



FLEET iQ

Introducing Mitsubishi Motors Fleet iQ



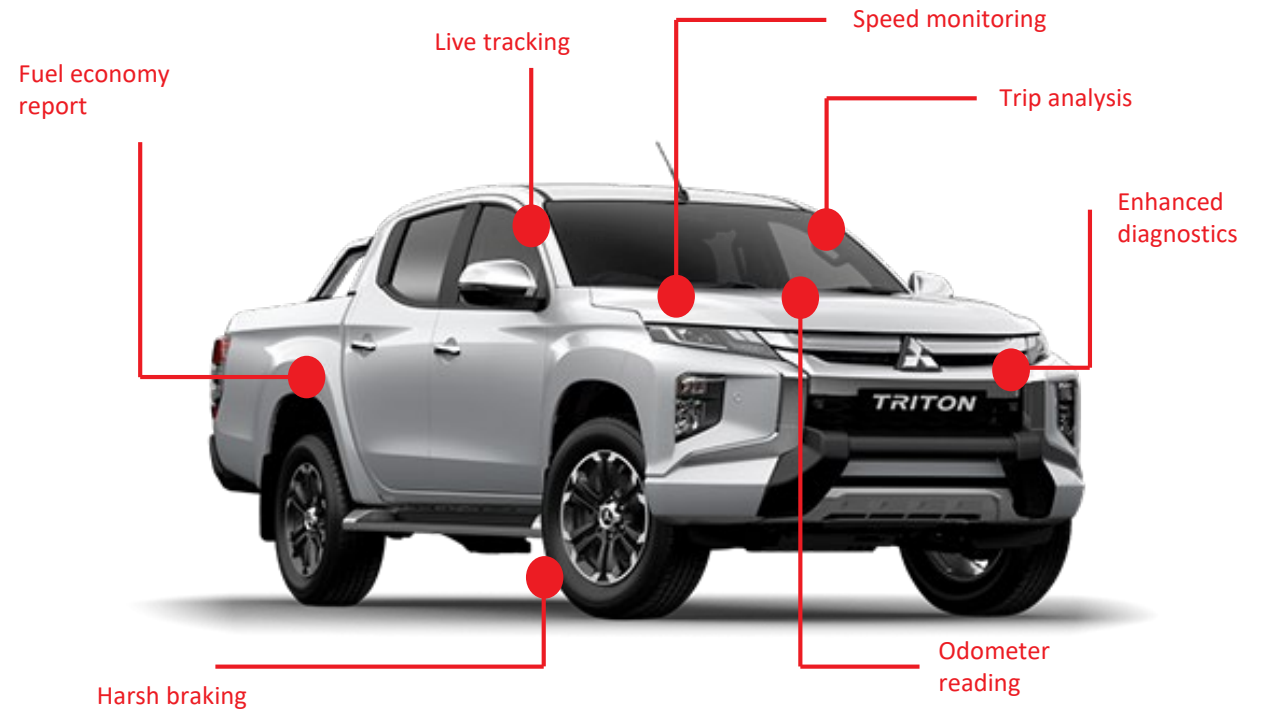
Mitsubishi Fleet iQ is a telematics platform that provides customers with the **data required** to make **informed decisions** on how they are **running their fleet operations**



Measuring areas such as **driver behaviour**, **vehicle location**, **engine diagnostics**, while **proactively managing maintenance** and **utilisation**, ensures customers are getting a deeper understanding of how their fleet vehicles are used and ultimately how they can **reduce operating costs** while **maximising productivity** and **safety**



The Mitsubishi Fleet iQ platform has the added advantage of being **vehicle agnostics** meaning it can be fitted to any vehicle make or model



FLEET iQ

Mitsubishi Motors Fleet iQ Customer Benefits

Reduce your total cost of ownership

- Proactively manage maintenance
- Detect engine issues fast
- Prevent unnecessary vehicle wear & tear
- Reduce fuel usage
- End-to-end vehicle inspection reporting

Automate your FBT reporting

- Separate private and business use of vehicles
- ATO compliant solution with maximum returns
- Automation to reduce administration costs

