



Connect
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AGENDA

GCTD Board of Directors Meeting

The meeting will be in-person 2:00pm

January 23, 2024

1. Call to order.....Presiding Officer
2. Citizens Comments.....(3Min Max) Presiding Officer
3. Executive Director's Report.....Sean Middleton
 - a. Operations Report.....Ted Ross
 - b. Finance Report.....Sean Middleton
4. Discussion items.....Sean Middleton
5. Consent Agenda.....Presiding Officer
Consideration and approval of recommendations and acceptance of consent for individual action items (Consent Agenda items may be pulled from form this consideration for individual action or presentation.)
 - a. Review and approval of the November 2023 Board Minutes.
 - b. Review and approval of the November and December 2023 Check Register.
6. Action Items.....Presiding Officer

a. Consider approval to purchase Lytx cameras for all vehicles with one time installation cost not to exceed \$125,000 and annual subscription not to exceed \$20,000.00 a year.

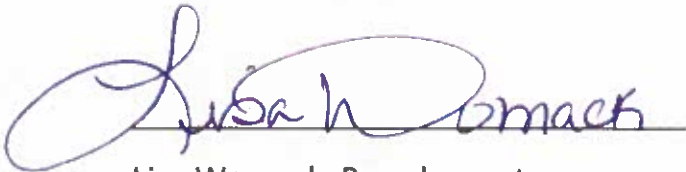
7. Next meeting:

March 19, 2024, 2:00 pm Texas City Administration

8. Adjournment.....Presiding Officer

I hereby certify posting this Notice and Agenda at 12:00 pm. on January 11,2024

At Galveston County Court House and Brazoria County Courthouse.

A handwritten signature in blue ink that reads "Lisa Womack". The signature is written in a cursive style and is positioned above a horizontal line.

Lisa Womack, Board secretary

"Pursuant to the Texas Government Code, Section 551.127, on a regular non-emergency basis members may attend and participate in the meeting remotely by video conference. Should that occur, a quorum of the members will be physically present at the location noted above on the agenda."

