

A world map with glowing blue lines and dots representing a global network, set against a dark blue background with a grid pattern.

OMNICOMM

OMNICOMM.

FUELLING YOUR BUSINESS

AGENDA

- ABOUT OMNICOMM
- CUSTOMER STORIES
- OMNICOMM PRODUCTS



ABOUT OMNICOMM



OMNICOMM. WHO WE ARE?

OMNICOMM



25+ years
on the market



113 countries
sales geography



3K+ partners
worldwide



**1,5 MLN
vehicles**
equipped with
our technology



11 industries
served by our
solutions

OWN MANUFACTURING FACILITIES

OMNICOMM

Own manufacturing facilities in Vietnam

60 people strong R&D

20% of revenues
invested in R&D yearly

6 stages of quality control



Complete set of certificates:
E-mark, ISO 9001:2015, CE, FCC

OMNICOMM AWARDS

OMNICOMM



TOP 10 SENSORS MANUFACTURES IN INDIA 2022

Our deep expertise in fuel management is recognized, and our fuel level sensors are considered among the best globally. OMNICOMM was awarded by the Industry Outlook magazine in 2022 as one of TOP 10 sensors manufactures in India



CAEV EXPO 2023 PEOPLE'S CHOICE AWARD

Our team at OMNICOMM has been recognized and awarded the CAEV EXPO 2023 PEOPLE'S CHOICE AWARD in the category of fuel monitoring. This recognition is a testament to our dedication and hard work in developing cutting-edge solutions in the field of fuel monitoring



STRONGEST IN ESTONIA 2014-2023

OMNICOMM OU, Estonian headquarters of OMNICOMM has been awarded an A-group credit rating.



TOP 10 FMS PROVIDERS

OMNICOMM has been included in APA CIO OUTLOOK 2018 list of the top 10 fleet management service companies.

BENEFITS FOR PARTNERS AND CUSTOMERS



100% PARTNER-ORIENTED

OMNICO

LIFETIME SUPPORT:

- Technical supervision of installation & performance
- Warehouses in key regions for equipment delivery
- Comprehensive service package, including logistics, financing, maintenance, etc.



Product trainings and certifications – online and on-site



Feature-rich partner program



Sales & marketing support, including deal registration, partner kits, etc.



Extensive tech support, including dedicated tech support manager

WHAT THE CUSTOMER GAINS

OMNICOMM

OMNICOMM TECHNOLOGIES HELP CUSTOMERS SAVE COST, OPTIMIZE PROCESSES AND IMPROVE BUSINESS EFFICIENCY



Condition-based maintenance as non-standard fuel consumption can indicate technical issues



Real-time tracking of high value company assets for better security, control and insurance reduction



Automation of previously manually executed tasks, elimination of human errors in handling fleet supply & consumption data



More efficient fleet usage, longer fleet life thanks to enforcement of lean driving habits



Greener business practice thanks to fleet fuel waste reduction



Accident prevention and elimination of related expenses



FUEL MONITORING IS THE TOP OF THE TELEMATICS VALUE ICEBERG

OMNICOMM

Most widely used telematic package

97%

vehicle tracking and monitoring of fuel usage are 2 most important services for fleet owners

52%

of fleets use telematics for fuel management

70%

fuel management is the widely used telematics package

Satisfaction level

94%

of telematics users are satisfied or more than satisfied with fuel savings

Key reasons to invest

64%

fuel management generates the highest interest among non-telematics users

34%

fuel savings is the key reason to invest on telematics

Source: Frost & Sullivan.

European Fleet Managers Desirability and Willingness to Pay for Fleet Management Solutions, 2017

Americas Fleet Managers Desirability and Willingness to Pay for Fleet Management Solutions, 2017



WHAT WILL FLEET OWNER GET?

Fuel & labor cost constitute up to 50% of OpEx for every company with a vehicle fleet

50%

**YOUR KEY TO EFFICIENT FLEET
MANAGEMENT**

FMS IOT monitoring platform helps you take these costs under control.



WHAT WILL FLEET OWNER GET?

OMNICOMM

COST OPTIMIZATION

Fuel cost savings

- Control over refueling and draining
- Speed limits / driver behavior control
- Control over engine RMPs

example:

Enforcement of speed limits of 80-90 km/h in highway conditions brings up to 6% better fuel efficiency.



