



**APTARUS**<sup>™</sup>

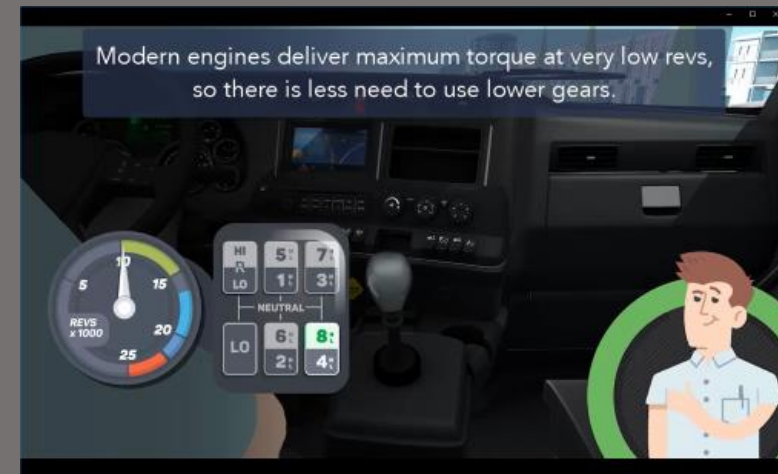
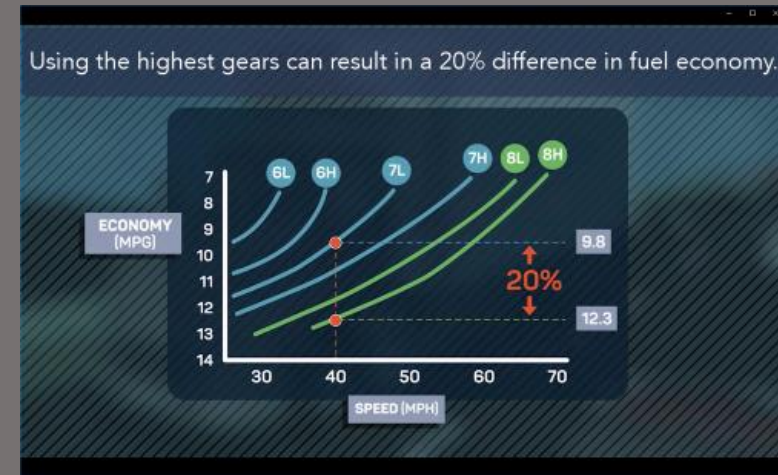
# Fuel-Efficient Driving Course



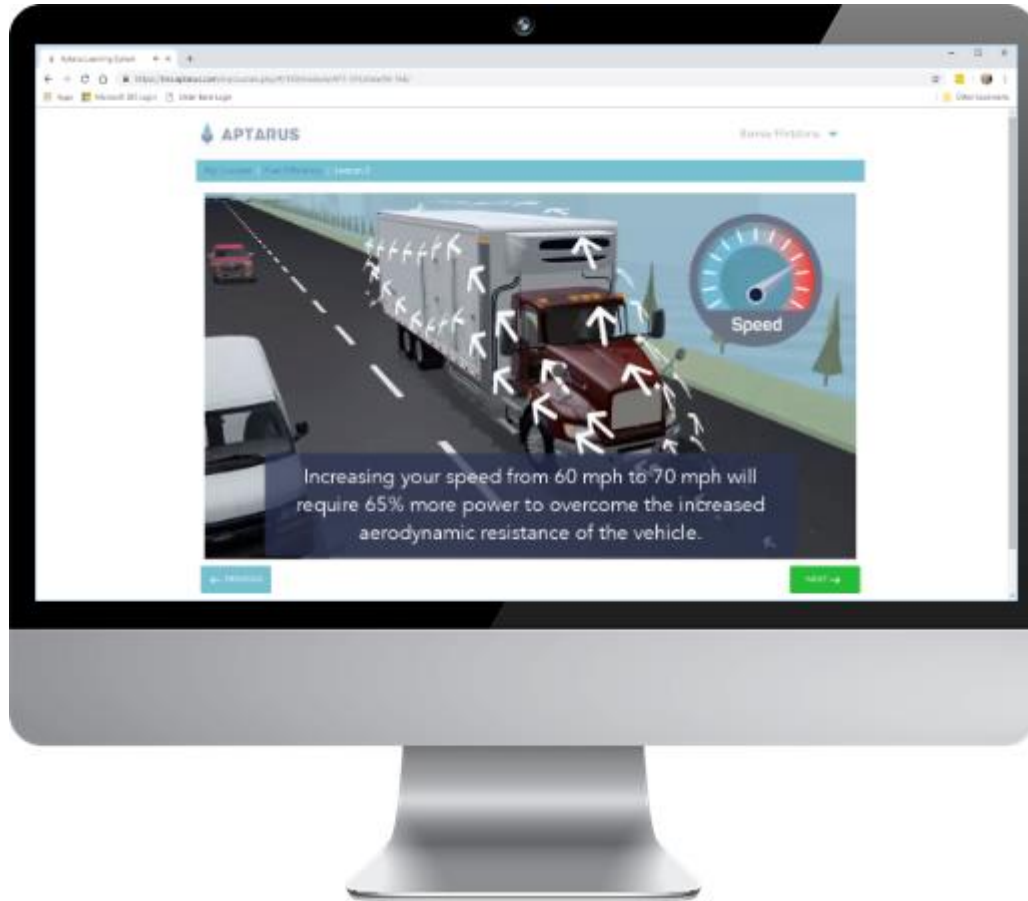
# APT-101: FUEL-EFFICIENT DRIVING TECHNIQUES

