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Transforming the Way the World Works

INTEGRATED TECHNOLOGY AND SOFTWARE PROVIDER
Focused on transforming how work is done across multiple professions throughout the world’s largest industries

OUR CUSTOMERS
Gain significant economic breakthroughs at the same time improving quality, safety, regulatory compliance and reducing environmental impact

1,200+ PATENTS
Greater than $300 million spent per year on R & D

2016 REVENUE $2.36 BILLION
8,000+ employees in 39 countries

FOUNDED IN 1978
Headquartered in Sunnyvale, California with facilities in 39 countries, partners in 100 countries and customers in 150 countries – from some of the world’s largest corporations to some of the smallest family firms
Core Industries Served

- AGRICULTURE
- CIVIL ENGINEERING & CONSTRUCTION
- BUILDING CONSTRUCTION
- GEOSPATIAL
- TRANSPORTATION
TRANSPORTATION
Trimble Transportation is the Complete Provider Across These Domains

**TT MOBILITY**
Comprehensive mobile solutions for drivers and assets

**TT ENTERPRISE**
TTM = Trimble Transportation Mobility

Family Members Across the Globe...

**TRUCKING (FLEETS)**
- Assets that efficiently and effectively move goods from origin to final destination
- Trucking Companies and Private Fleets

**TRUCKING (DRIVERS)**
- Drivers who drive commercial trucks
- Part of a fleet or independent Owner Operators
- Some OO’s leased to fleets for duration of time

**OIL & GAS**
- Servicing well sites or moving energy products (water, sand, crude oil, etc.) to the refinery, retail distribution point or end consumer
- Upstream (before the refinery), mid-stream, downstream (after)

**OEMs/CHANNELS**
- Truck or major component manufacturers
- Insurance or other companies that want to embed our solution within theirs for resale

**FINAL MILE**
- The last leg of the supply chain where goods are delivered directly to the point of consumption - porch or shelf
TTE = Trimble Transportation Enterprise

Solutions Spanning the Supply Chain

**CARRIER & BROKER ENTERPRISE SOLUTIONS**

- Carrier TMS platforms supporting all modes and all verticals
- Asset Maintenance for Carriers and Service Providers
- Final Mile Vehicle Routing and Scheduling
- Network, Fuel and Capacity Optimization Solutions
- Business and Market Intelligence

**MAPPING, MILAGE, NAVIGATION**

- PC*MILER - Transportation and logistics industry standard for routing, mileage and mapping.
- ALK Maps - interactive transportation specific map visualization platform
- CoPilot Professional - Enterprise grade GPS designed to increase productivity for the mobile workforce
- CoPilot Truck GPS navigation designed to keep truck drivers safe and compliant on the road

**SHIPPER & 3PL TMS**

- Shipper and 3PL TMS solution from the creators of G-Log (OTM), Weseley Software (Red Prairie)
- Rating, Optimization, Execution for small package, LTL, TL and intermodal transport modes
- Optimization includes: best direct cost routing, LTL consolidation & deficit rating, multi-stop TL consolidation & routing, static & dynamic pool/cross-dock routing

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**SHIPMENT VISIBILITY+++**

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THE RAPIDLY TRANSFORMING SUPPLY CHAIN
Revolution of the Consumer Experience
On-demand economy is changing the movement of freight from raw materials to manufacturer to consumer.

Business is now driven by the capture, analysis and exchange of information.

Winners of this revolution will be those who master the ability to leverage information for agility and efficiency.
The Changes are Pervasive

ECOMMERCE GROWING AT 15% ANNUALLY
Expedited shipping embedded into purchase experience

UNLIMITED SELECTION WITH IMMEDIATE AVAILABILITY

B2B RESHAPING
Durable goods, steel, construction materials

CLOSING OF RETAIL STORES [5,300 FOR H1 2017]

INCREASINGLY COMPETITIVE PRICING
Total online sales in 2016: $327B, 45% increase from 2015.

