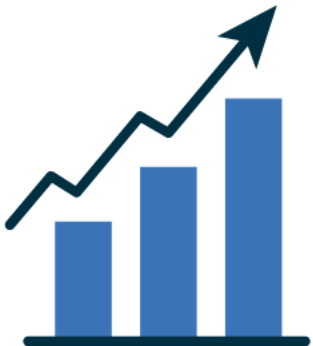
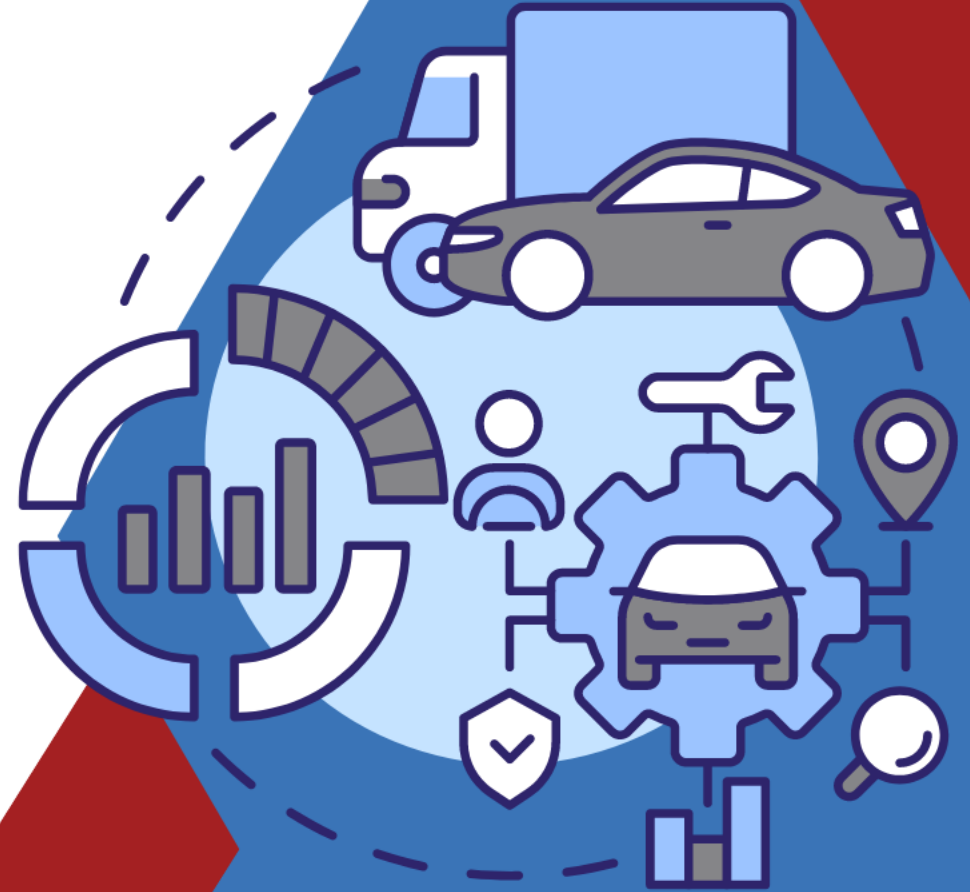




WELCOME TO COMMAND 24

Learn. Network. Engage.



Welcome..from all of the team!



We're ready for a great conference!

Many thanks to...