WHAT WILL FLEET OWNER GET?

COST OPTIMIZATION

OMNICOMM

Reduction of maintenance & repair cost

- Scheduled maintenance reminders
- Tyre pressure control
- On-board voltage control

example:

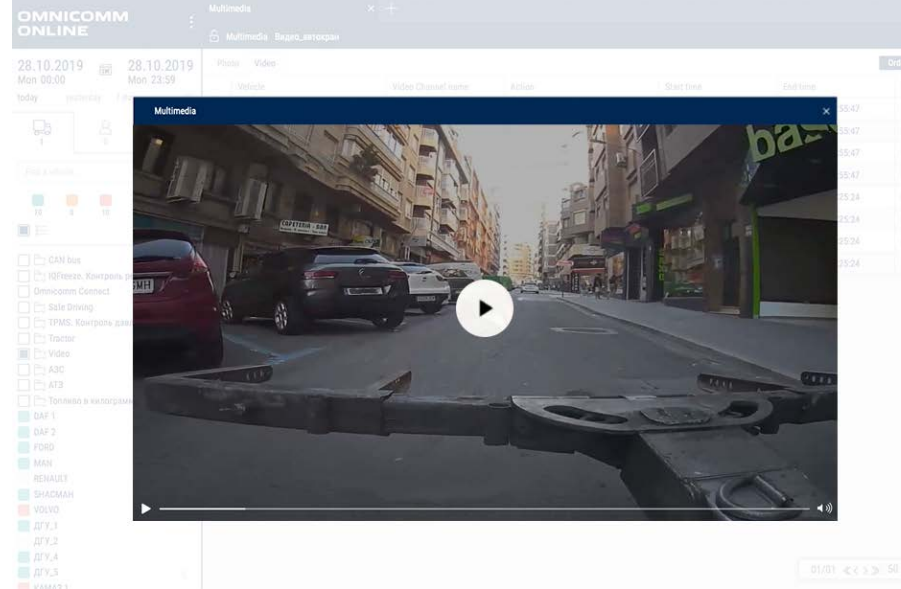
Faulty vehicle parts
increase fuel
consumption: clogged air
filters – by up to 20%,
incorrect thermostat
operation – by up to
25%*.

* according to research center [Argonne National Laboratory](#)



Process automation and transparency

- Real-time photo and video monitoring
- Real-time alerts and notifications
- Manual & automatic uploading video to server according to custom rules (for example, draining, refueling, fuel theft events)





WHAT WILL FLEET OWNER GET?

OMNICOMM

EMPLOYEE EDUCATION & DEVELOPMENT

Promotion of safe & economical driving culture

- Driving style control
- Drivers' rating
- Work-rest hours control

example:

Bad driving habits reduce fuel efficiency by up to **33%*** in highway conditions and by up to **4%** in city conditions.

* US Department of Energy, Saving Money on Gas



BENEFITS FROM SAFEDRIVE CONTROL

OMNICOMM

1. Detects and records violations

- harsh acceleration or braking
- speeding
- hard cornering
- dangerous maneuvers
- unfastened seatbelt or turned off headlights

2. Motivates drivers

- penalty points are assigned to the driver for violations
- driver scoring can be used to create a transparent driver motivation system

3. Helps improve driving style

- cabin device sounds an alarm in case of violation*
- real-time notification about violation is delivered to the fleet manager / dispatcher

**Driving style
analysis and
control tool**

*must be set up in the onboard terminal.

