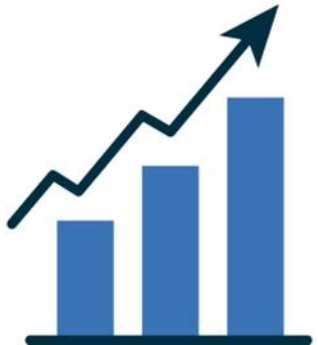
AGILE FLEET™
FLEET MANAGEMENT SOLUTIONS

WELCOME TO
COMMAND 24

Learn. Network. Engage.



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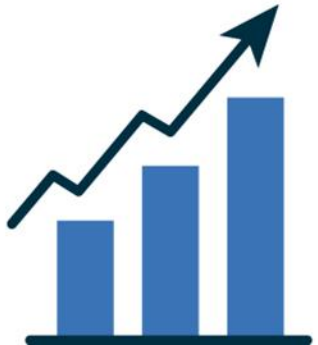
Agile Fleet Alliances



Complex World of Fleet

Introducing

Agile Fleet Alliances!!!!

Effortlessly manage your fleet with the support of an *intentional* partner ecosystem.

COMMAND 24

Partnership

Building *meaningful* relationships with technology's leading solutions.

COMMAND 24

Staying True

CORE VALUES

Strong Partnerships

Building and maintaining strong partnerships is the foundation of our success.

Initiative

We take responsibility for our roles. We're proactive and think outside the box.

Approachability

We are friendly, unpretentious and welcoming.

Integrity

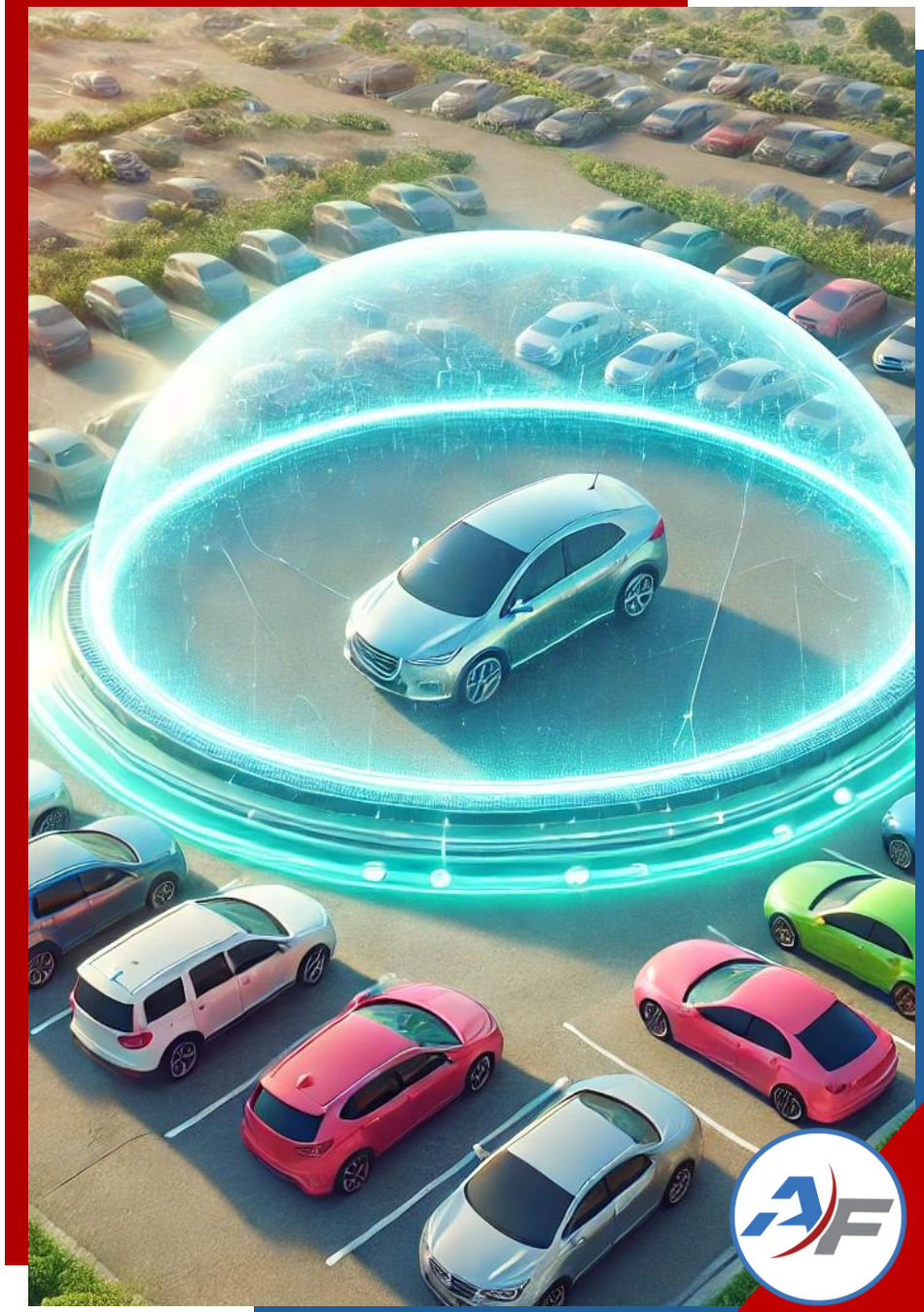
We are trustworthy, fair, and ethical. We expect the same from our colleagues, clients, and partners.

