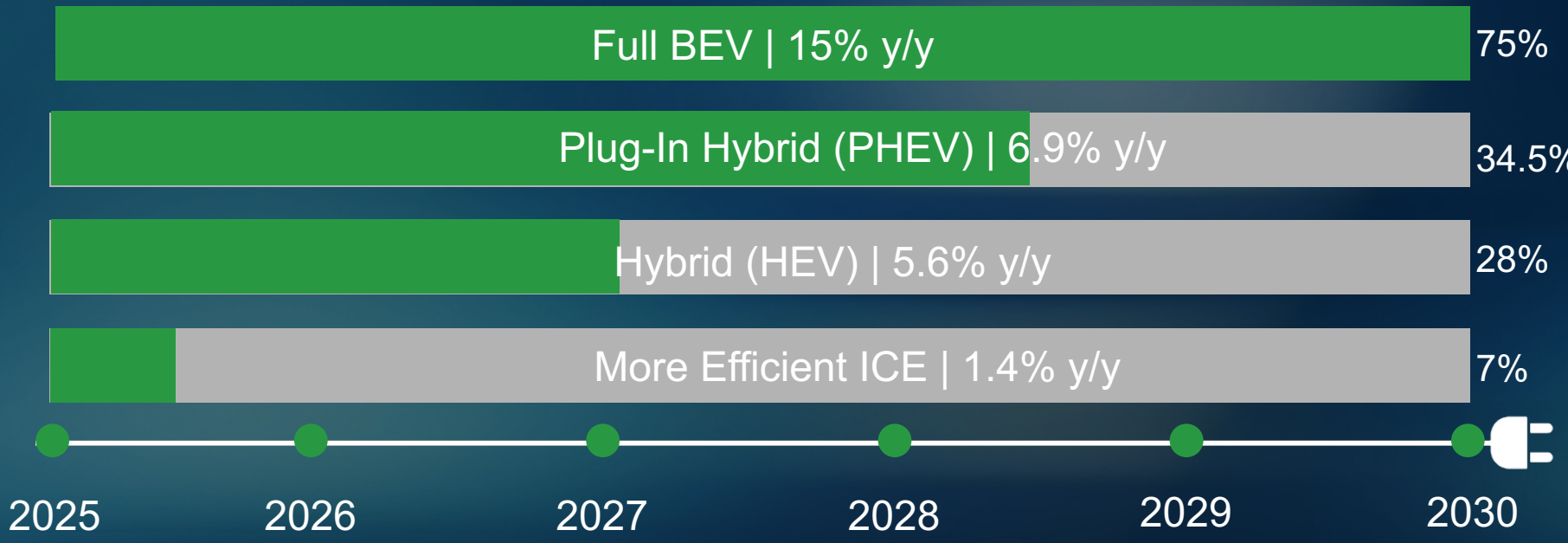
- These screens are LIVE in Insights!
- Charge Session data captured for both vehicle and charger.
- Home Charging Driver Reimbursement!
- Single pane view into your entire fleet, EV and ICE!
- Public Charging Access and Payment in the Holman Driver App!



Holman
Driving What's Right

Call To Action

- 1,000 units - SUV's
- 15% annual replacement
- 30,000 annual km
- 25 MPG base
- 50% Reduction by 2030