OPERATIONS REPORT

TED ROSS, DIRECTOR OF OPERATIONS
January 16, 2024

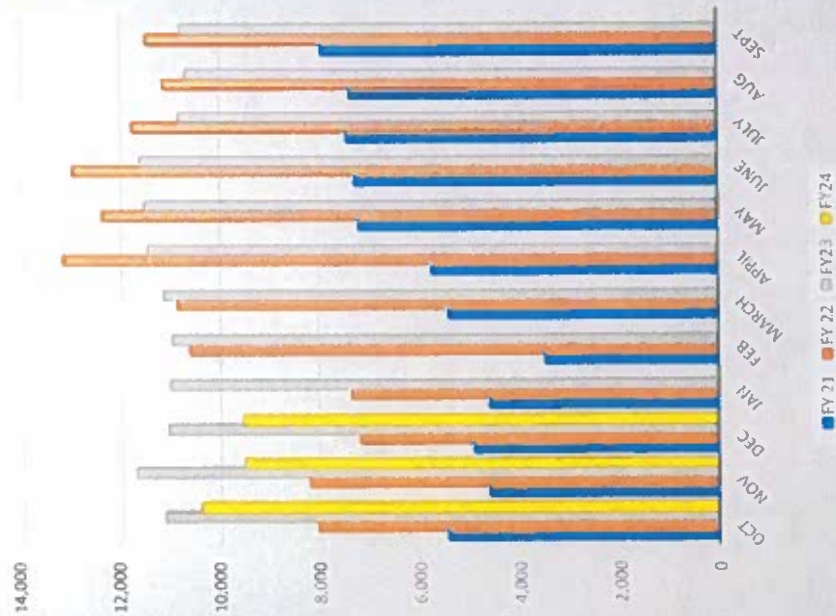
BRAZORIA AND GALVESTON COUNTY

PARA-TRANSIT
FIXED ROUTE
PARK AND RIDE



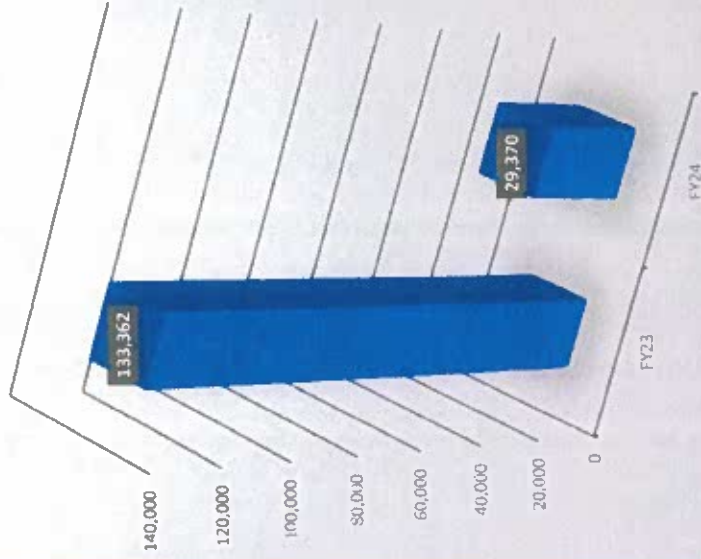


Galveston County Fixed Route



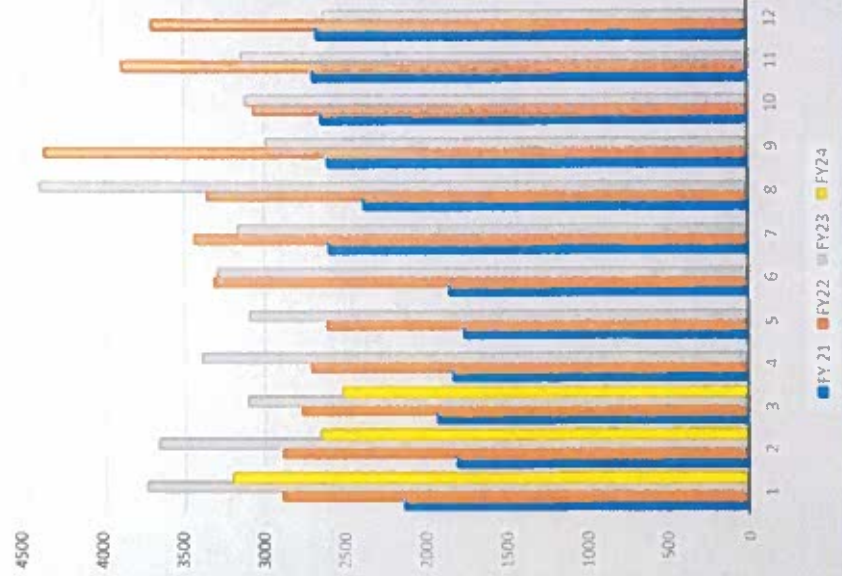
FIXED ROUTE:

	FY21	FY22	FY23	FY24
OCT.	5,401	8,022	11,087	10,362
NOV.	4,558	8,190	11,659	9,494
DEC.	4,868	7,174	11,010	9,516
JAN.	4,559	7,340	10,980	
FEB.	3,429	10,577	10,930	
MAR.	5,370	10,823	11,101	
APRIL	5,713	13,115	11,408	
MAY	7,169	12,319	11,469	
JUNE	7,249	12,916	11,552	
JULY	7,413	11,722	10,782	
AUG.	7,350	11,097	10,641	
SEPT.	7,901	11,427	10,743	
TOTAL	70,980	124,722	133,362	29,370