Flexibility

We are agile. We happily adapt to changing priorities and conditions to achieve success.

Our Promise

We hold the relationships we've cultivated with our clients over the years in the highest regard and are **committed** to preserving and strengthening them.



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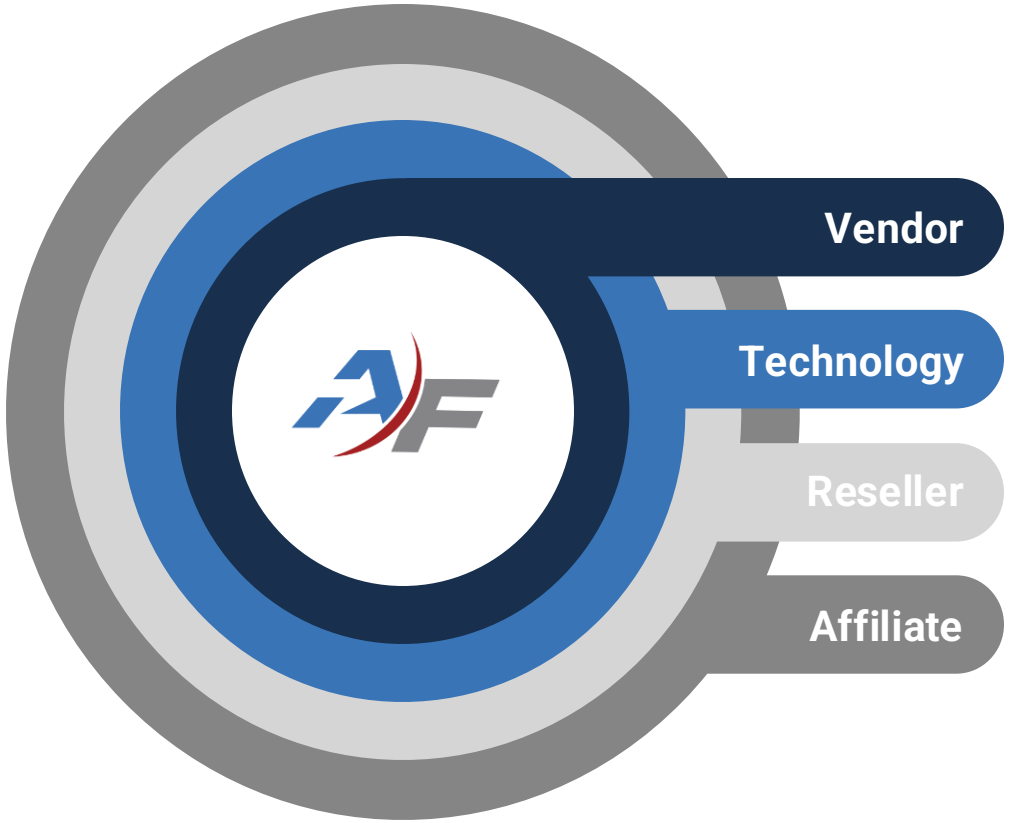
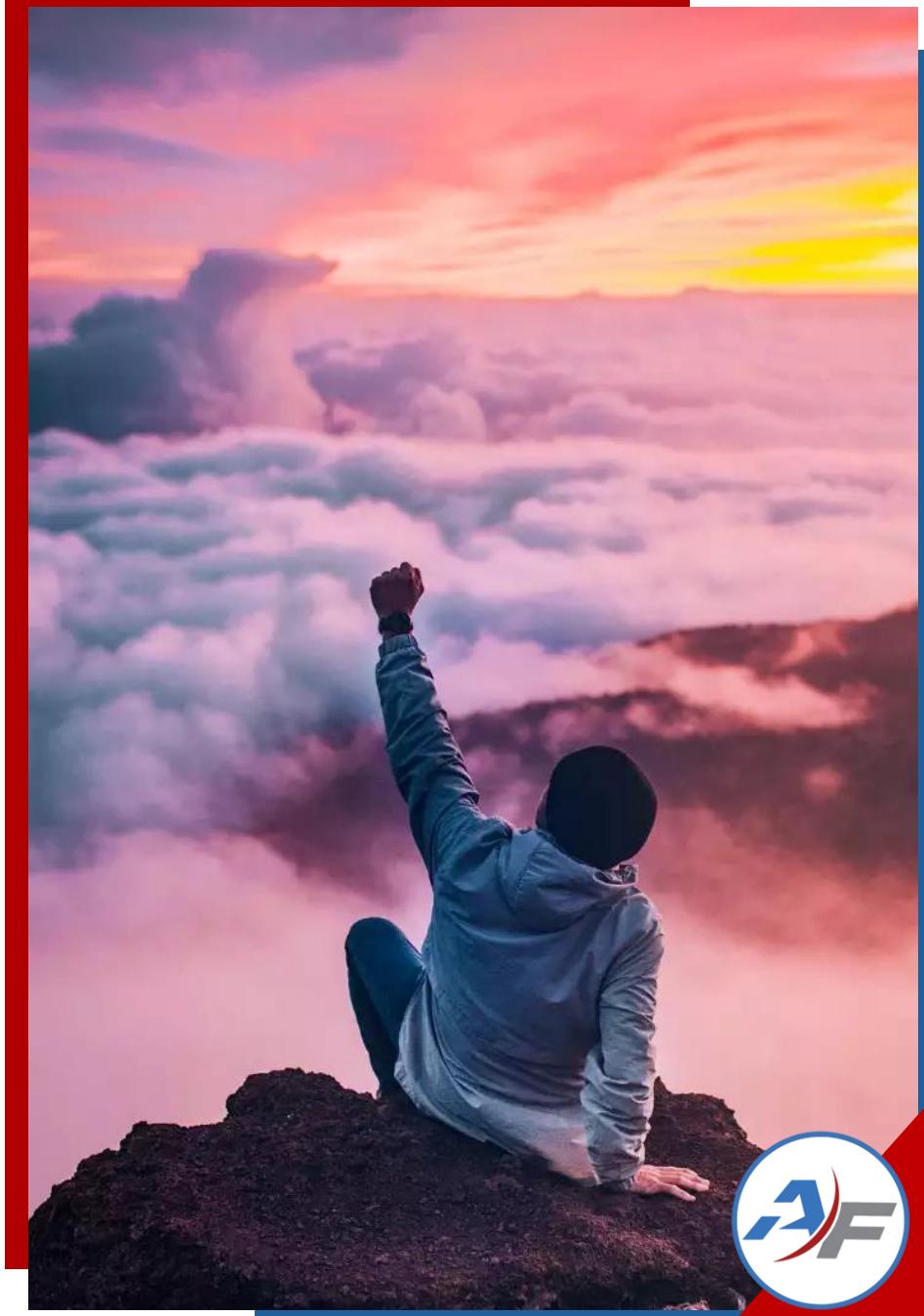
Alliance Types