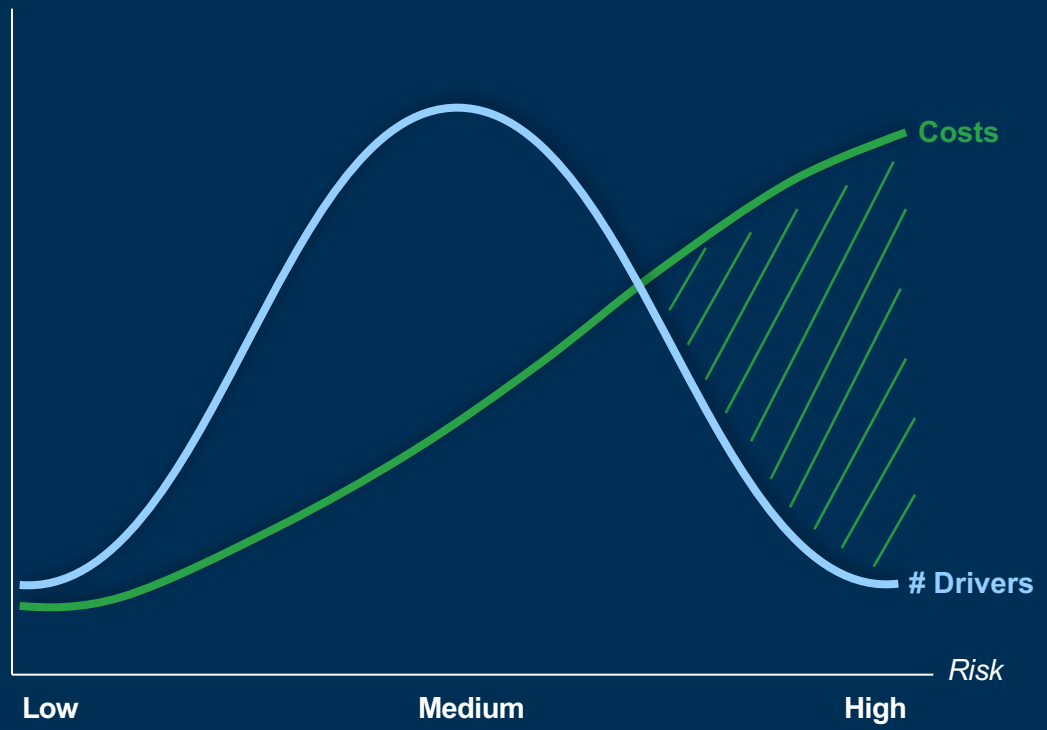
Holman
Driving What's Right

Holman
Driving What's Right

Productivity & Safety Through Technology

Holman
Driving What's Right

Impact of Driver Behaviour



Holman
Driving What's Right

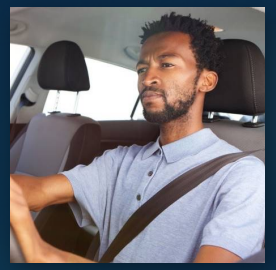
Holman Driver Improvement Solutions

PRE-HIRES

- ✓ MVR

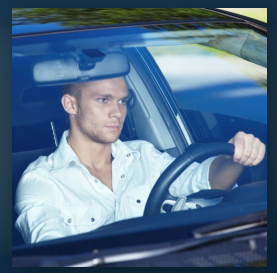
NEW HIRES

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



QUALIFIED DRIVERS

- ✓ MVR Monitoring
- ✓ Telematics
- ✓ Refresher Training



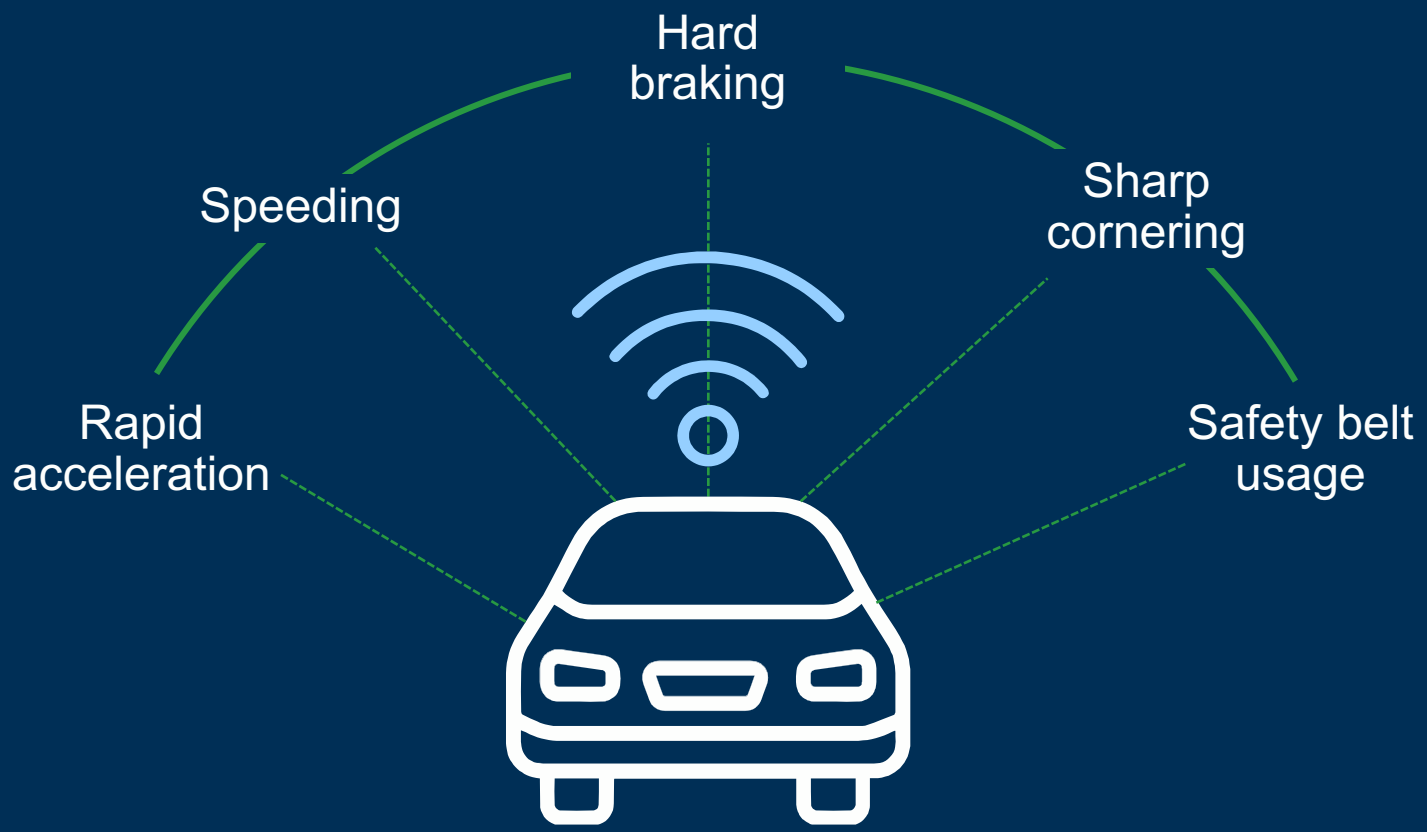
RISKY DRIVERS

- ✓ Remedial Training

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

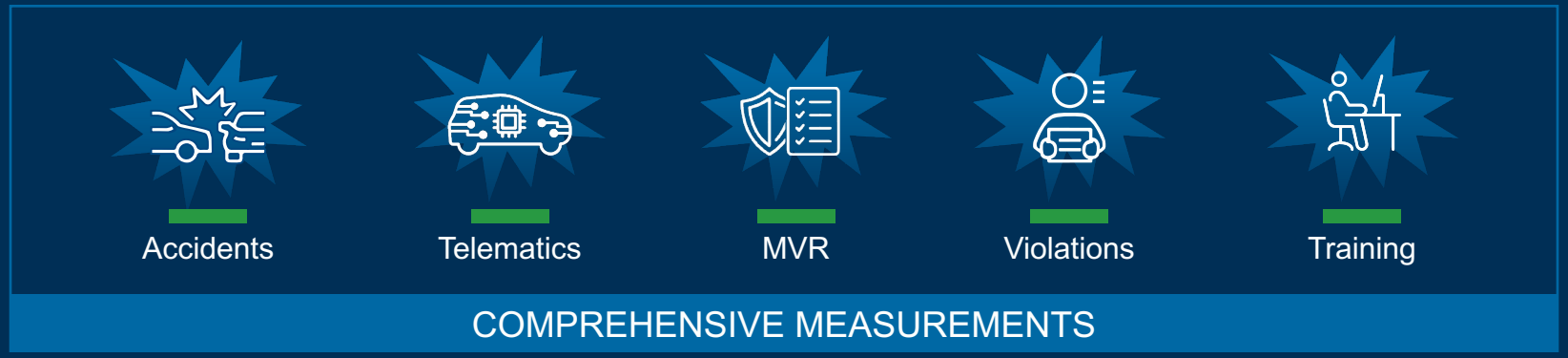