Mike



Anna

Here to Help: The Agile Fleet Team



Ed



Kathy



Todd



Jon



Dave



Mike



Anna

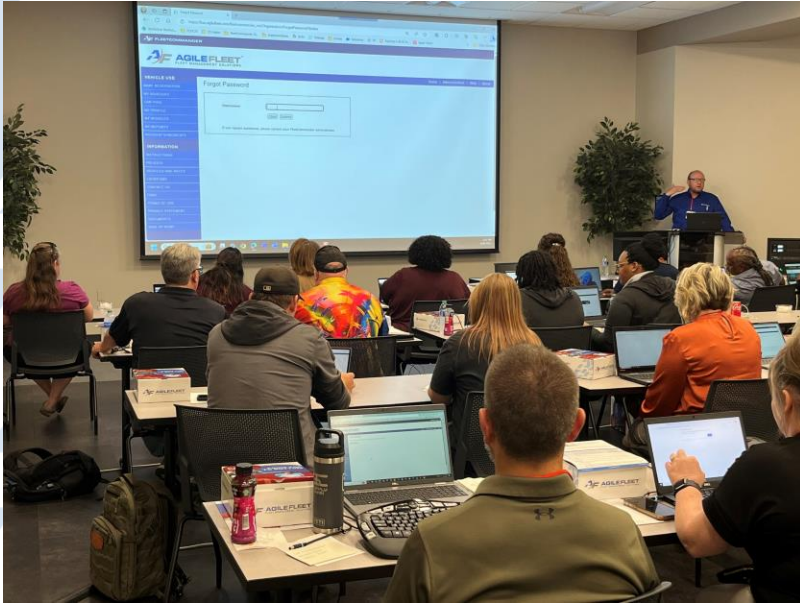


Helen



Phelps

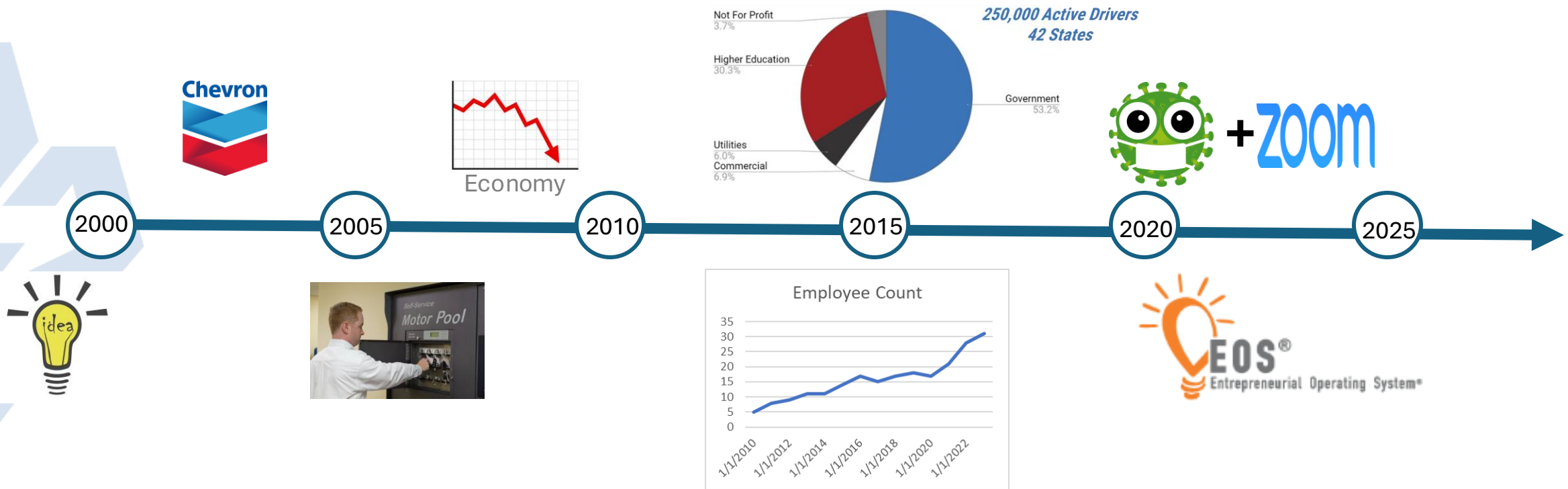
Enjoy and make the most of it!



COMMAND 24



A little bit about us...



We're so happy that you are a part of our success story!

A little bit about us...



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.



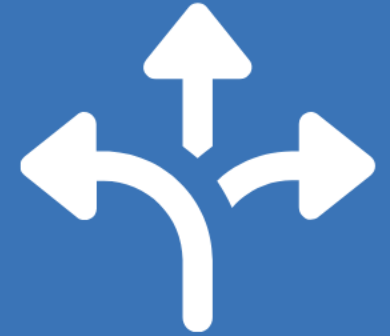
Approachability

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.

Flash Core Values Awards

Throughout the conference...

- We'll be watching you.
- As we see folks exhibiting our core values, they'll be recognized and rewarded.
- Call out when you see our values in others.



Strong Partnerships



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

A little bit about us...