- Advances FleetCommander
- Enhances with FleetCommander
- More ways to purchase FleetCommander
- Provides our clients standalone value.

Our Mission

The Agile Fleet Alliance program equips our customers with the essential resources to drive excellence in all aspects of fleet management, fostering growth and adaptability in an ever-evolving landscape.



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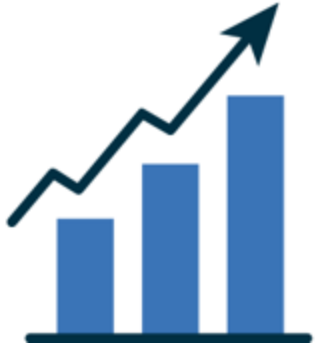
Welcome Bestpass

Ken Borowski

Director Channel Sales & Development

(847) 366-8140

ken.borowski@fleetworthy.com



Fleetworthy™

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Bestpass by Fleetworthy

Partnership Introduction

Bestpass®
By Fleetworthy

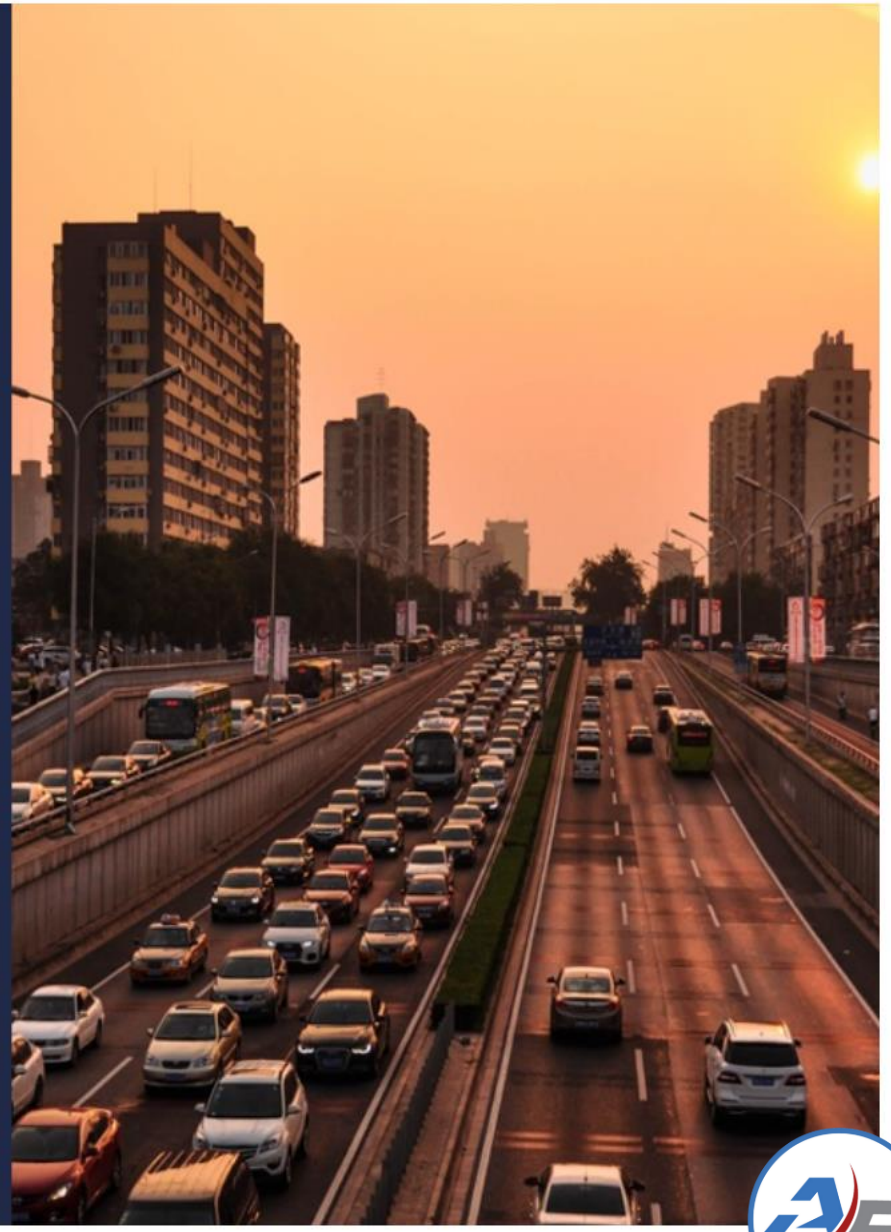
- Ken Borowski; Director; Channel and Partnerships

Bestpass by Fleetworthy Overview

Fleetworthy™

What is Bestpass?

- Bestpass is the Nation’s toll Management Leader
- Consolidate Toll to One Invoice & One Payment
- Simplify Toll Data & Organization
- Provide top-rated Customer Service
- Solve complex situations with our team of Toll Experts
- Our customers stay with us



Fleetworthy™

Current Tolling Landscape

60+ Tolling Authorities Nationwide

All with different:

- Accounts
- Payment processes
- Reporting capabilities
- Types of coverage
- Device types
- Support

Bestpass by the numbers

22
Years in Business

600+
Employees

15K
Fleet Customers

60+
Tolling Authority Partnerships

TxDOT
Pennsylvania Turnpike Commission
Southern Connector
New York State Thruway Authority
Illinois Tollway