Holman
Driving What's Right

Telematics & Driver Behavior



Holman
Driving What's Right

Holman Driver Safety Scorecard



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

Holman
Driving What's Right

Driver Training Modules

EVENT TRIGGERED

- MVR Assessment
- Skills Assessment
- Accident Assessment
- Telematics Assessment

AUTOMATIC ASSIGNMENT → Targeted Training

SCHEDULED

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

- Proactive Driving
- Avoiding Animals
- Eco-driving
- Severe Winter Conditions

NEW DRIVER

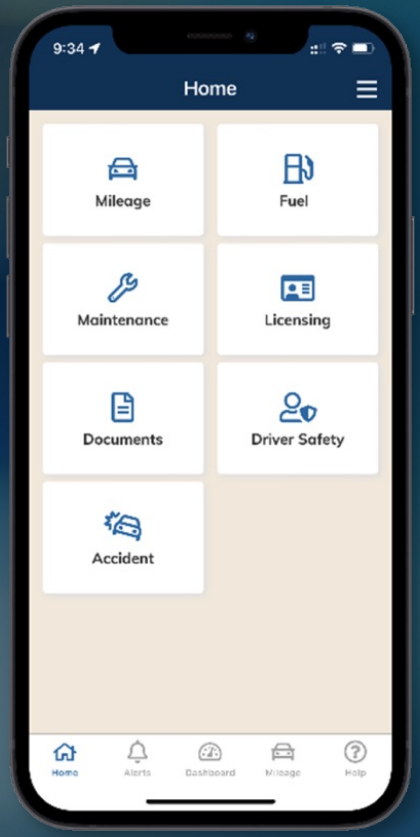
Add Driver → **AUTOMATIC ASSIGNMENT** → Custom Policy, Skills Assessment