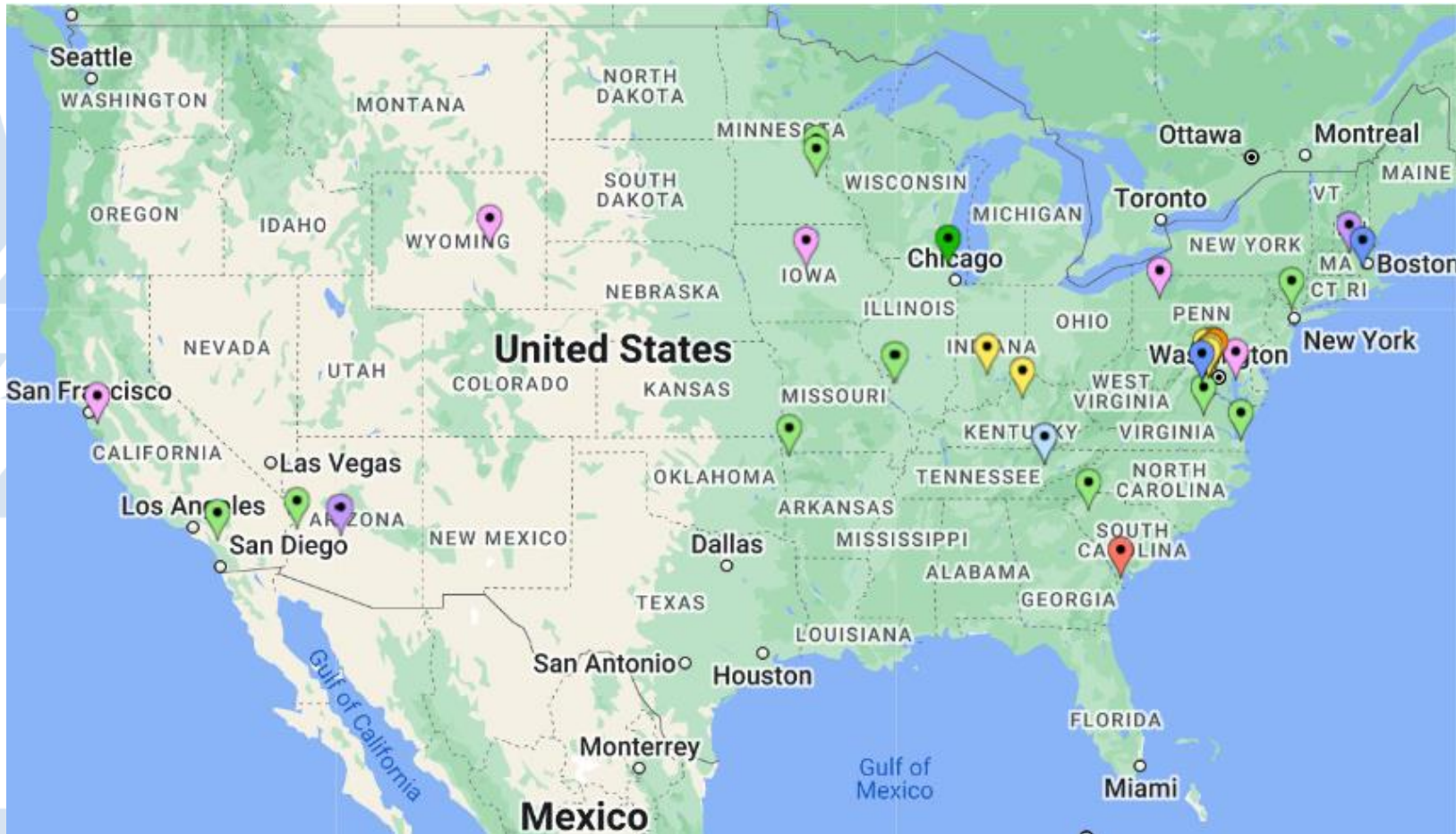
In 2020, we implemented EOS to:

- Clarify who we are
- Establish a common “Plan”, “Picture”, and “Vision” for all employees
- Focus “on the business” every week
- Address what is most important at every level of the company



