

The Motorola VC6096

WWAN In-Vehicle/Fixed Mount Mobile Computer



Agenda



- **What is the Motorola VC6096?**
- **What will the VC6096 do for your business?**
- **Features and benefits**
- **The VC6096 in action**
- **Why choose Motorola**



What is the Motorola VC6096?

Setting a new standard for in-cab computing



The VC6096 WWAN In-Vehicle/Fixed Mount Mobile Computer delivers:

- ...all the features and functionality to maximize driver productivity**
- ...integrated GPS and telematics support to achieve cost-effective compliance**
- ...an open extensible solution**
- ...rugged construction built for the road**

VC6096 *program polestars*



3.5G



Simultaneous high speed voice and data supports multiple applications — enables maximum driver and vehicle productivity

Military Rugged Design



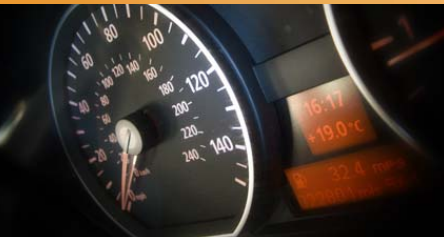
Built to many military (MIL-STD) specifications, easily delivers superior performance out on the road

GPS



Integrated autonomous GPS with superior sensitivity, delivering superior GPS coverage and performance

Built-in Telematics Support



Integrated open-platform telematics support, providing the freedom to choose or build the application that will best meet your needs

All-in-one in-cab solution



**Cell
phone**



**GPS
Navigation
System**



**Telematics
solution**



**Rugged
notebook
computer**

**Enterprises can
deploy one device
— instead of four:**

- **Reducing capital and operational costs**
- **Reducing the complexity and cost of mobility solutions**
- **Eliminating the time IT and users spend juggling multiple devices**



**What will the
Motorola VC6096 do
for your business?**

Improves efficiency and productivity...



- **Enables cost-effective compliance**
 - **Best-in-class GPS and telematics support automated reporting:**
 - Driver logs, time cards, highway fuel tax reports and more
 - **Ensures timely and accurate completion of required reporting**
 - Reduces non-compliance penalties and fines
- **Maximizes driver productivity**
 - **Eliminates the need to manually complete forms — so drivers can spend more time in the driver's seat and cover more ground**
 - **Enables connection via Bluetooth to a handheld mobile computer, which can be leveraged to help streamline tasks outside the vehicle — such as the collection of an electronic signature for real-time proof of delivery**

Improves fleet lifecycle and driver safety...



- **Telematics support for unprecedented visibility into driving habits**
 - Proactively correct dangerous driving habits, such as excessive speeds
 - Improve safety and reduce insurance premiums
 - Identify heavy braking and more that can contribute to vehicle wear and tear
- **Visibility into engine performance and engine error codes**
 - Enables proactive maintenance to contain vehicle maintenance costs

Reduces fuel costs ...



- **Real-time visibility into vehicle location — minimizes mileage with route optimization and dynamic routing**
- **Ability to identify and correct driver habits that can improve fuel efficiency**

...and provides a strong ROI



- **Open platform lets you choose hardware, peripherals, and applications**
- **Next-generation platform for superior investment protection**
- **Low total cost of ownership (TCO)**
 - **Motorola's leading rugged construction**
 - **Standardized Motorola platform — instant support for applications developed for other Motorola mobile computers**
 - **Mobility Services Platform (MSP) for centralized remote management**
 - **Motorola Service from the Start with Comprehensive Coverage**



Motorola VC6096 features and benefits

Nine great feature sets



- 1 Maximum wireless connectivity options
- 2 Heavy-duty vehicle telematics
- 3 Open, standards-based solution
- 4 Best-in-class GPS
- 5 Rugged construction
- 6 Next-generation platform
- 7 Enterprise manageability
- 8 An open expandable platform
- 9 Award winning service and support