The Port Authority of NY & NJ
Maryland Transportation Authority
and more!

18K
Consumers

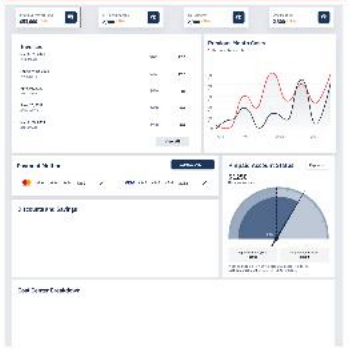
2.1M+
Vehicles on the Road

1.9B
Toll Transactions a Year

Fleetworthy™

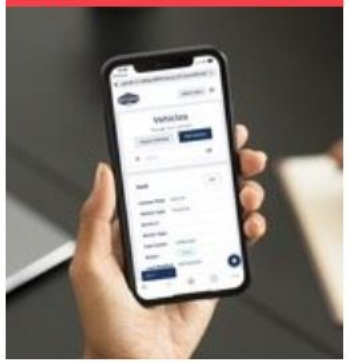
Problems We Solve

Lack of visibility



- Vehicle reporting
- Cost center reporting
- Proactive quarterly business reviews with customer success team

Manual processing



- One centralized account
- Automated toll processing and payment, elimination of paper toll
- All branches can now focus on the business instead of toll

Excess spend

- Maximized discounts
- Reporting on high plate toll
- Optimized transponder and plate coverage, violation mitigation, prevention and processing, AMIS

Incomplete coverage

- Optimized transponder and/or plate coverage for vehicles based on travel patterns
- Every vehicle on file with every authority necessary based on travel patterns
- Ensuring devices are optimized at the vehicle level to ensure that you are getting the best possible rate

Hardware

Complete Pass

One device, one account, one point of contact, and one partner for toll

Bypass compatible

COMPLETE PASS BENEFITS

- Seamless coast-to-coast toll coverage that saves you money with tolling discounts
- Avoid future violations: Bestpass will ensure your plates are on file with all relevant tolling authorities so you are covered everywhere you travel
- On-demand toll reporting for your fleet that includes toll charges by vehicle and allows your fleet to set usage alerts to flag unauthorized use