This online course covers the fundamental techniques required for driving trucks in a fuel-efficient manner. Developed with the assistance of driver trainers and industry experts, it utilises the latest training techniques to ensure that information is understood and retained by your drivers.

- Idling Reduction
- Effective Speed Control
- Effective Gear-shifting Techniques
- Cruise Control
- Effective Braking
- Route Planning
- Vehicle Setup
- Driver Certification



# COURSE FEATURES



## User-friendly Lessons

The course content has been designed to be easy-to-follow, yet contains the key disciplines needed for fuel-efficient driving.



## Continuous Assessment

Fetch driver performance data from your telematics system and automatically assign lessons to correct driver behavior.



## Certification

Certify your drivers to improve morale and retention. Demonstrate your commitment to eco-friendly operations to your customers.



## Training Records

Training records are available online 24/7 for every driver, so you can easily see what training has been completed.



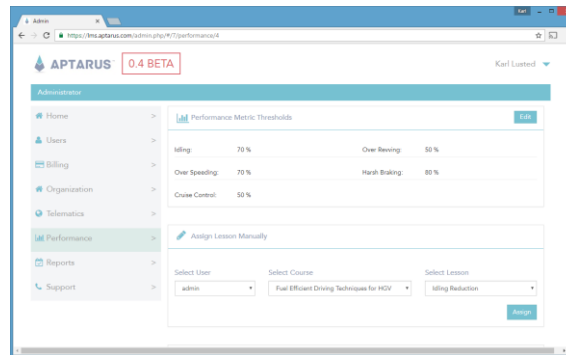
# TELEMATICS INTEGRATION

By automatically downloading driver performance data from your telematics system on a monthly basis, we can assign lessons to each driver based on their own individual performance.

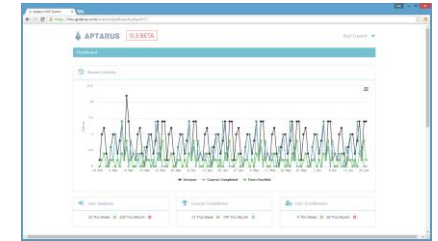
You can set company-wide metrics for your organisation, and ensure that all your drivers are consistently meeting their goals.



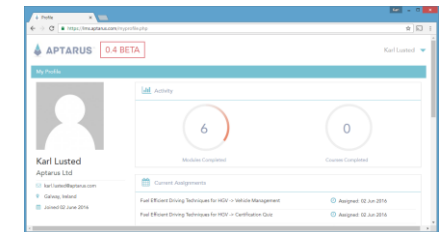
Telematics Driver Data



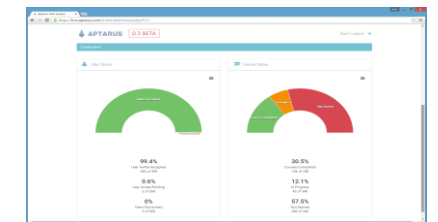
Monthly Performance Assessment



Telematics Dashboard



Assigned Lessons



Training Records



# CERTIFICATION

Upon successful completion of the course, drivers are awarded a physical certificate as confirmation of course completion. Certification is valid for a period of three years, and certificates can be verified online via the Aptarus web site.