Increase safety

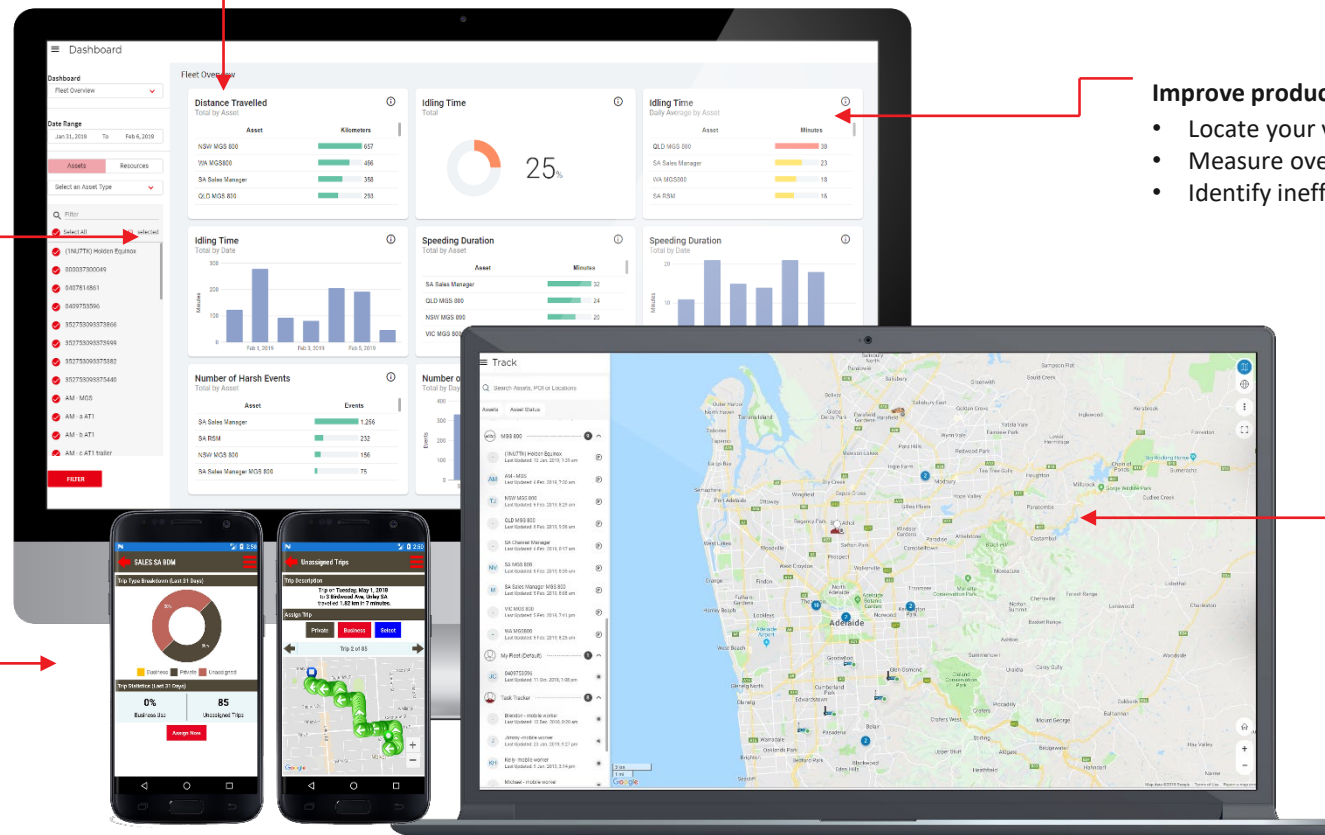
- Driver performance coaching
- Remote driver safety
- Accident notifications
- Ensure the security of your assets

Improve productivity

- Locate your vehicles in an instant
- Measure overall performance of your fleet
- Identify inefficiencies in your operations

Provide better customer service

- Improved dispatch & response times
- Proof of service
- Provide accurate arrival estimates
- Simplified project management