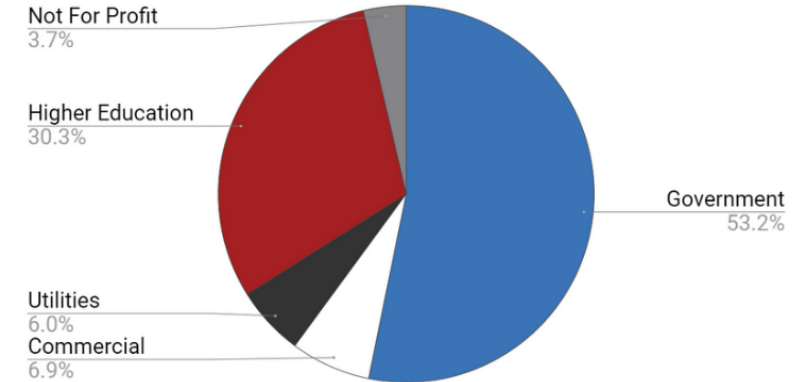
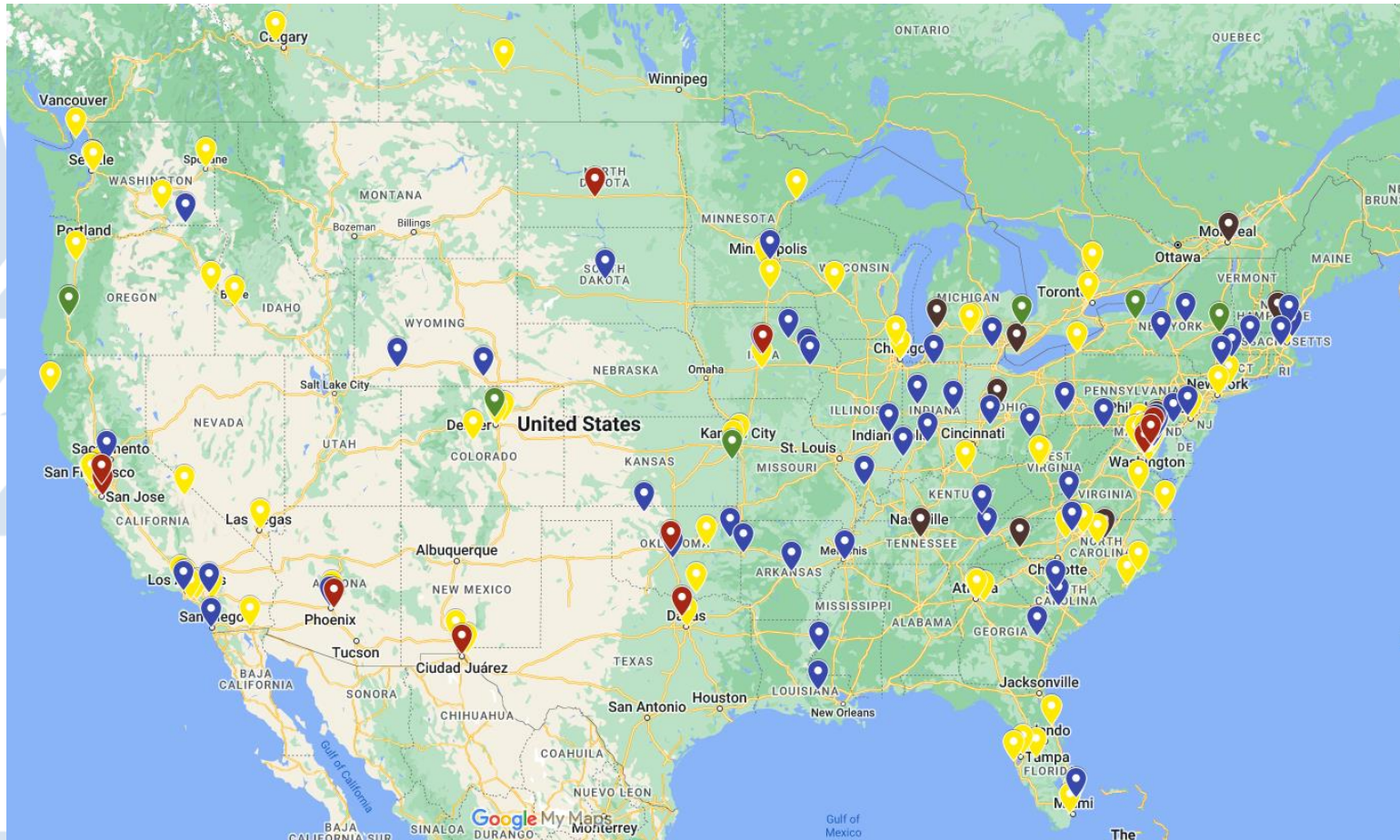
We manage our company using the Entrepreneurial Operating System (EOS) framework

A little bit about us...



Our team is growing... and spreading out.

Customer Map



- 300,000+ active drivers
- 44 states

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A little bit about us...

2024 has been transformational

- 20% increase in staff
- Wholesale changes to maximize new feature development:
 - New dedicated Product Management position
 - New team dedicated to large client custom work
 - Dedicated change request team
 - Dedicated new features team
 - Expanded test team
 - Transformative software test & release processes
- Our 100% re-write of the core FleetCommander is done!

A little bit about us...

2025 – What's next?

- New hardware offerings (e.g., plug style key box)
- New kiosk management tools
- Lower cost, more secure options in lieu of CradlePoint cellular modems
- Hardware technology refresh campaigns, with lower costs, for:
 - Key box total replacement or internal board upgrades
 - Kiosk replacements
- FedRAMP hosting environment
- Partnerships with other companies to maximize your investment in FleetCommander
- Wrap-up of your custom software tech refresh projects
- Transition our tech refresh development staff to product enhancements!

What are you looking for?



What can we provide to help you get the most out of this conference?

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Wrap-Up

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Questions?
Next Up: New Hardware



THANK YOU