1 — *Maximum wireless connectivity options*



Features	Benefits
<ul style="list-style-type: none">• Wireless WAN (WWAN) — 3.5G GSM HSDPA broadband connectivity over the cellular network	<ul style="list-style-type: none">• Simultaneous voice and data• Best-in-class broadband throughput to support demanding business applications, including voice as well as multimedia
<ul style="list-style-type: none">• Wireless LAN (WLAN) — 802.11a/b/g tri-mode radio	<ul style="list-style-type: none">• Seamless, instant WLAN connection for cost-effective voice and data connectivity at loading docks and on-the-road hotspots
<ul style="list-style-type: none">• Bluetooth® v2.0 EDR, Class II	<ul style="list-style-type: none">• Convenient wireless connection to a wide range of peripherals, including mobile computers, Bluetooth headsets and printers; expands device versatility to meet individual business needs

2 — *Heavy-duty vehicle telematics*



Features	Benefits
<ul style="list-style-type: none">• SAE J1708 and SAE J1939	<ul style="list-style-type: none">• Real-time vehicle performance metrics; improved visibility corrects poor driving habits and ensures timely maintenance to protect vehicle lifecycle and uptime

3 — *Open, standard-based platform*



Features	Benefits
<ul style="list-style-type: none">• Flexibility to choose hardware configurations	<ul style="list-style-type: none">• Select right hardware configuration to meet business needs
<ul style="list-style-type: none">• Ability to choose existing third-party applications or develop your own	<ul style="list-style-type: none">• Freedom to choose the right application, the cost model that best fits your budget, and the technology model that best matches your IT availability and expertise
<ul style="list-style-type: none">• Flexibility to choose where and how data is stored	<ul style="list-style-type: none">• Complete control over where and how your data is stored and secured; ensures your data is readily available to support other business applications

4 — *Best-in-class GPS*



Features	Benefits
<ul style="list-style-type: none">• High performance SiRFstarIII GSC3ef/LP GPS chipset; SUPL 1.0 compliant	<ul style="list-style-type: none">• Leading industry GPS technology• Provides superior sensitivity and tracking capabilities for robust location-based services – even in the most challenging environments like urban canyons and dense foliage
<ul style="list-style-type: none">• Integrated combination of GPS and telematics	<ul style="list-style-type: none">• Enables granular dynamic routing — dispatch can match drivers to jobs based on location and available hours
<ul style="list-style-type: none">• Assisted and autonomous GPS support (carrier dependent)	<ul style="list-style-type: none">• Supports robust real-time location-based applications for navigation and more

5 — *Rugged construction*



Features	Benefits
<ul style="list-style-type: none">Aluminum rear housing and military and industrial grade specifications for vibration, shock, and solar radiation	<ul style="list-style-type: none">Reliable operation despite constant exposure to outdoor elements and vehicle movement
<ul style="list-style-type: none">IP64 sealing	<ul style="list-style-type: none">Impervious to dust; can handle exposure to liquid to/from any direction

6 — *Next-generation platform*



Features	Benefits
<ul style="list-style-type: none">• 6.5 inch color high definition VGA resistive touchscreen display (640x480)	<ul style="list-style-type: none">• Easy viewing of high resolution images, such as videos and maps; easy to view in any lighting — from total darkness to bright sunlight, even when viewed through polarized sunglasses
<ul style="list-style-type: none">• Powerful processor designed for mobility — XScale PXA270 @ 624	<ul style="list-style-type: none">• Desktop-like multimedia performance
<ul style="list-style-type: none">• 128MB RAM/256MB Flash	<ul style="list-style-type: none">• Memory space required to support robust performance for database applications
<ul style="list-style-type: none">• Microsoft® latest mobile operating system — Windows Mobile® 6.1	<ul style="list-style-type: none">• Increased interoperability with existing infrastructure; enhanced security; more flexible development platform; improved mobile messaging collaboration
<ul style="list-style-type: none">• User accessible SD card	<ul style="list-style-type: none">• Additional memory and expandable functionality to meet evolving business needs

