

**miX** | TELEMATICS



## An Introduction to MiX



# Some of the challenges of running a coach company

## SOME OF THE SNAKES:

- Driver shortage/ retention
- Meeting zero-emissions target
- The impact of COVID-19
- Enhancing the popularity of coach travel
- Industry compliance
- Cost of living/ fuel prices
- Adopting & understanding new technology



Safety



Efficiency



Compliance



Security



Sustainability



# Passenger Transport UK Clients

**Go Ahead**

 **Ulsterbus**  
A Translink service

  
**Bus Éireann**

**McGill's**

**Reading**buses



**Nottingham City  
Transport**

# Passenger Transport UK Clients



# Specialist solutions for Bus & Coach

## On Bus Sensor Fusion and Reporting

In Cab Driver Behaviour Monitoring and incident alerts – **MiX Rovi Mini** or **Drivemate**



Efficiency and Change Management – **MiX Fleet Manager, MyMiX, Dashboards** and **Consultancy**



**Live and Historical Tracking** with links to **ETM, DTCO, RTPI** and vehicle **Immobilisation**.  
**API feed to local or authority stakeholders**



Engine Diagnostic Information in real time – **CAN data**  
**Displayed to driver and sent as active messages**



Other systems connected to the MiX On-board Computer including **MiX Vision AI** and **ADAS** systems



# Access to driver and vehicle performance data



Web-based with multi-browser compatibility

Smartphones and tablets (iOS, Android, Windows Phone)

MiX Integrate for third-party software integration

# MiX Fleet Manager Premium: Reporting

## Typical Reporting Examples

### Summary Measured Fuel Report MiX Internal - Sales Demo

From 01/08/2022 To 18/08/2022

Asset	Site Name	Fuel Consumption Measured(mpg)	Distance (mi)	Fuel (gal)
MiX 4000 - BBP 2	MiX4000	35.41	451.64	12.754
MiX4000 - BBP 13	MiX4000	43.02	174.27	4.051
MiX4000 - BBP 3	MiX4000	49.82	847.41	17.009
<b>Totals</b>			<b>1,473.33</b>	<b>33.814</b>

### Summary Trip Report MiX Internal - Sales Demo

From 01/07/2022 To 31/07/2022

Asset Description	Asset ID	Asset Registration Number	Fleet Number	Site Name	First Trip Start Date	Last Trip End Date	Time zone	Driving Time vs Standing Time	Driving Time %	Standing Time %	Idle Time %
Carols Car EG-876-XK	115	EG876XK		Demo Site / MiX Demo Assets / MiX4000	01/07/2022 13:45:25	31/07/2022 13:01:56	BST		57%	43%	0%
MiX 4000 - BBP 2	42	DF19 XEM		Demo Site / MiX Demo Assets / MiX4000	01/07/2022 13:47:35	31/07/2022 20:13:55	BST		87%	13%	13%
MiX 4000 - BBP 3	105	S23 YBD		Demo Site / MiX Demo Assets / MiX4000	01/07/2022 07:49:41	30/07/2022 18:36:32	BST		100%	0%	0%
MiX2000 - 01	3	BC18 ETT		Demo Site / MiX Demo Assets / MiX2000	10/07/2022 13:27:12	26/07/2022 18:42:32	BST		87%	13%	0%
MiX4000 - BBP 13	56	DV19 HHL		Demo Site / MiX Demo Assets / MiX4000	01/07/2022 09:57:22	31/07/2022 17:50:30	BST		79%	21%	22%
MiX4000 - BBP 14	51	OW16 OVA		Demo Site / MiX Demo Assets / MiX4000	01/07/2022 13:46:51	31/07/2022 12:41:39	BST		62%	38%	0%
MiX4000 - BBP 3	41	MA19 ZZJ		Demo Site / MiX Demo Assets / MiX4000	02/07/2022 11:46:05	31/07/2022 16:09:16	BST		72%	28%	20%
MiX4000 - BBP 7	39	LP19 FHY		Demo Site / MiX Demo Assets / MiX4000	01/07/2022 09:31:42	31/07/2022 14:52:32	BST		89%	11%	13%
MiX4000 - RA	47	RBA4W		Demo Site / MiX Demo Assets / MiX4000	01/07/2022 08:11:08	30/07/2022 17:12:34	BST		65%	35%	0%
MiX4000 - SML	116	SL13OBO		Demo Site / MiX Demo Assets / MiX4000	01/07/2022 16:53:31	26/07/2022 21:13:42	BST		74%	26%	0%
OBDD2 - 03	77	OBDD2 03	354017111893539	Demo Site / MiX Demo Assets / OBDD II	02/07/2022 10:56:24	30/07/2022 20:30:24	BST		100%	0%	0%
Vision AI - Standalone RA	103	RichAIS		Default Site	01/07/2022 08:18:28	30/07/2022 17:12:25	BST		93%	7%	0%
<b>Totals</b>											
<b>Averages</b>									<b>79%</b>	<b>21%</b>	<b>9%</b>