CUSTOMER STORIES



INDUSTRIES SERVED

OMNICO

Logistics & Transportation

Railroads

Ships & Vessels

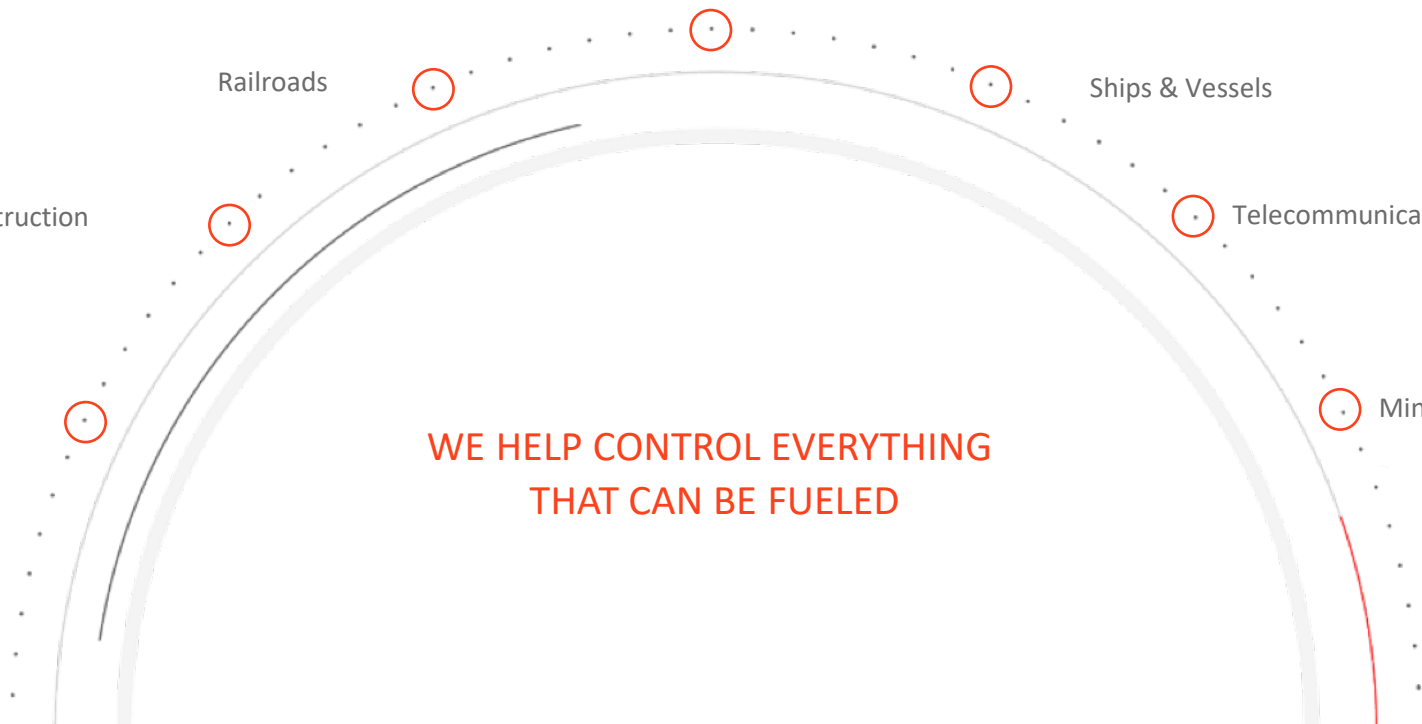
Construction

Telecommunications

Oil & Gas

Mining

WE HELP CONTROL EVERYTHING
THAT CAN BE FUELED



CASEBOOK: OUR CLIENTS



LAMBROGINI

OUR TOP CLIENT

200

Tractors equipped

99.2%

OMNICOMM Fuel-Level
Sensor accuracy



NATAV SERVICES

Fuel management solution
for fuel stations and tankers

150

Petroleum stations equipped

99.2%

OMNICOMM Fuel-Level
Sensor accuracy



NATO-ISAF

International security assistance
force fuel convoy in Afghanistan

1500

Fuel carrying trucks equipped

99.2%

OMNICOMM Fuel-Level Sensor
accuracy despite extreme conditions

OUR CLIENTS IN CONSTRUCTION INDUSTRY

OMNICOMM



ARSS INFRASTRUCTURE PROJECTS LIMITED (INDIA)

- Fuel pump damage incidents stopped, eliminating major replacement costs
- Repairs reduced by 60% as fuel drains are detected instantly, preventing further damage
- 24% less fuel consumption
- Saving \$130,000/month with 350 vehicles equipped with OMNICOMM sensors



SBI (TANZANIA)

- Reduction of carbon footprint and improved carbon footprint monitoring
- Improve efficiency
- Reduction of fuel usage resulted in savings up to 32%
- Better control over equipment (including engine hours & mileage)
- Savings on spare parts, over \$1,000,000 per year
- More efficient route planning & control of productivity