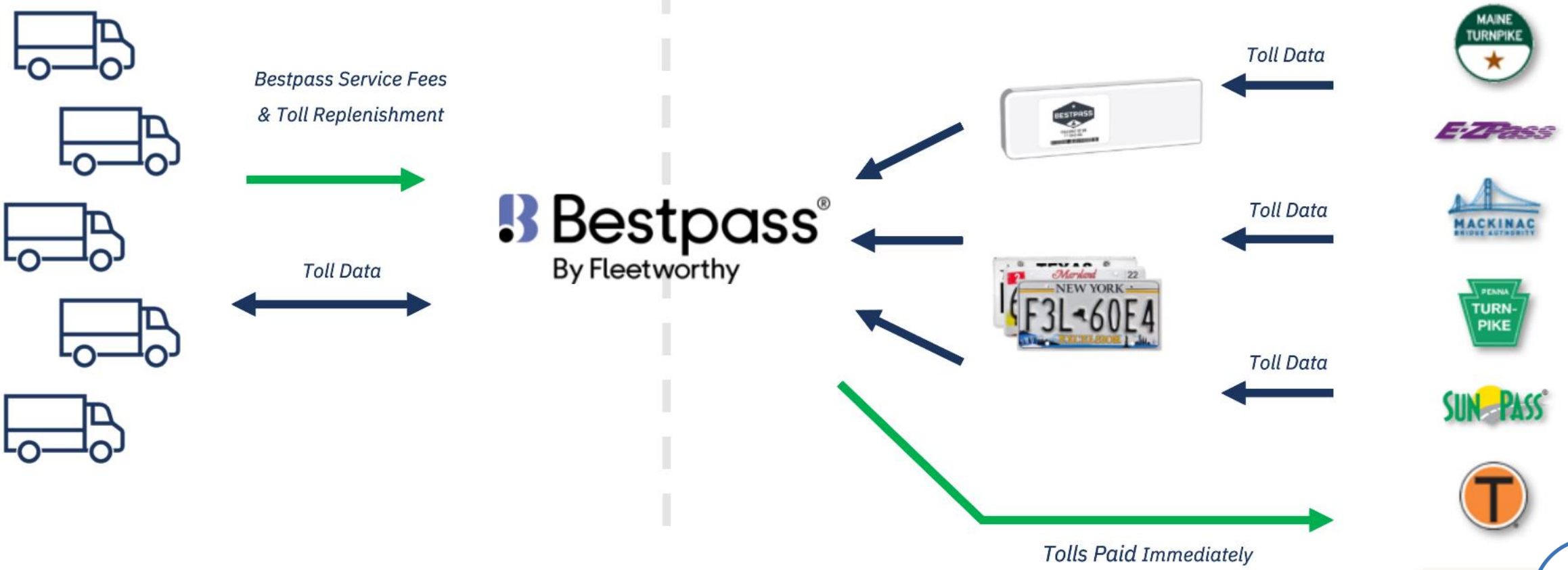
-Small Transponder: 2.5 by 9 inches

-Easy to install

-Cost effective

Fleetworthy™

We Manage your Agency Relationships



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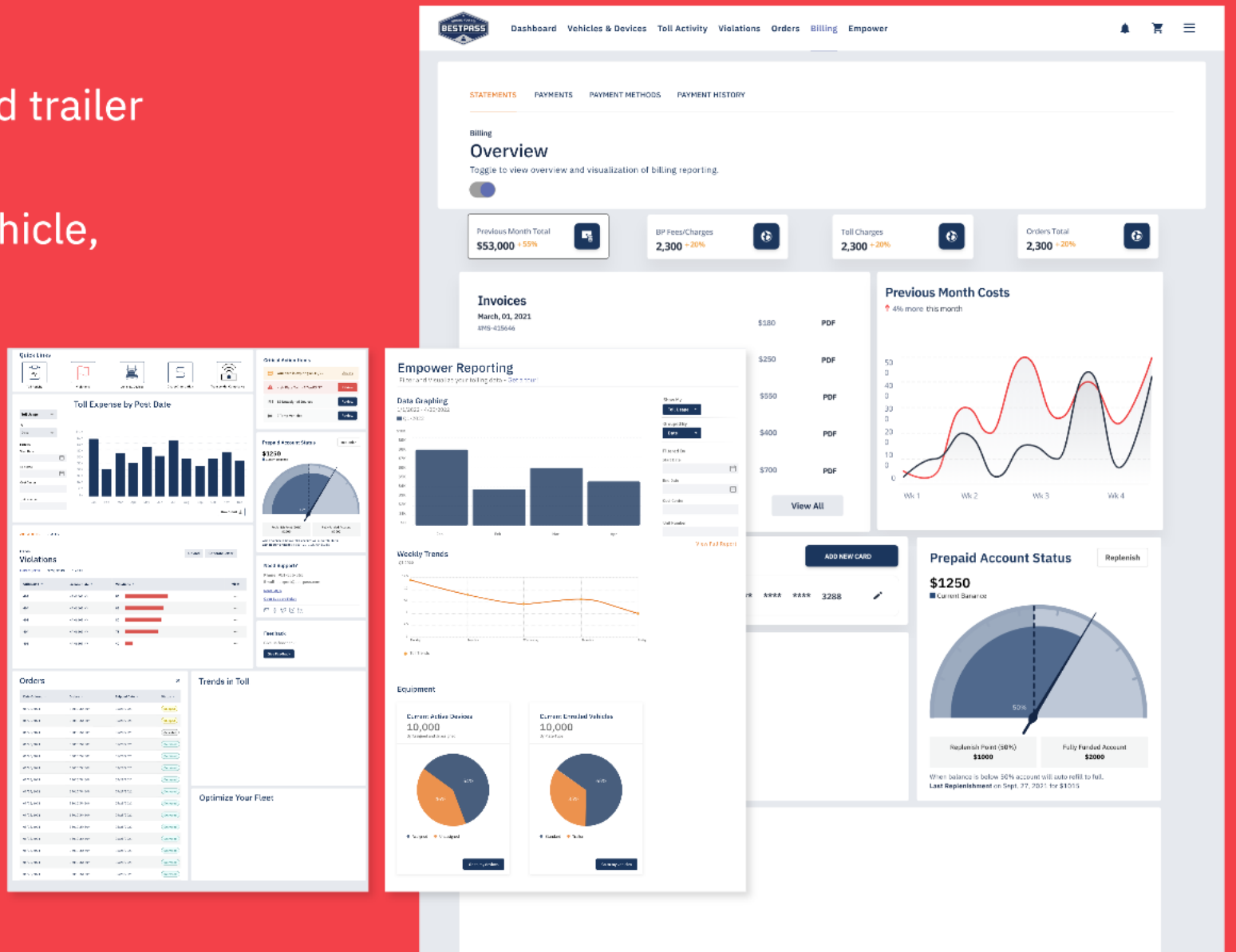
Data Visualization & Insight