#### Daily Asset Utilisation Report

MiX Internal - Sales Demo

From 09/10/2022 To 15/10/2022

Site Name	Asset Description	Registration Number	Utilisation	Su-9	Mo-10	Tu-11	We-12	Th-13	Fr-14	Sa-15	Weekday Distance (mi)	Weekend Distance (mi)	Total Distance (mi)	With Trips	Without Trips
Landside MT	MiX 4000 - BBP 2	DF19 XEM		12.18	25.92	30.66	50.34	28.37	29.11	25.15	164.40	37.33	201.73	7	0
Landside MT	MiX 4000 - BBP 3	S23 YBD		108.82	22.87	22.74	24.12	22.62	21.82	8.45	114.18	117.27	231.45	7	0
Landside MT	MiX 4000 - DC	VN70BJK									0.00	0.00	0.00	0	7
Landside MT	MiX2000 - 01	BC18 ETT									0.00	0.00	0.00	0	7
Landside MT	MiX4000 - BBP 13	DV19 HHL		3.79	1.54						1.54	3.79	5.33	2	5
Landside MT	MiX4000 - BBP 14	OW16 OVA		36.97		3.85	23.34	3.74	2.88	25.13	33.81	62.10	95.91	6	1
Landside GH	MiX4000 - BBP 3	MA19 ZZJ		18.73	41.51	43.04	32.05	39.39	16.32	24.41	172.31	43.15	215.46	7	0
Landside GH	MiX4000 - BBP 7	LP19 FHY		4.34	10.19	17.56	13.80	14.92	9.16	46.80	65.63	51.15	116.78	7	0
Landside GH	MiX4000 - RA	RBA4W			2.53	59.20	8.13	6.33	23.14	8.41	99.33	8.41	107.73	6	1
Landside GH	MiX4000 - SML	SL13OBO									0.00	0.00	0.00	0	7
Utilities	MJ20KPE - Carl McFarlane	MJ20KPE		8.32	22.22	19.22	1.49	12.17	11.13	9.27	66.23	17.60	83.83	7	0
Utilities	MgMiX Tracking - 30	Phone 30									0.00	0.00	0.00	0	7
Utilities	OBDD2 - 03	OBDD2 03		20.14	33.18	33.94	149.15	36.62	10.49	12.07	263.38	32.22	295.60	7	0
Utilities	OBDD2 - 07	RBA7A		13.56	138.70	46.57	38.68	36.42		0.00	260.36	13.56	273.93	6	1
Utilities	OBDD2 - CH	CH OBDDII		2.49	15.10	22.07	22.44	6.11	23.11	1.70	88.83	4.19	93.02	7	0
Plant	Oyster - 01	H446 HPK									0.00	0.00	0.00	0	7
Plant	Oyster - CH	CH Oyster									0.00	0.00	0.00	0	7
Plant	Phone 35	Phone 35									0.00	0.00	0.00	0	7
<b>Total</b>															