7 — *Enterprise manageability*



Features	Benefits
<ul style="list-style-type: none">• Compatibility with Motorola's Mobility Software Suite	<ul style="list-style-type: none">• Provides end-to-end control over virtually every aspect of your mobile computers
<ul style="list-style-type: none">• Mobility Services Platform	<ul style="list-style-type: none">• Provides centralized and remote management of all your VC6096 devices regardless of where they are located, including the ability to stage, provision and monitor devices as well as troubleshoot and resolve issues
<ul style="list-style-type: none">• Mobile Security Suite<ul style="list-style-type: none">– Mobile Security Platform– SSL Mobile VPN– IPSec Mobile VPN	<ul style="list-style-type: none">• A layered security solution that secures the data resident on your VC6096 mobile computers as well as the data in transit to and from the devices
<ul style="list-style-type: none">• Mobile Application Utilities<ul style="list-style-type: none">– Motorola PocketBrowser (PB)– Terminal Emulation (TE)– AppCenter	<ul style="list-style-type: none">• Provides application enhancements to increase the value of your VC6096 mobile computers:<ul style="list-style-type: none">– Rapid development of applications that integrate advanced data capture: bar code scanning, RFID, signature capture– Control which software applications and device features mobile users can access– Enable access to mainframe applications right out of the box

8 — *An open expandable platform*



Features

- Bluetooth enables easy tethering of mobile computers that are rich with features — including a bar code scanner, signature capture and a high resolution color camera



Benefits

- Maximizes ROI by allowing you to layer additional applications that improve driver productivity out of the truck:
 - Real-time Proof of Delivery (PoD)
 - Real-time Proof of Condition
 - Real-time reconciliation of shipments
- Ability to leverage the WWAN radio in the VC6096 allows the purchase of less expensive 'Bluetooth only' wireless mobile computers
- Eliminates the need for an additional monthly cellular bill to support an additional wireless device — the VC6096 enables real-time communications for the mobile computer
- Reduction in paper-processing for invoices, bills of lading and more reduces administrative costs inside the four walls, errors out in the field and the cash-to-cash cycle

9 — *Award-winning service and support*



Service from the Start with Comprehensive Coverage

- “You’re covered — period.” Includes normal wear and tear, accidental breakage of internal and external components and the accessories that are included ‘in-the-box’
- Defined rapid repair times (3 days for Bronze; advance device replacement with Gold)
- Telephone technical support
- Automatic application of engineering changes
- Optional Service from the Start On Site System Support puts a Motorola Field Service Representative on site the next business day

Benefits

- Unparalleled ‘from the manufacturer’ product knowledge and expertise
- Outstanding value — defined one-time cost for multiple years of coverage, never any surprise repair costs
- Provides peace-of-mind coverage from day one
- Keeps your VC6096 In-Vehicle/Fixed Mount Mobile Computers up and running at peak performance; ensures maximum uptime
- Covers much more than standard warranty



The Motorola VC6096... in action

...in Transportation and Logistics



Less Than Truckload, Truckload, Over The Road, Courier and Transport



- **Fleet management**
- **DOT driver logs/ time cards**
- **Highway fuel tax reporting**

- **Asset tracking and management**
- **Pickup & delivery**
- **In-cab voice, email and messaging**

- **Geofencing**
- **Proof of delivery**
- **Charge on delivery**

Why choose Motorola?



- **Strength of an industry leader: we know mobile computing**
- **Mobility leadership and technology innovation: over 1,500 patents and 100 key WLAN patents**
- **Proven products in use around the world — including some of the world's largest companies**
- **Deep expertise in virtually every major industry**
- **True end-to-end solutions:**
 - **from mobile devices to wireless and RFID infrastructure and management software for the entire mobility solution**
 - **a partner channel offering best-in-class applications and peripherals**
 - **a complete range of pre- and post-deployment services to help get and keep your mobility solution up and running at peak performance**

Questions?