- Easily manage vehicle and trailer coverage
- Quickly view costs per vehicle, location, etc.
- Get alerts on toll usage
- Easily allocate costs to business divisions, customers, etc.



We believe...

Toll is a byproduct of doing business and a distraction

We provide support, insight and eliminate the headache

We simplify toll into one statement, one payment and one service

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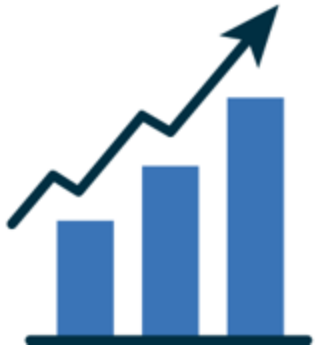
Welcome Sawatch Labs

Mary Till

Senior Biz. Dev. Specialist

(720) 227-6713

mary.till@wexinc.com



About Sawatch Labs

Founded in 2017

- WEX acquisition 2024

Deep expertise in

- Energy modeling
- Duty cycle characterization
- Data analytics
- Fleet electrification & sustainability

Neutral advisor, trusted by 180+ fleets

- Municipal
- University
- State
- Federal

1B+
miles analyzed

100M
trips accessed

~$600M
savings potential

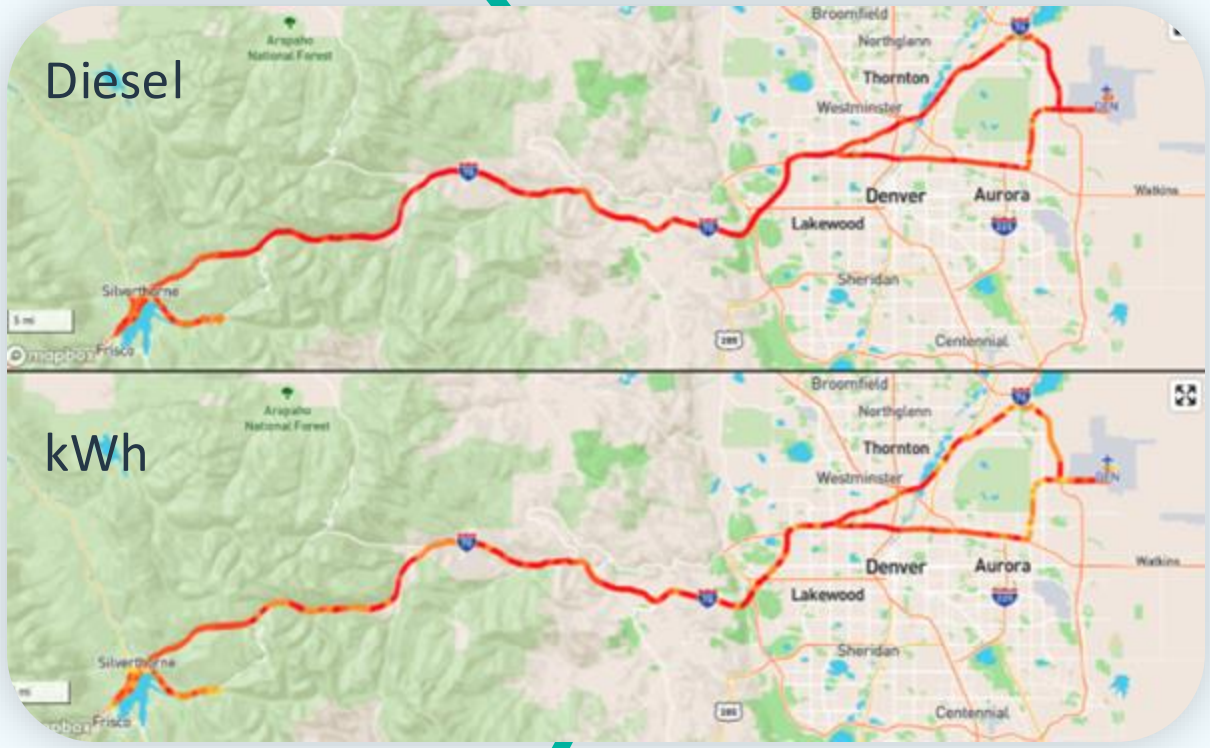
~6M
annual GHG reduction (tons)