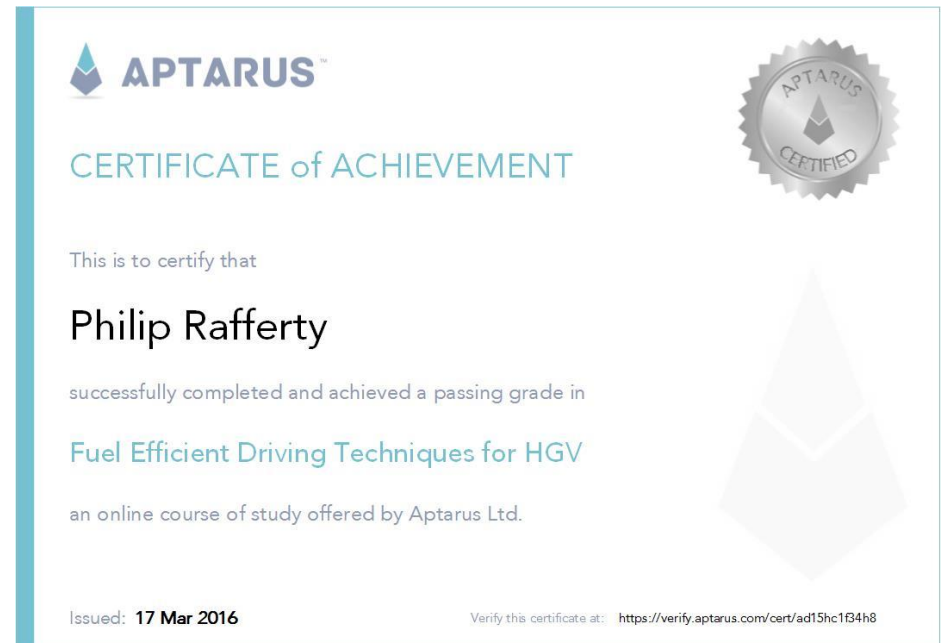
Improve driver morale and retention



Demonstrate your eco-friendly commitment to your customers



Raise the standard of your entire driver team



## COURSE BENEFITS



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- ✓ Reduced Fuel Costs
- ✓ Reduced Maintenance Costs
- ✓ Improved Safety
- ✓ Improved Employee Morale
- ✓ Reduced time on Telematics Analysis
- ✓ Reduced Carbon Footprint
- ✓ Lower Insurance Costs
- ✓ Improved Regulatory Compliance

Online training has been proven to improve driver performance, resulting in reduced fuel costs and improved safety.





# POTENTIAL SAVINGS

| The Challenge   | How Aptarus can help   | Potential Monthly Savings*  |
|---|--|---|
| <p><b>Telematics Data Analysis</b></p> <p>Analysing every driver in your fleet for each performance metric from a telematics system can be a time consuming process. How can I analyse this data automatically on a regular basis to determine which drivers need training?</p> | <p><b>What we do</b></p> <p>Our servers can connect automatically to your telematics system, analysing all of your driver performance data – so you don't have to.</p>   | <p><b>Example:</b></p> <p>Spending just 5 minutes per driver per month adds up to <math>5 \times 100/60 =</math> over 8 hours spent analysing driver data per month.</p> <p>At a typical cost (including overheads) of \$50 per hour, that's \$400 per month, or \$4 per driver.</p> <p> Savings: \$4 per driver per month</p> |
| <p><b>Reducing Fuel Costs</b></p> <p>How can I reduce fuel costs by improving driver performance – without spending a fortune on driver training?</p>   | <p><b>What we do</b></p> <p>Our online training courses are designed to improve driver performance economically. Our fuel-efficient driving course is specifically designed to promote a fuel-efficient driving style.</p> | <p><b>Example:</b></p> <p>Assuming 100,000 miles at 10 mpg yields a fuel cost of \$30K per vehicle per year.</p> <p>A 5% reduction in fuel costs achieved by regular online driver training can result in a saving of \$1,500 per driver per year.</p> <p> Savings: \$125 per driver per month</p>                           |

\*: Savings based on a fleet size of 100 Class 8 drivers, each driving 100,000 miles per year.



# POTENTIAL SAVINGS



| The Challenge  | How Aptarus can help   | Potential Monthly Savings*   |
|--|--|--|
| <p><b>Reducing Maintenance and Repair Costs</b></p> <p>Studies have shown that improving driving style can reduce maintenance and repair costs. How can I reduce these costs for my fleet by improving driver performance?</p> | <p><b>What we do</b></p> <p>Our fuel-efficient driving course promotes a smoother driving style, resulting in less wear and tear on driveline, gearbox and chassis.</p>                      | <p><b>Example:</b></p> <p>Assuming a typical maintenance and repair cost of \$4K per vehicle per year.</p> <p>A 2% reduction in maintenance and repair costs achieved by smoother driving style can result in a saving of \$80 per driver per year.</p> <p> Savings: \$6 per driver per month</p>                   |
| <p><b>Reducing Safety Incidents</b></p> <p>How do I reduce the number and severity of safety-related incidents in my fleet?</p>  | <p><b>What we do</b></p> <p>Our fuel-efficient driving course promotes driver awareness, lower speeds, and reduced driver fatigue, resulting in a reduction in safety-related incidents.</p> | <p><b>Example:</b></p> <p>Assuming a fleet-wide cost of \$100K per annum for safety-related incidents (crashes, repairs, down-time, etc.).</p> <p>A 5% reduction in costs due to safer driving techniques would result in a saving of \$5K per year for your fleet.</p> <p> Savings: \$4 per driver per month</p> |

\*: Savings based on a fleet size of 100 Class 8 drivers, each driving 100,000 miles per year.