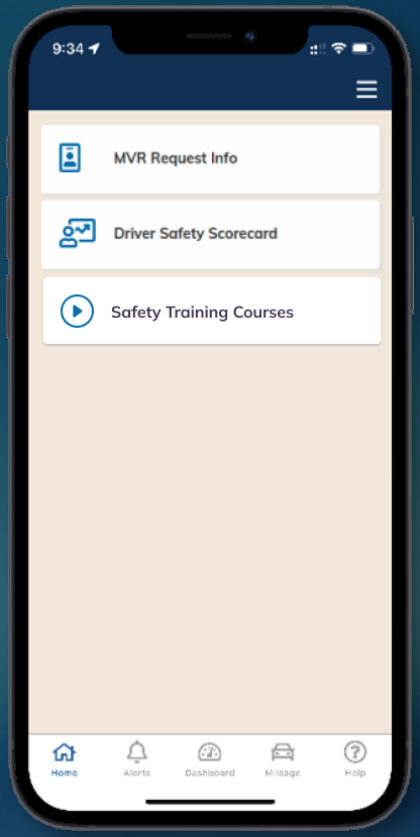
AD HOC

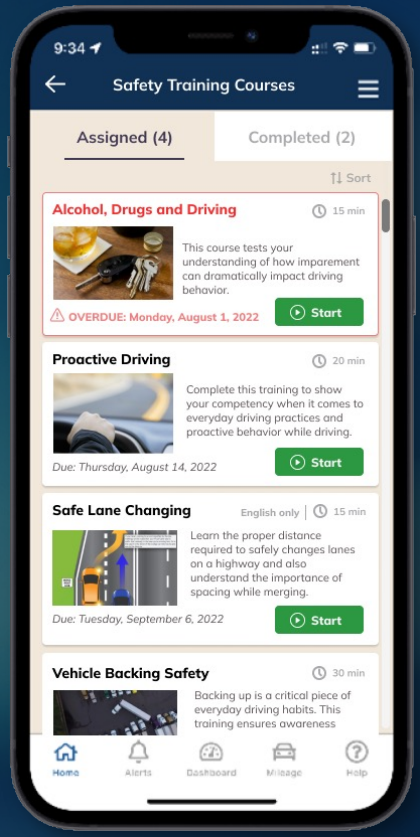
→ **MANUAL ASSIGNMENT** → Training

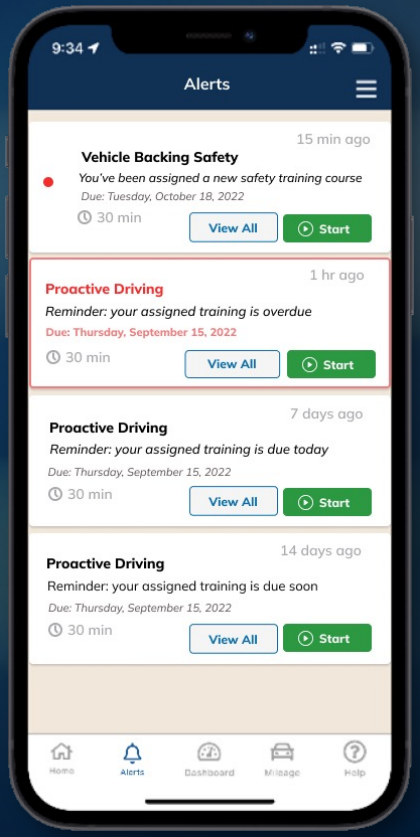
Holman
Driving What's Right

Driver Training Mobile App

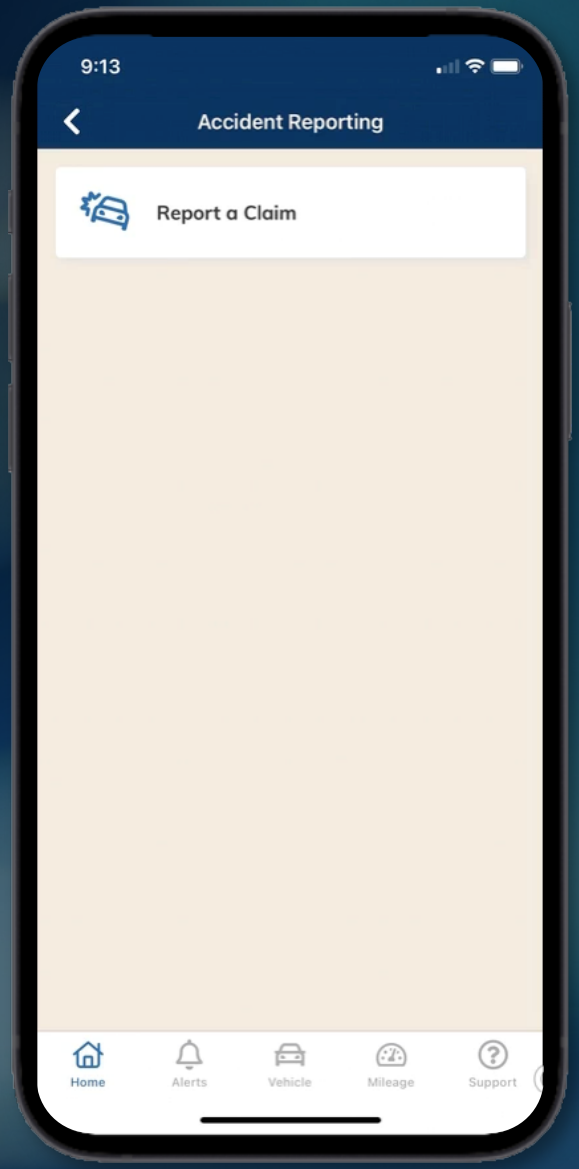








Holman
Driving What's Right



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