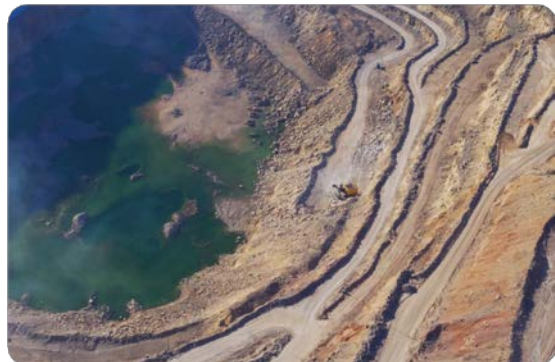


BARKAT CRANES & EQUIPMENTS PVT. LTD (INDIA)

- Savings of 8-10% per month
- Prevention of overfilling and underfilling, using just the necessary amount of fuel to complete each job
- No refueling stress with low fuel alerts
- More transparent environment and better work culture
- Strict monitoring and accurate reporting to provide reliable data for planning and forecasting

OUR CLIENTS IN MINING INDUSTRY

OMNICOMM



WENKO

- Precise fuel-level measurement ensures significant efficiency gains for miners
- 4-6 months after solution implementation – ROI time for miners



VALE

- 20% reduction in fuel consumption
- No “dry” panes
- All key locomotive parameters monitored 24x7 with immediate alarms for non-compliance, including fuel drains



FIDES MINING

- ~ 45% direct diesel economy
Around BRL 3,000,000.00 of savings yearly
- ~23% - Operating savings
- Repair service cases decreased for 11% of the fleet

VALIDATED BY

OMNICOMM



HALLIBURTON

OMNICOMM PRODUCTS

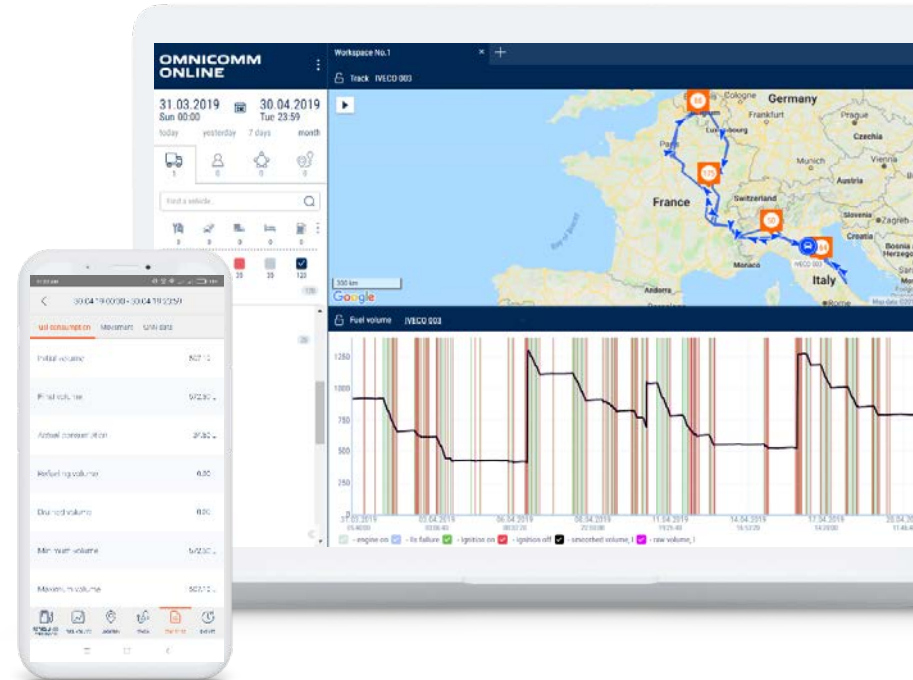


SMART FUEL MONITORING

EFFICIENT OPERATIONS

OMNICOMM

- **Downtime Reduction:** on-time refueling based on accurate data on fuel consumption and remaining fuel
- **Fuel Pilferage and Fraud Prevention**
- **Efficient Planning** of fuel supply based on accurate consumption data