### Movement Overview Report MiX Internal - Sales Demo

From 09/10/2022 To 15/10/2022

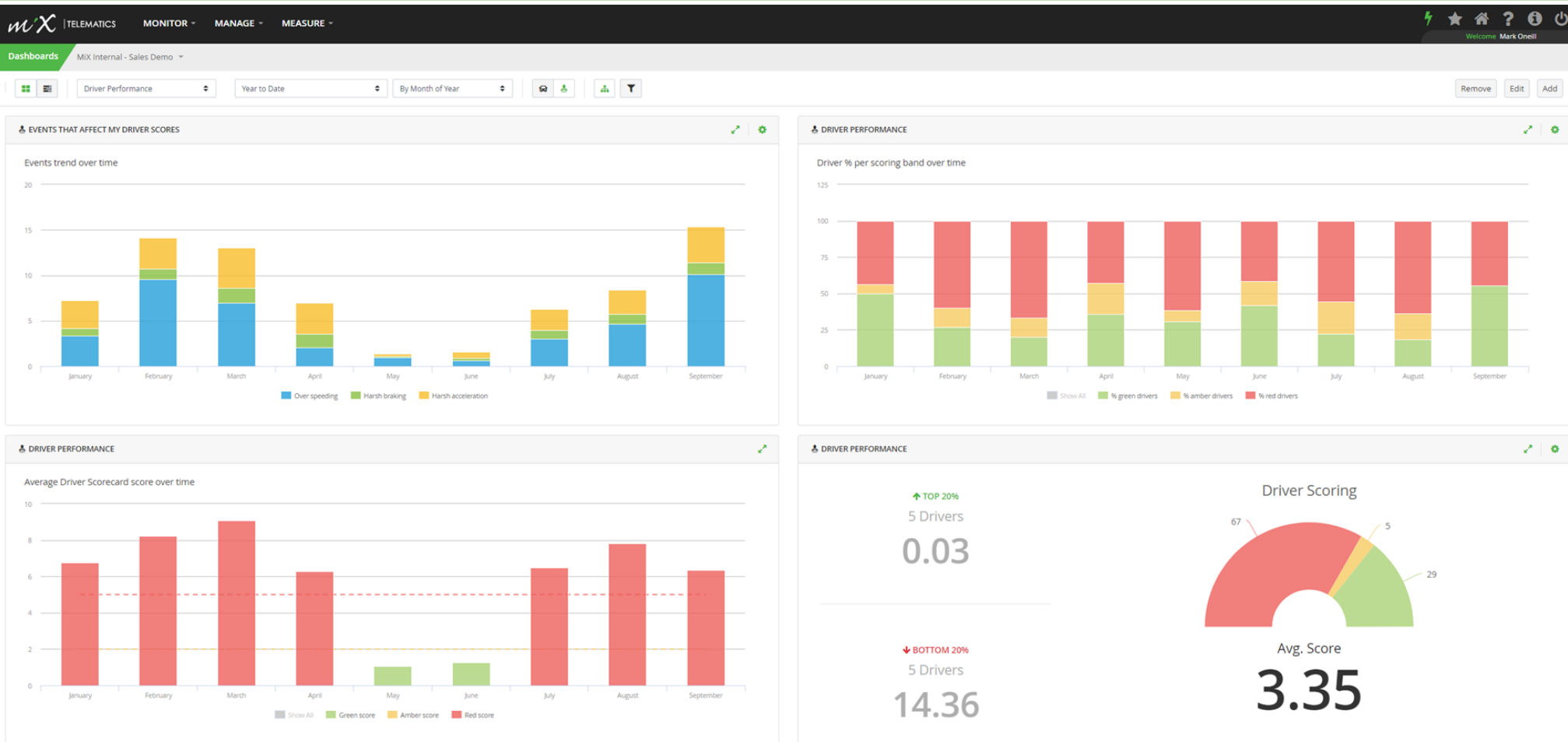
Location Name	First Visit	Last Visit	Time At Location (h:mm:ss)	Distance (mi)	No. of Visits	Avg. Time At Location (h:mm:ss)	No. Of Unique Visits	Avg. Time At Location (h:mm:ss)
* Leeds CAZ	09/10/2022	15/10/2022	04:15:47	19.94	5	00:51:09	4	01:03:56
Amazon - Garage 1	09/10/2022	15/10/2022	117:00:36	164.56	15	07:48:02	13	09:00:02
BBP	10/10/2022	14/10/2022	111:01:37	138.45	23	04:49:38	13	08:32:25
CM's Final Drop-Off Location	15/10/2022	15/10/2022	00:01:28	2.67	1	00:01:28	1	00:01:28
CM's Home Location	09/10/2022	15/10/2022	123:18:57	30.60	10	12:19:53	10	12:19:53
CM's Office Location	10/10/2022	14/10/2022	33:00:15	24.94	4	08:15:03	4	08:15:03
Location	09/10/2022	15/10/2022	114:47:28	17.46	16	07:10:28	14	08:11:57
M6 - Query	10/10/2022	15/10/2022	02:04:17	39.07	27	00:04:36	9	00:13:48
MiX Birmingham Office	10/10/2022	14/10/2022	111:00:58	131.72	22	05:02:46	13	08:32:22
MiX Telematics Demo	10/10/2022	14/10/2022	106:14:54	131.21	21	05:03:34	12	08:51:14
MiX Telematics	10/10/2022	14/10/2022	111:00:58	131.72	22	05:02:46	13	08:32:22