Holman
Driving What's Right

Telematics based Trip Log

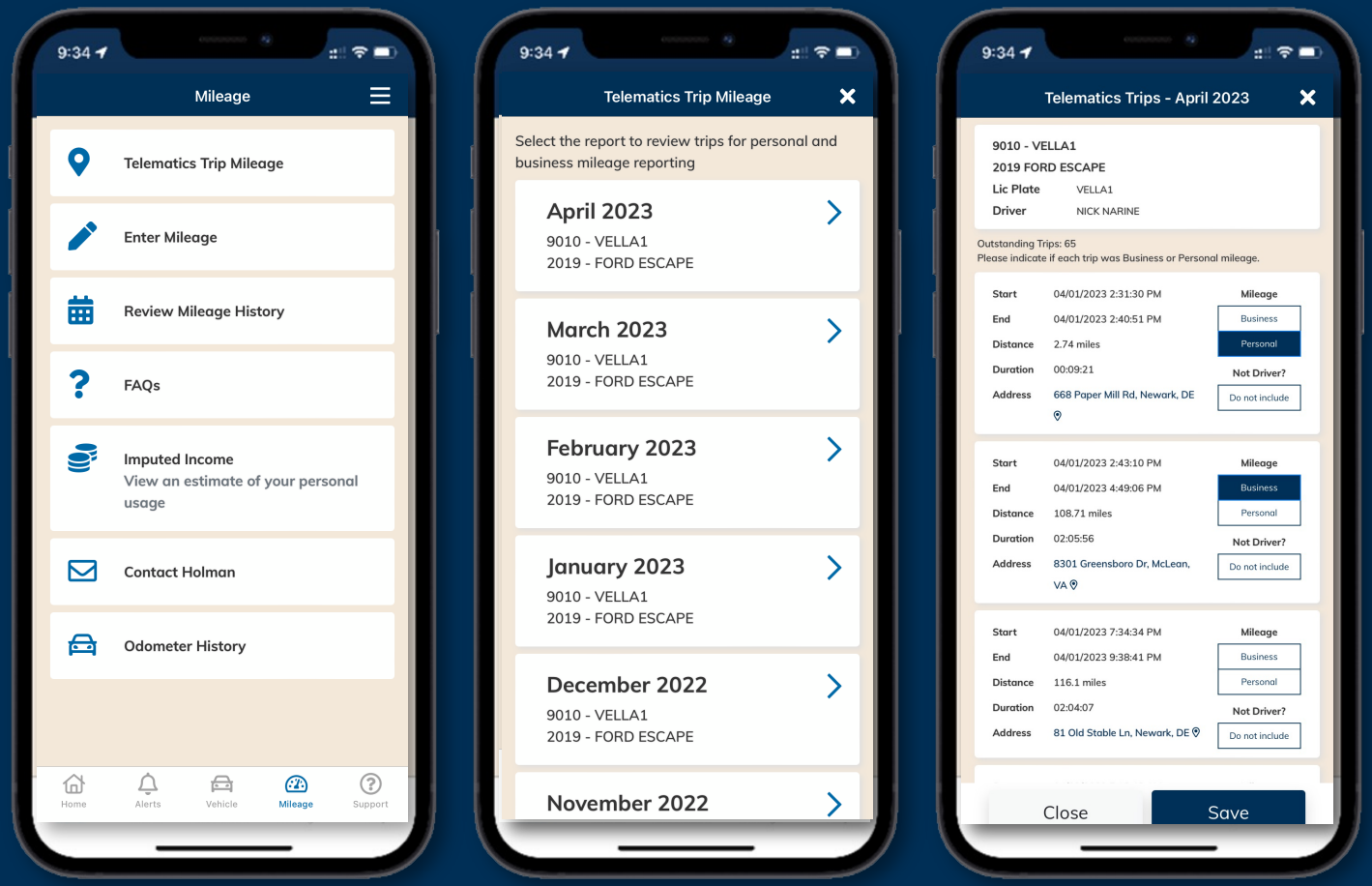
Q4 AVAILABILITY

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



Holman
Driving What's Right

Fleet Management Tools

Holman
Driving What's Right

Insights Support Center

KEY HIGHLIGHTS

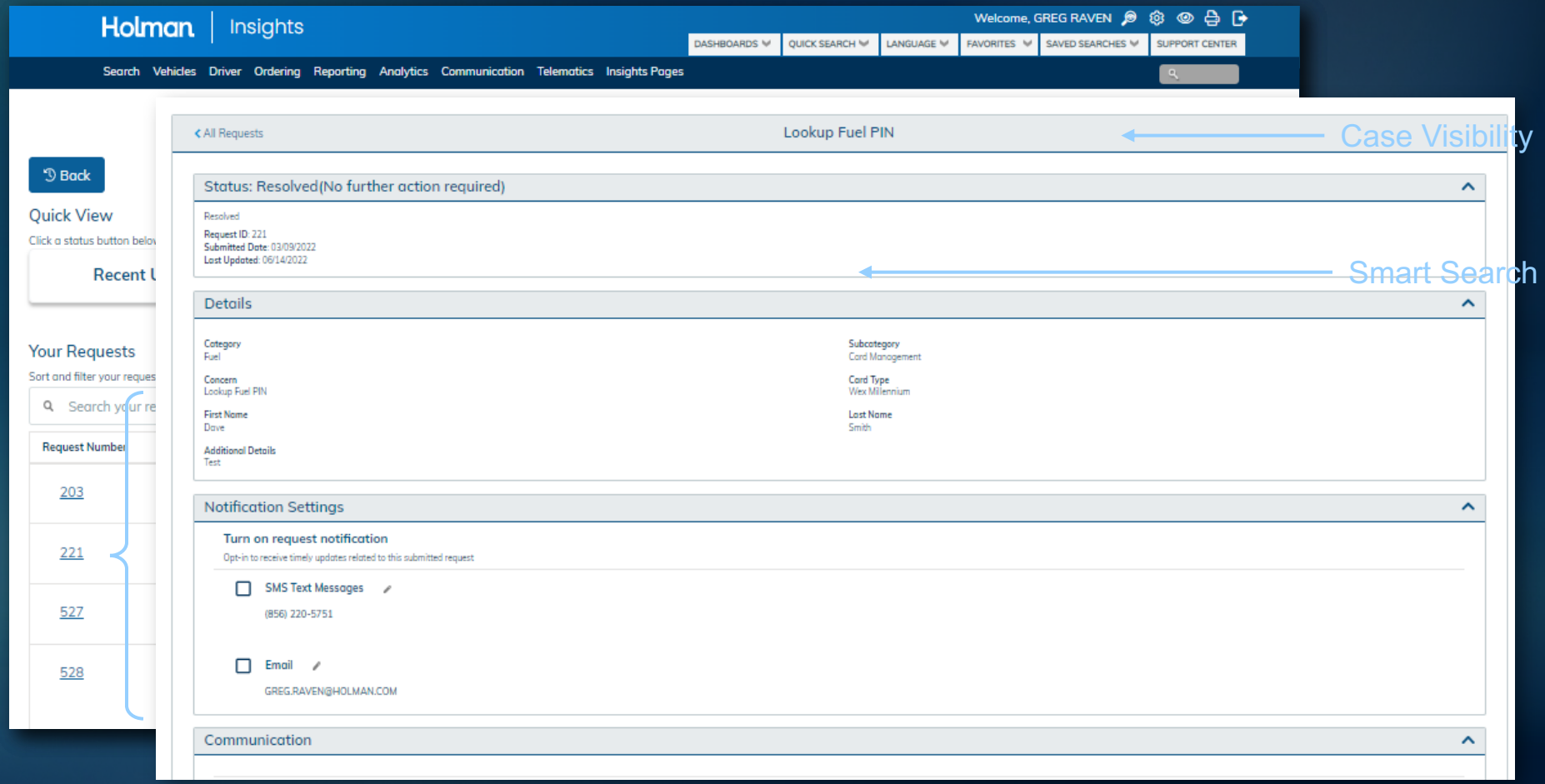
Customer Facing CRM

100% Task Visibility throughout the process

Guided Actions for Over 100+ Fleet Use Cases

Simplified Insights Usage Model

Simplified Task Delivery



Holman
Driving What's Right

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
Driving What's Right

Holman

Fleet Manager Mobile App

Beta Launch

What's included?