Powered by Fleet Complete

Today, Fleet Complete is one of the fastest growing telematics players globally (Berg Insight 2017-18) with close to 500,000 users spanning over 30,000 businesses in 16 countries



Founded in Canada, Fleet Complete has 20 years of industry knowledge and insight, operating in Australia since 2003 as one of the first adopters to the market



Fleet Complete have developed the Mitsubishi Fleet iQ platform

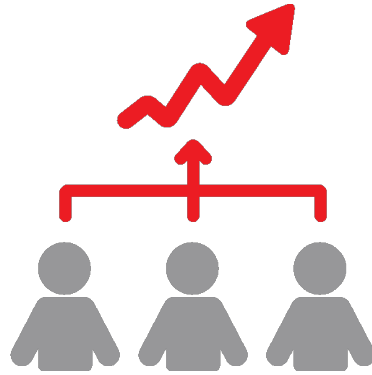


Fleet Complete will help support and represent the program from both a sales and customer experience under the Fleet iQ brand



Why have we launched Fleet iQ?

Together with the launch of the MMBA program, this solution ensures Mitsubishi differentiates its fleet proposition to the market by providing customers with the tools required to improve fleet effectiveness and optimise cash flow.



Lead Generation tool

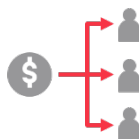


Competitive difference



Better customer service

What's in it for you?



Pricing & Commission

For the duration of the campaign the following pricing and commission structure will be in place:

Number of Units	Customer Price per unit	Dealer Commission per unit	Individual Sales Rep Commission per unit
1-29	\$33 p/m + \$39 Connection fee	\$50	\$20
29-49	\$31 p/m + \$39 Connection fee	\$40	\$15
49-99	\$29 p/m + \$39 Connection fee	\$30	\$10
100+	P.O.A.	TBA	TBA

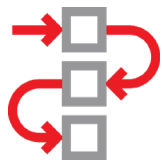


Key things to note:

- The tiered pricing model is an internal price list and not to be shared with customers
- Any discount must still have approval from your Mitsubishi Fleet iQ Specialists
- Mitsubishi Dealers will be paid their commission as part of the usual netting process which occurs on the 26th of the following month
- Individual Sales Reps will be rewarded by Fleet Complete in the form of a VISA Card by the 26th of the following month

Fleet iQ Sales Process

Mitsubishi Fleet iQ is designed to complement your vehicle sales by being sold as a value-add post the sale of the vehicle



Mitsubishi Dealer will introduce benefits of telematics as part of their sales process



Mitsubishi Fleet iQ will be sold as an after market product by Fleet Complete



Mitsubishi Dealer will act as a lead generator



Fleet Complete will follow up on all customers as the Fleet iQ Solution Specialist

Process Example

You are not expected to be an expert in selling the Mitsubishi Fleet iQ platform, rather understand the value that your customers will gain from this solution and introduce opportunities to the Fleet iQ team to close for you!

1

Customer is sold vehicle by Dealership who also has introduced the concept of Fleet iQ as a value add – provide collateral to customer



2

Dealership alerts the customer that they will be contacted by someone to discuss Fleet iQ and how they can further help their business and turn the vehicle into an efficient and cost-effective business tool.



3

Dealership provide customer details to Fleet iQ via online form – www.leads.welcometofleetiq.com.au



4

A Fleet iQ representative will contact the customer to better understand their business and provide an in depth demo of the



5

Fleet iQ close off the sale and fulfill through Fleet Complete



6

Dealer is credited for the sale and commission provide

Next Steps

Work with your Mitsubishi Fleet iQ Regional Sales Manager to develop an action plan and start engaging customers



Organise a session for your team with your Mitsubishi Fleet iQ Regional Sales Manager to learn about the program and Fleet iQ platform



Utilise the materials in the sales portal to approach existing customers



Add the Mitsubishi Fleet iQ value proposition to your Fleet pitch for new customers



Schedule regular cadence meetings with your Mitsubishi Fleet iQ Regional Sales Manager to review pipeline and results

Thank You



FLEET iQ