Online spending will approach 20% of retail by 2021.

Online grocery purchases were 31% in 2017E.

Amazon is part of the $75B food stamps program.

Shopping is 24/7.
CARRIERS

• Need to anticipate and adapt to dizzying array of new distribution and delivery methods

LOGISTICS PROVIDERS/CARRIER PARTNERS

• Being challenged to provide higher service levels

PRESSURE

• To lower cost of product transport and delivery
• Asset up-time critical, while lowering maintenance costs
• Real-time visibility – where freight is at any moment
Adapting to Digital Transformation

STREAMLINE/AUTOMATE
• Decisions and processes
  • RFPs, etc.

COLLECT, CONSUME, AND RESPOND
• Proactive response and how you use the endless data is key

PREDICT
• Predictive analytics to forecast behavior and risks

SUPPLY CHAIN VISIBILITY
• Important for the ultimate customer service experience
Enter Blockchain

- Standardizing RFP and other processes for operational efficiency
- Reducing pay cycles
- More efficient communication throughout supply chain
- Predictive maintenance
What is a blockchain?

It is a peer-to-peer electronic system “based on cryptographic proof instead of trust, allowing any two willing parties to transact directly with each other without the need for a trusted third party.” Parties can interact and exchange information on a global and transparent scale – think of Google Cloud, but larger and less risky.

Is it a database?

In a way yes, it is a ledger that maintains a growing list of connected transactions but the characteristics that sets it apart are:

**DISTRIBUTED**
No single authority owns the network or controls the transactions.

**SECURITY**
Every transaction is immutable, making it harder for anyone to tamper records. Once a transaction is posted, it can’t be updated or deleted even by database administrator.

**TRUST**
Distributed nature of the network together with security and consensus rules set by the consortium members makes the network trustable.

**CONSORTIUM**
There are three different types of blockchain – public, private & consortium. While the public blockchain is the popular one in financial industry, a consortium lets members to define rules and permissions.

**AUTOMATION**
Use of smart contracts enables companies to automate some of the mundane tasks.
Shippers create RFP and notifies a list of carriers using their public key

Carriers receive the notification from the blockchain network

Carriers extract RFP from the blockchain network using their private key

Carriers create bid by updating RFP with their rates and preferences

Carriers submit their bid to blockchain using their private key

Shippers get automated notification from blockchain

Shipper reviews bid and award lanes to carriers

Carriers accept bid and loads from shipper

All transactions are encrypted for security

All transactions are logged to provide record provenance
Connected Supply Chain

TRUCKS

DRIVERS

FREIGHT

INTELLIGENCE
Remote Diagnostics

Fleet Health Summary
By Failure Probability

Top 5 DTC

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>P1250</td>
<td>Potentially requires a rebuild in the exhaust system.</td>
</tr>
<tr>
<td>P0130</td>
<td>The engine O2 sensor has detected that the sensor output is low.</td>
</tr>
<tr>
<td>P0400</td>
<td>Potentially requires a rebuild in the exhaust system.</td>
</tr>
<tr>
<td>P0450</td>
<td>The engine O2 sensor has detected that the sensor output is low.</td>
</tr>
<tr>
<td>P0790</td>
<td>Fume or fuel pressure not in control</td>
</tr>
</tbody>
</table>

Selected Unit Details

- Vehicle: 2005 5500
- Distance: 190,922 Kms
- Make: Kenworth
- Model: 2012
- Year: 2011
$700B  WORTH OF FREIGHT/YEAR IS MOVED BY TRUCKING

30%  VOLUME OF FREIGHT MOVING THROUGH US TRANSPORTATION SYSTEM IS SET TO INCREASE OVER THE NEXT 5 YEARS

95-97%  OPERATING AT 95-97% CAPACITY OVER LAST 3 YEARS, CRUNCH COMING
Figure 1: Comparison of mean, median and predictions.