Fleet Feed

Support Center Integration

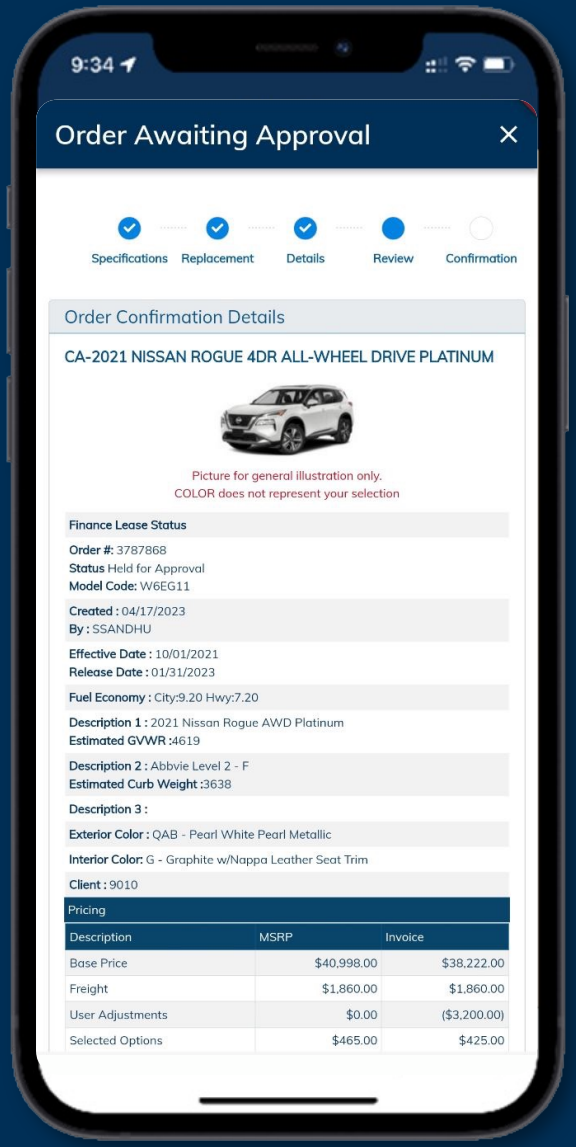
One Click Transactions

Dashboards

News

Priority Alerting

Holman
Driving What's Right



Holman Fleet Manager Mobile App

Beta Launch

Contextual Feed Experience Utilizing Your Data

Data Analysis

Data Spikes
Change Points
Anomaly Detection

Mobile Feedback

Pinned Items
Unfollowed Items
Items Actioned
Viewed Items

Usage Analytics

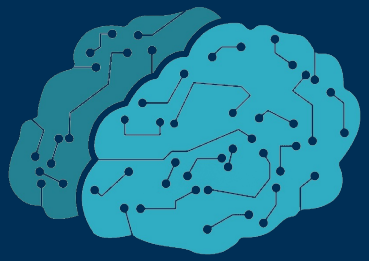
What pages do you visit?
What dashboard items do you use?

News

Industry News
Holman News

Transactions

High Priority Monitored Data



Combined, Weighted, Analyzed and displayed via our Fleet Feed

Holman
Driving What's Right

Analytics

Holman

Driving What's Right

FLEET :

Order To Delivery Model

INPUT:

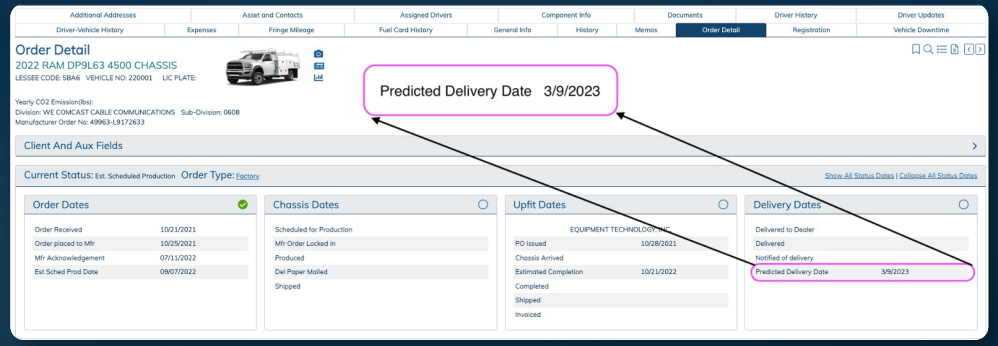
New Order in Holman Insights

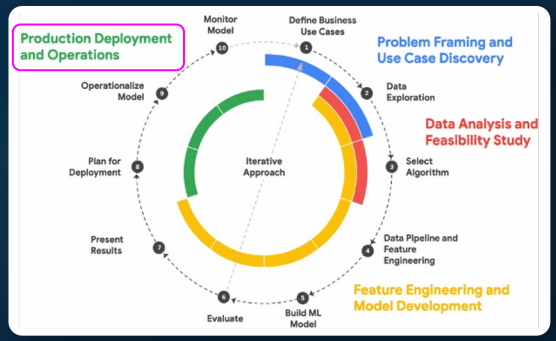
OUTCOME:

Predicted Delivery Date

Random Forest (Decision Tree) Algorithm

Results





Model Accuracy

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

Holman
Driving What's Right

ChatGPT

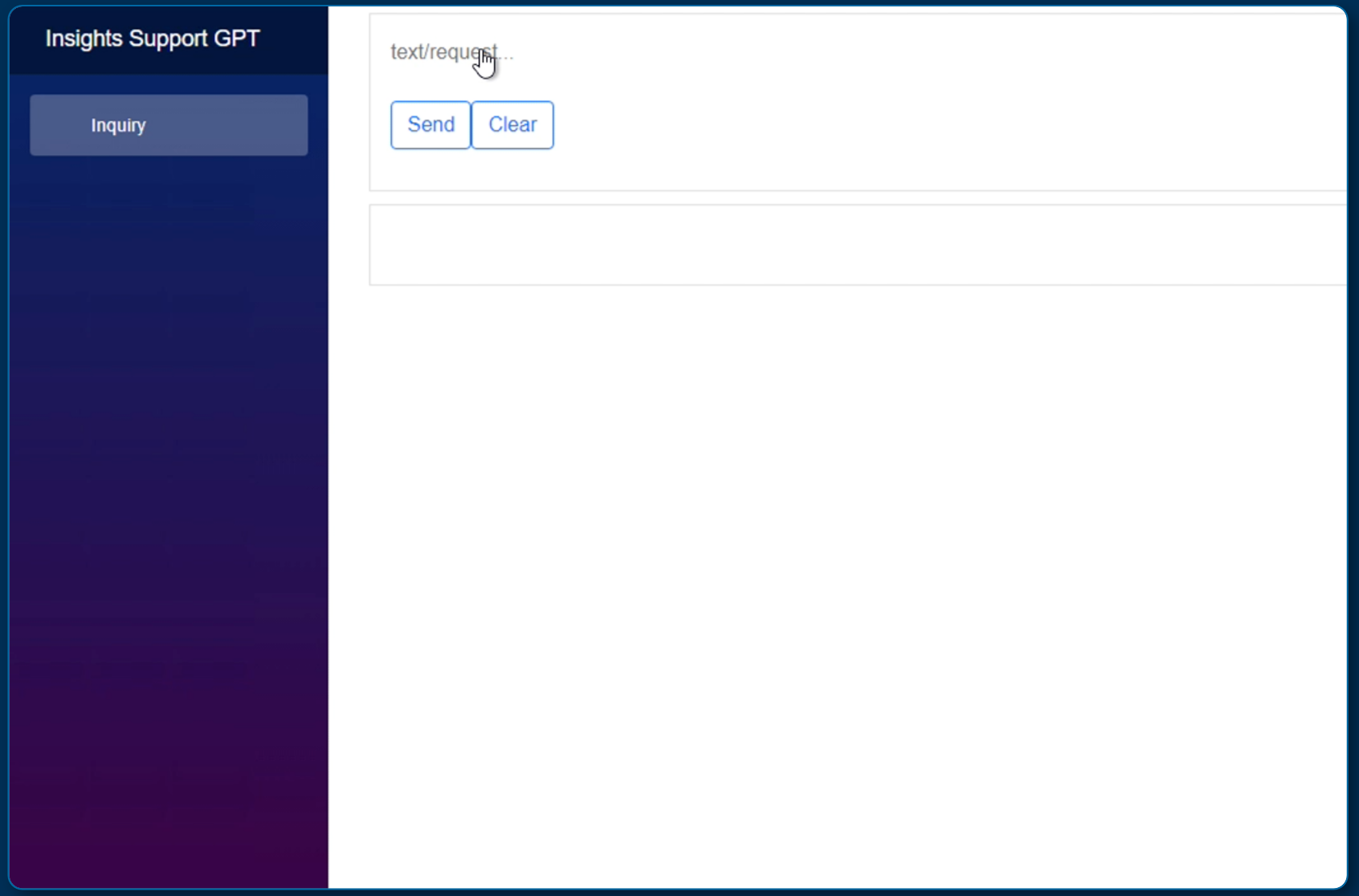
Holmans Data Science team is actively reviewing the opportunities with this cutting edge technology

Intelligent Help Engines

Programs and Services Support

Pertinent Industry News Updates (Rail Delays, etc.)

‘HolmanAI, tell me about my day?’



Holman
Driving What's Right