SOLUTION COMPONENTS: OMNICOMM ONLINE FUEL ANALYTICS

OMNICOMM

CLOUD-BASED REAL-TIME FUEL MONITORING PLATFORM



INSTANT ALERTS

on specified events (90+) via e-mail or SMS



OPEN API

for integration with customer's ERP, TMS systems



SUPPORT FOR 3RD PARTY SENSORS, TRACKERS & SOFTWARE



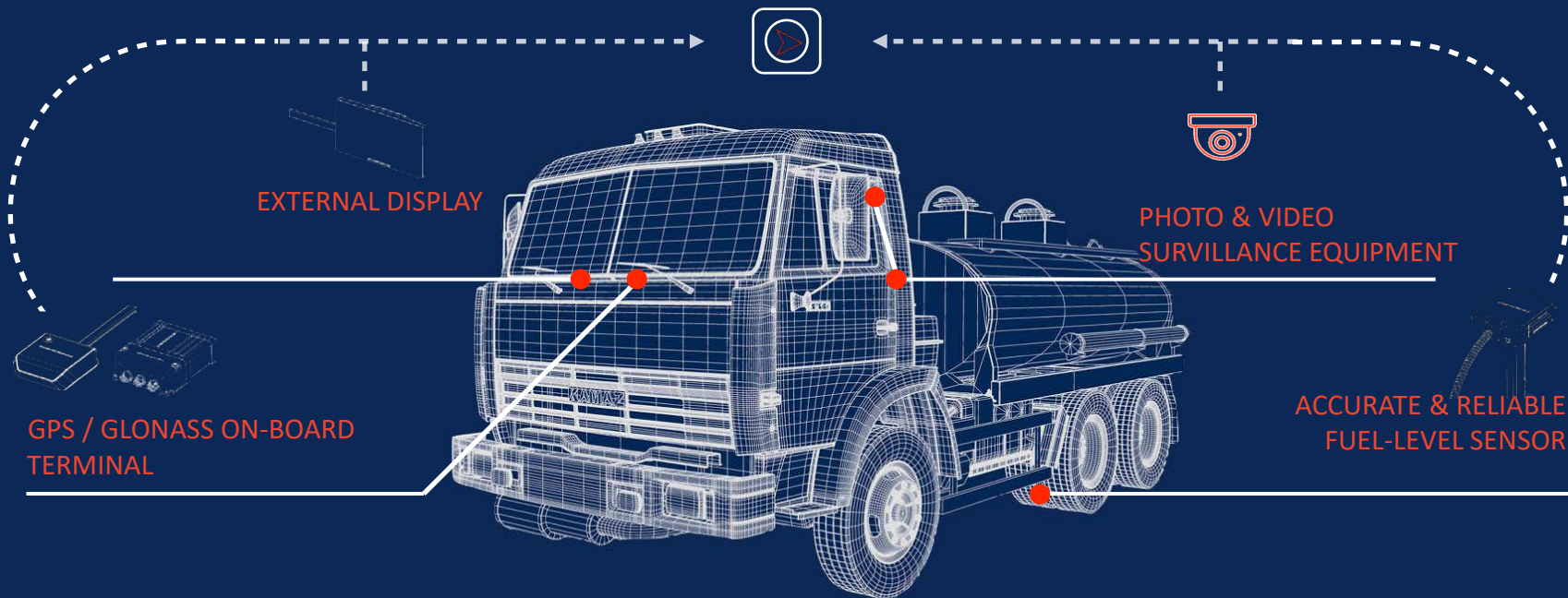
AVAILABLE on IOS and ANDROID
Web-version and mobile apps

COMPLETE INDUSTRIAL SOLUTION

OMNICOMM

Comprehensive monitoring of the fleet and stationary storage in real-time for fleet optimization, cost reduction and improved safety during dangerous cargo transportation

ONLINE MONITORING PLATFORM



SOLUTION COMPONENTS: FUEL-LEVEL SENSORS

OMNICOMM

INDUSTRY MOST ACCURATE & RELIABLE FUEL-LEVEL SENSOR



Omnicomm fuel-level sensor

Measures fuel level in:

- vehicle tank
- diesel generator tank
- tanker truck
- stationary storage

Key Features:

- 99.5% accuracy
- IP69k ingress protection rating
- operating temperatures: -60°...+85° C

HOW WE DO IT?

OMNICOMM



OMNICOMM FUELSCAN® technology:

- **ANALYZES** filled fuel characteristics
- **COMPARES** them with the characteristics of the fuel used for calibration
- **INTRODUCES** correction coefficient based on detected variations to ensure 99.5% measurement accuracy



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Q&A

CONTACT US



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