Proprietary & Confidential

About Sawatch Labs

Sawatch Labs has analyzed more than 71,000 vehicles and approximately 1 billion miles driven, identifying more than $600,000,000 in potential savings and more than 6,000,000 tons of GHG emissions reductions for its clients.

Proprietary & Confidential



Advanced energy modeling

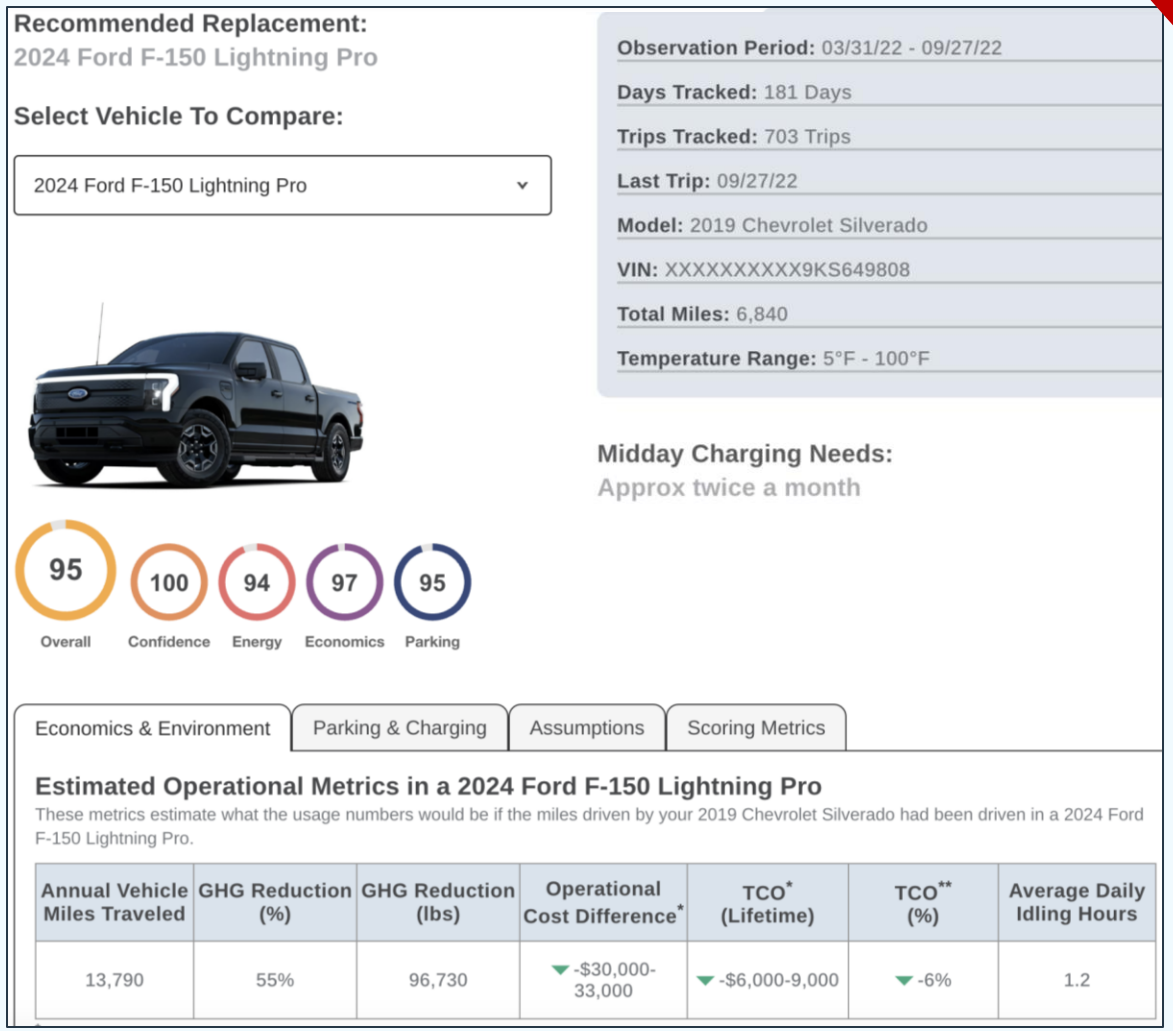
- **Ambient temperature**
- **Auxiliary demands**
- **Loads**
- **Incline/topography**

