

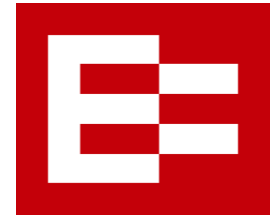
EROAD

THE FUTURE OF TRANSPORT TECHNOLOGY



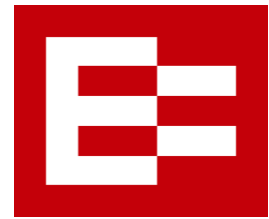
PRESENTATION TO SYMPOSIUM ON MILEAGE-BASED USER FEES: TECHNOLOGY WORKSHOP
NASHVILLE - APRIL 2013



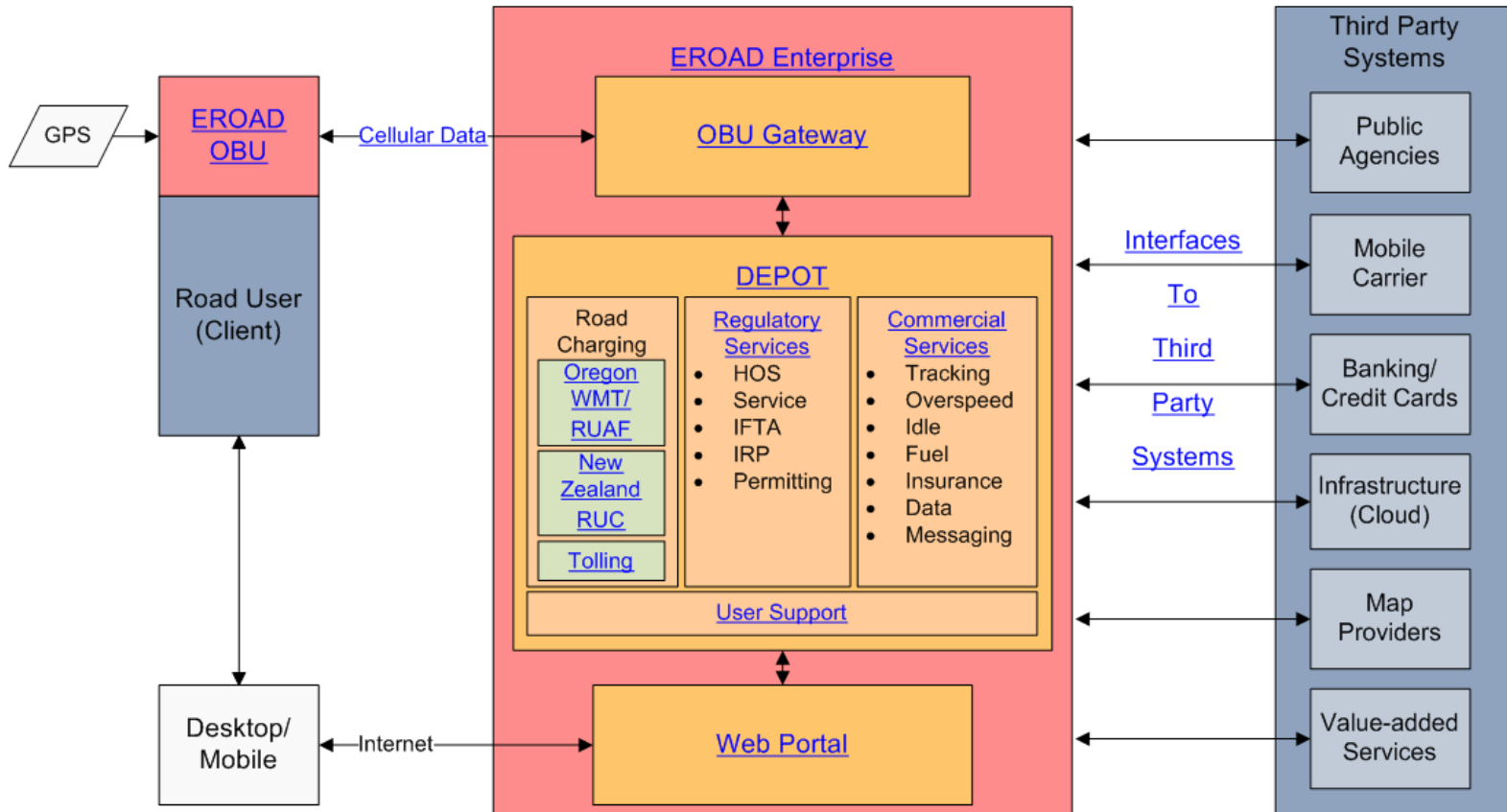


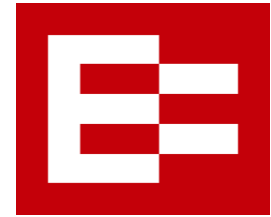
Background

- In 2009 EROAD implemented the world's first network-wide GPS/cellular electronic MBUF system for heavy and light vehicles.
- Technology platform developed to modernise New Zealand's Road User Charges (RUC) regime for trucks and light diesel vehicles.
- Deployment demonstrates it is feasible and cost effective to introduce road charging across a jurisdiction without roadside infrastructure.
- EROAD relies on voluntary take-up as carriers can choose to remain with paper-based RUC system.
- Government has not incurred any costs to develop or operate the EROAD electronic MBUF service.
- EROAD has successfully completed first North American pilot of commercial electronic weight-mileage tax service in Oregon.