Movement Overview Report

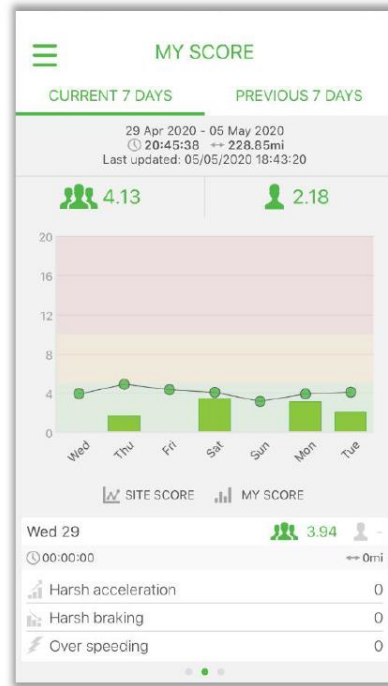
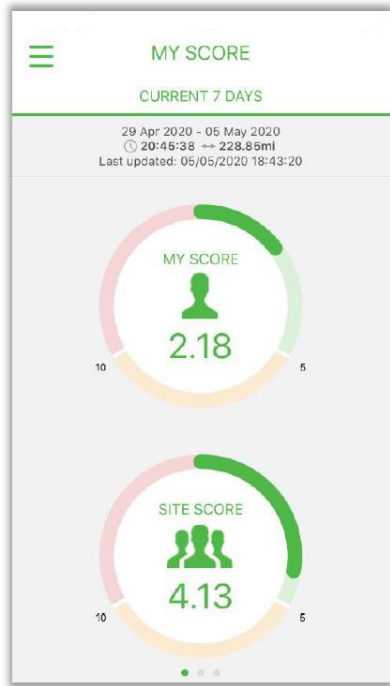


# MiX Insight Driver Performance Dashboard

Standard and RAG scoring models.



Daily, weekly, monthly score analysis are available as well as six-month trends. Drivers see how they rank compared to site and organisation averages.



### Current 7 Day Score.

*This displays a rolling 7 days driver score. Underneath it shows the Site score average for the current rolling 7 days.*

### 7 Day RAG breakdown.

*This will show the driver their 7 day daily breakdown of RAG scores and events.*

### Weekly/Monthly Trend.

*The driver will be able to track their RAG score by week number or month along with the site score average*

A comprehensive driver engagement platform to equip professional drivers with all they need to assess and improve driver performance.



# Pricing (all prices shown are per vehicle per month & exclude VAT)

At MiX, we have many different packages to consider. These bundled options range from the following:

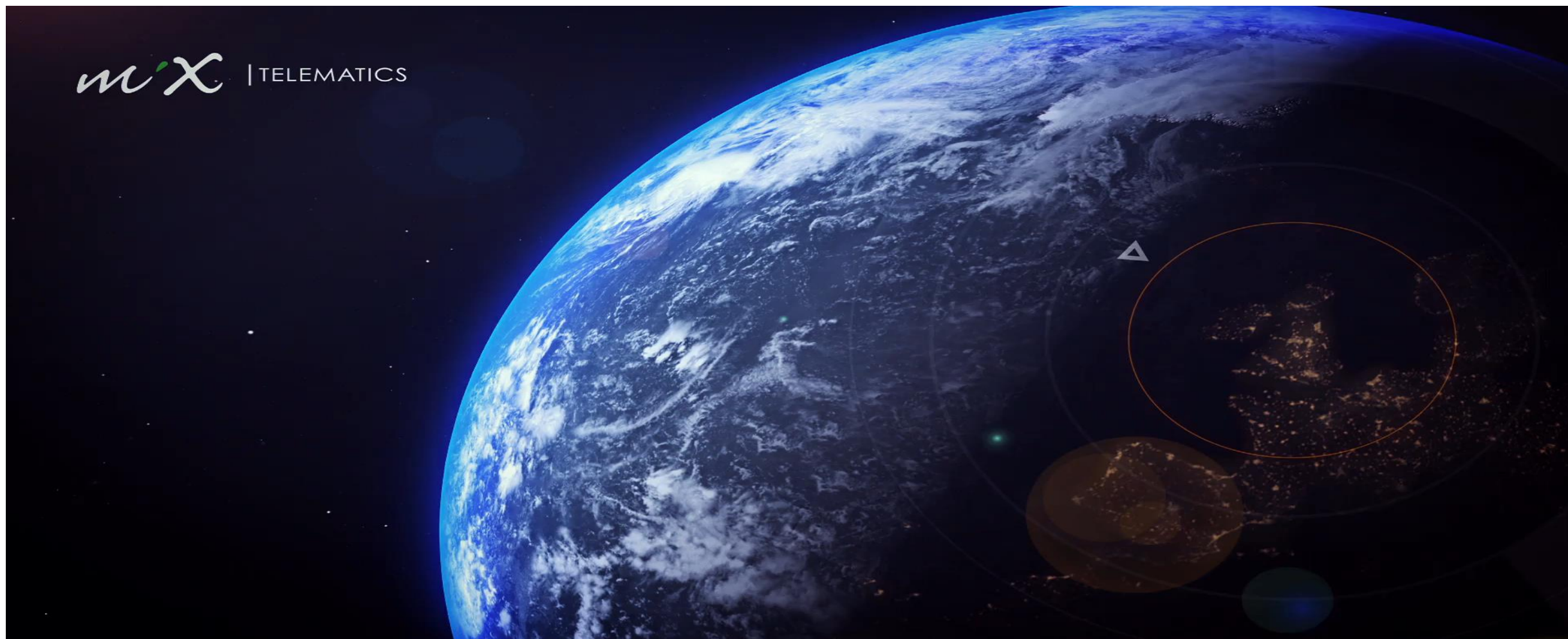
- Essential:
  - Basic, entry level track & trace - £12.00 per unit per month
- Premium:
  - Service - DriveMate with RFID Driver ID - £17.50
  - Service with CAN – Drive Mate with RFID Driver ID and CANSense - £19.50
  - Service T&L - Drive Mate with RFID Driver ID, CANSense & DTCO - £21.50
  - Service B&C – Rovi Mini, CANSense, ETM - £24.50
- CCTV:
  - There are many variants and can range from AI activated, ADAS activated, forward facing only, forward and driver facing combined + forward facing with side cameras – Pricing to be discussed

**Please note that the packages shown are a bundled price and include installation + warranty of equipment installed (less consumables) for the 36-month term of the contract. Other price options are available on discussion.**

**DISCOUNT: All UKCOA members will receive a 10% reduction from the prices shown.**

# Case Study Video - Swans Travel

How we helped them achieve a significant Return Of Investment (ROI)



# In Summary

## SOME OF THE SNAKES:

- Driver shortage/ retention
- Meeting zero-emissions target
- The impact of COVID-19
- Enhancing the popularity of coach travel
- Industry compliance
- Cost of living/ fuel prices
- Adopting & understanding new technology

## THE LADDERS TO HELP:

- ❖ Incentivise the drivers
- ❖ Look at beneficial technology
- ❖ Lobbying of local MPs/ Effective Marketing
- ❖ The use of telematics
- ❖ **YOU & your resilience to succeed**



# Thank you, any questions?

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