Proprietary & Confidential

Building a mixed-energy fleet through EV adoption

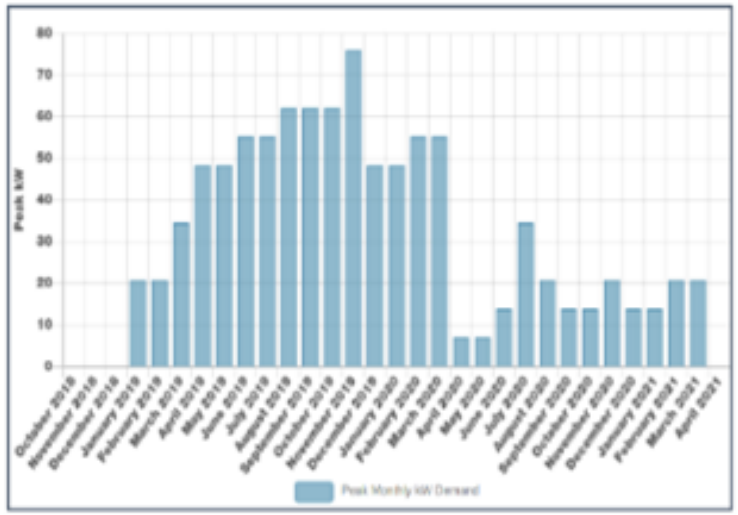
Vehicle-specific recommendations:

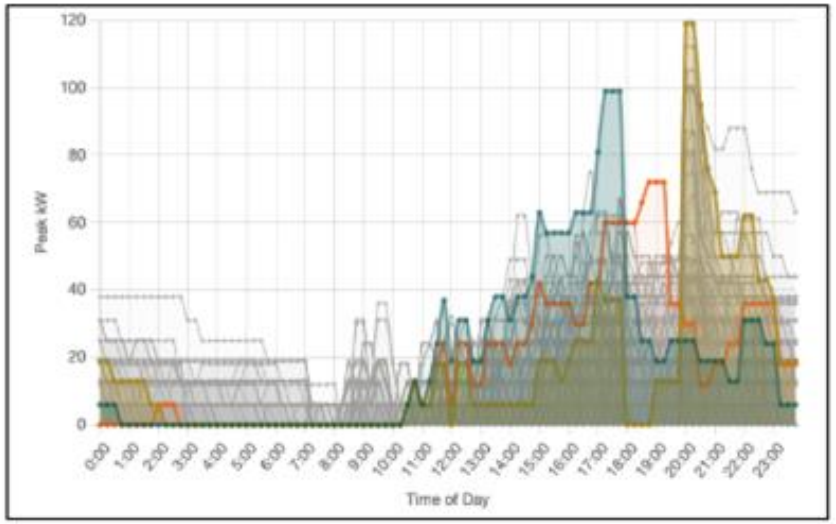
- **Total cost of ownership comparison**
- **Operational impact**
- **Dynamic results**
- **Localized**
- **Classes 1-8**
- **Charging needs**



Right-sized electric vehicle supply equipment (EVSE) - Now and for future planning

- Daily demand curves for all fleet projected charging
- Unmanaged and managed scenarios





Other benefits to fleet assessment

- Identify high-emitters and explore alternatives for carbon reduction
- Make your business case
- Respond to leadership and the public with objective findings
- Apply for grants and incentives using assessment results
- Forecast low carbon fuel standard (LCFS)

Proprietary & Confidential

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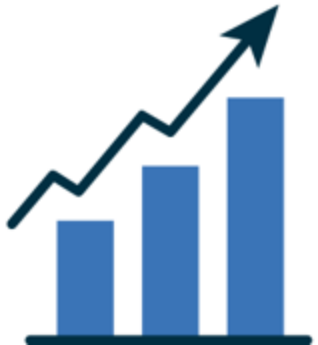
Moving Forward



Partner Synergy

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Bestpass By Fleetworthy

- File uploads available for the Total Cost of Ownership (TC0) module.

SAWATCH LABS a WEX™ company

- Portal integration not currently available.
- Sawatch Labs analysts can use FleetCommander's motor pool data as additional data points to develop your custom EV strategy.

Take Advantage

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Toll Management

Contact your Agile Fleet Client Success Manager

Procurement will be directly through BestPass. *Stay tuned for more purchase options!*

EV Strategy

Contact your Agile Fleet Client Success Manager

Procurement will be directly through Sawatch. *Stay tuned for more purchase options!*

Questions & Answers

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What questions do you have for Bestpass, Sawatch Labs, or Agile Fleet?

Other Alliances

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What other organizations would you like to see join the Alliance program?

Agile Fleet Alliances

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Next Up

10:00 – 10:30 am

Networking Break

THANK YOU