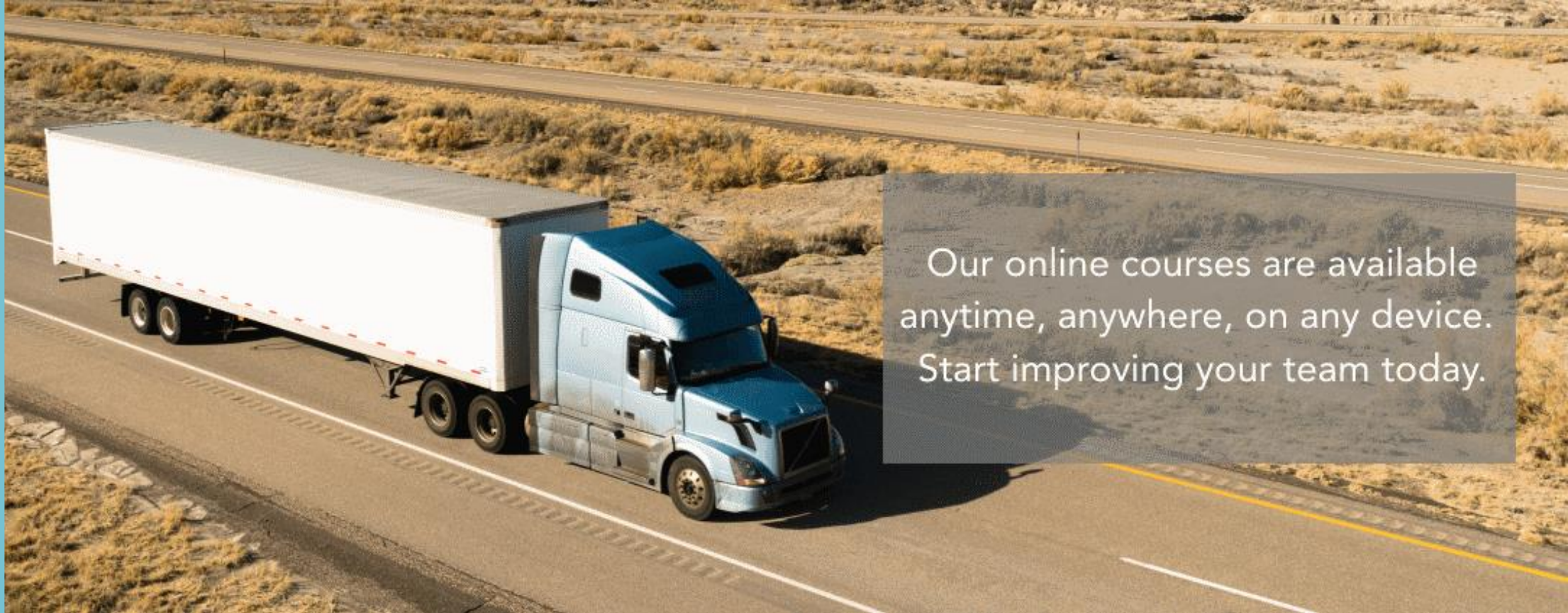


# POTENTIAL SAVINGS

| The Challenge   | How Aptarus can help   | Potential Monthly Savings*  |
|---|--|---|
| <p>Reducing Insurance Costs</p> <p>How do I reduce my insurance costs by demonstrating to my insurers that my drivers have received certified training?</p>                     | <p>What we do</p> <p>Our fuel-efficient driving course includes certification, so drivers can be certified for fuel-efficient driving techniques. Demonstrating that all drivers in your fleet have been trained and certified can result in a reduction in your insurance premiums. Certificates are valid for 3 years, and can be verified online at any time.</p> | <p>Example:</p> <p>Assuming a typical insurance cost of \$3.4K per vehicle per year (Class 8 Tractor).</p> <p>A 2% reduction in insurance premiums by achieving certification for your entire driver fleet can result in a saving of \$70 per driver per year.</p> <div data-bbox="1487 735 2107 847"> Savings: \$5 per driver per month</div> |
| <div data-bbox="645 951 1621 1054"> Total Potential Savings: \$145 per driver per month</div> |  |   |

\*: Savings based on a fleet size of 100 Class 8 drivers, each driving 100,000 miles per year.





Our online courses are available anytime, anywhere, on any device. Start improving your team today.

Regular training is the proven way to make a sustained improvement to your driver's skills. Online training with Aptarus is the best way to reach all your drivers with effective training – for the smallest investment in time and money. Try it for yourself by visiting our web site and signing up for APT-101: Fuel Efficient Driving Techniques.



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