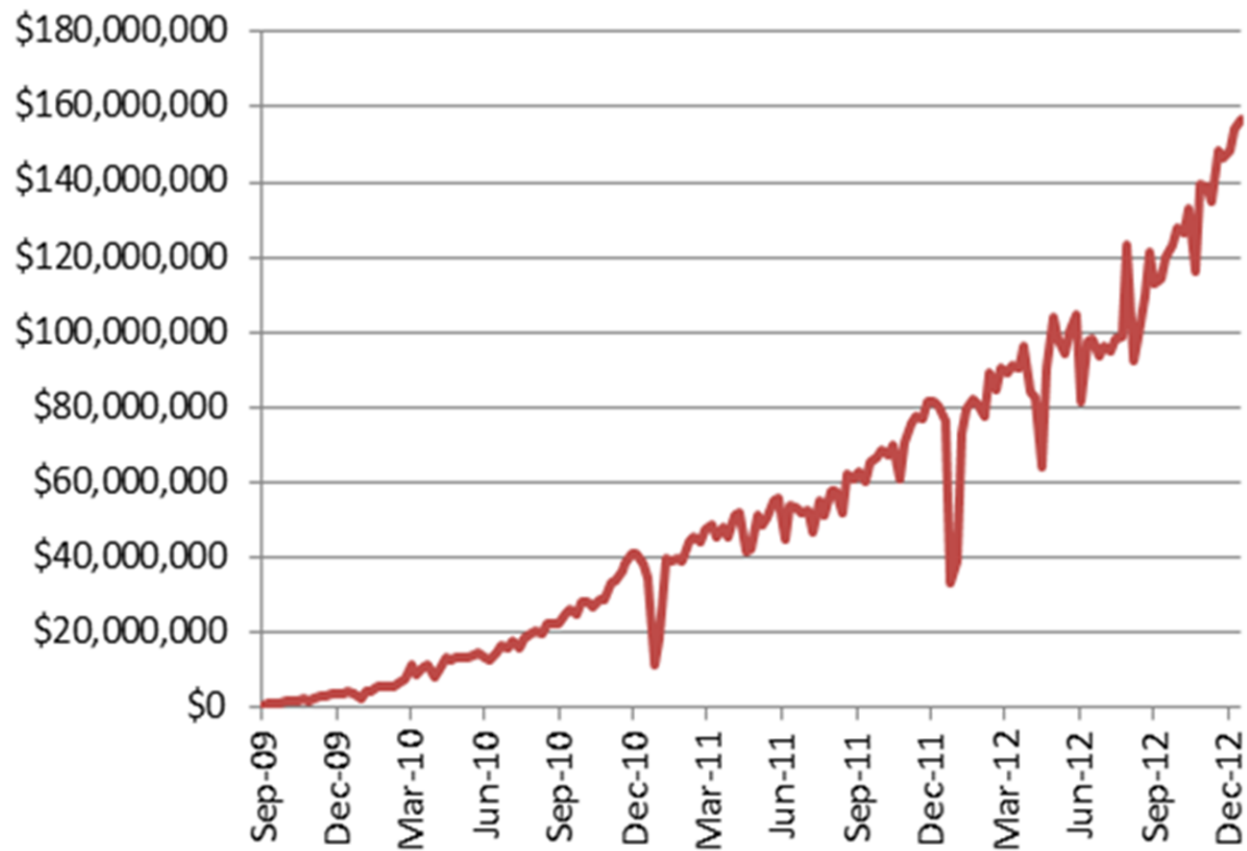


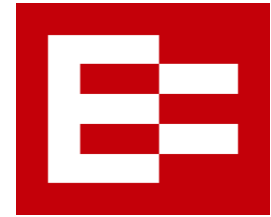
Solution





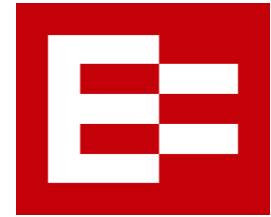
New Zealand MBUF Collections





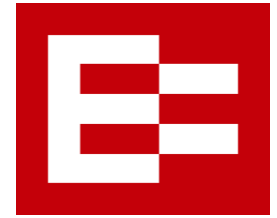
Technology

1. International truck tolling reference sites demonstrate GPS/Cellular tolling technology proven and can be cost effective.
2. OBUs are reliable and able to cope with extreme environmental conditions.
3. Secure architecture able to support complex tariffs: time, distance, location, corridor, area, mass, emissions and dynamic pricing.
4. Scale and deployment can be readily achieved because no requirement for roadside architecture.
5. Certification model minimises requirement for government to bear technology risks, or meet capital and operating costs.
6. More truck charging schemes will lead to affordable and robust LV tolling platform – costs still too high relative to revenues.



Business

1. Regulatory and commercial services can be delivered with same platform to lower agency and client costs.
2. Hybrid systems (paper and electronic) meets different user requirements and avoids big-bang implementation risks.
3. Competing providers encourage innovative and service orientated suppliers motivated by commercial opportunity.
4. Flexible web-based platform can be extended to myriad of value-added services – HOS, logistics, fuel, inter-operable tolling and insurance.
5. Private sector providers are well placed to handle confidential client data using standard privacy frameworks – avoids ‘big-brother’ fears.
6. Widespread acceptance as transport industry embraces technology to improve business and compliance outcomes.



Thank You



Brian Michie

Senior VP/Global Business Development

brian.michie@eroad.com