

## TeMEDA Philosophy

The fundamental premises of the TeMEDA solution include:

1. Ease of use
2. Integration with existing and future systems
3. Insulating you from disruptions resulting from technology obsolescence
4. No upfront investment

The TeMEDA solution is a *platform*-based offering that can grow with the customer's needs able to be upgraded, as requirements continue to evolve, by adding applications. The system is scalable and takes advantage of the latest "Cloud" and "3G /4G Wireless" technologies with best-in-class hardware and software components – designed and manufactured in the U.S.A.

TeMEDA System Design Philosophy: We believe the Value of Telematics can only be determined by the Customer based upon the Actionable Intelligence about their remote mobile and fixed assets that directly supports the enterprise ability to make and Save Money.

The Problem: The MT System was designed to overcome 3 Primary Barriers that prevent organizations from utilizing Telematics in their business to Make Money, and Save Money.

1. *The solution is too complicated.* There are typically 3 or more companies involved in creating an end-to-end solution each needed to integrate and coordinate with their "partners" to create a real solution.
2. *The price is too high.* The margin stacking that comes from the involvement of multiple suppliers along with the high up front capital cost for hardware and installation makes the value proposition hurdle too high for most potential customers.
3. There is *not enough Value provided* by the solutions. Most products today offer little unique value and make it virtually impossible for the end customer to develop new actionable intelligence from the rigid poorly designed tools.

The Solution: The system addresses and overcomes all three constraints while delivering a Next Generation Intelligence Generation Model intended to transform the way we make decisions about remote assets.

- The MC System including the TeMEDA User Interface is a complete plug and play, end-to-end system solution that provides customer value on day one. No device selection, no carrier negotiation or contracts, no data base development and maintenance, no user interface development.
- The cost of hardware is \$0. Device Installation is designed to be accomplished without tools in 15 minutes or less.
- MC System data can be input directly into the customer's IT System while the TeMEDA User Interface supports Custom Applications through an Open API and MC Device Operating Updates through the TeMEDA Work Flow Manager.
- We have elevated Device and Data Security to prevent third party attacks from penetrating or corrupting data while protecting the ability to decontaminate infected devices.