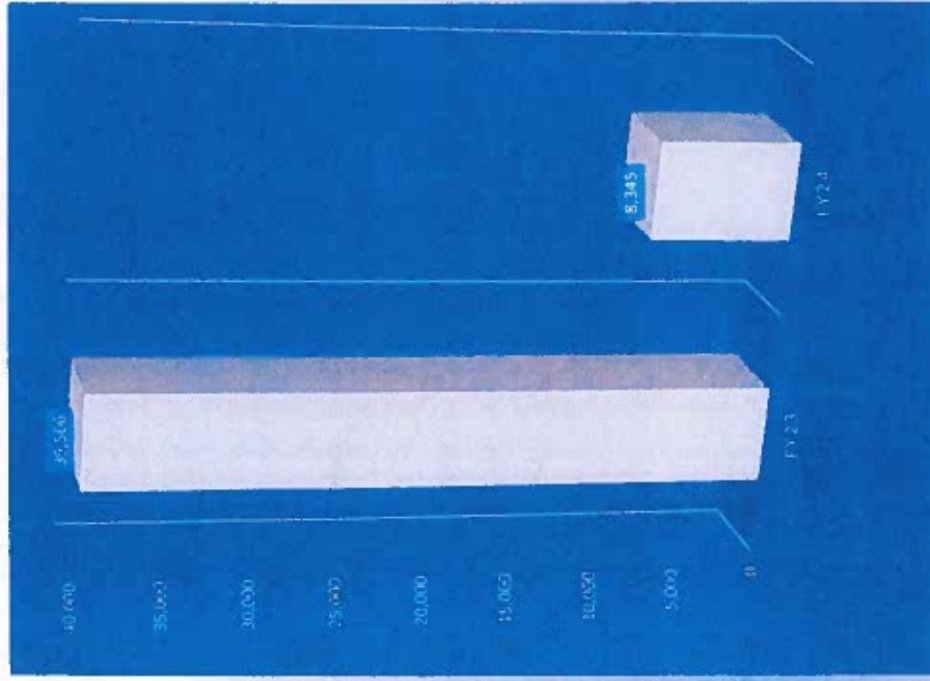


Galveston County Para Transit



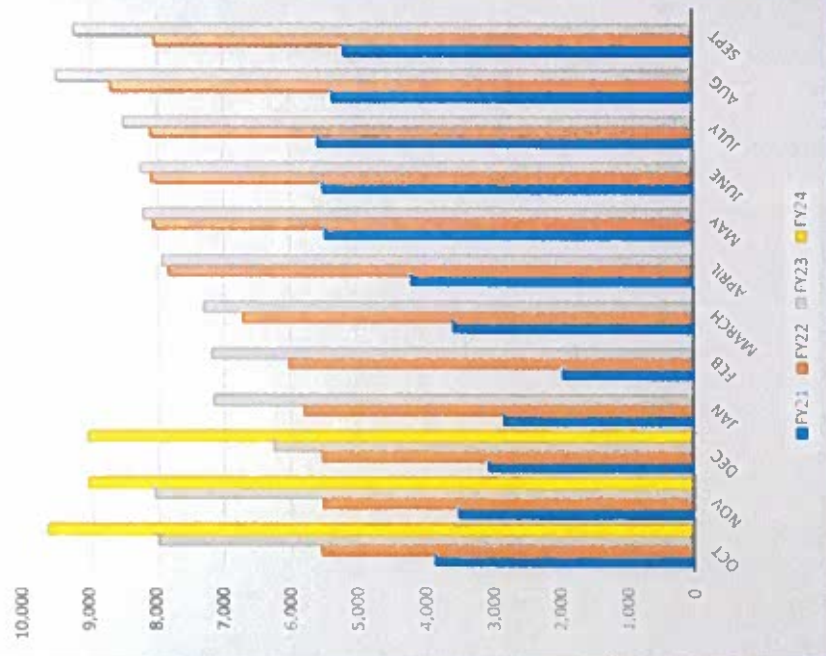
Para-Transit:

	FY21	FY22	FY23	FY24
Oct	2,124	2,882	3,722	3,192
Nov	1,795	2,878	3,648	2,644
Dec	1,918	2,758	3,094	2,509
Jan	1,818	2,701	3,379	
Feb	1,750	2,603	3,084	
March	1,839	3,303	3,281	
April	2,587	3,427	3,151	
May	2,369	3,342	4,388	
June	2,594	4,357	2,976	
July	2,635	3,054	3,102	
Aug	2,683	3,873	3,126	
Sept	2,658	3,686	2,615	
Total	26,770	38,864	39,566	8,345



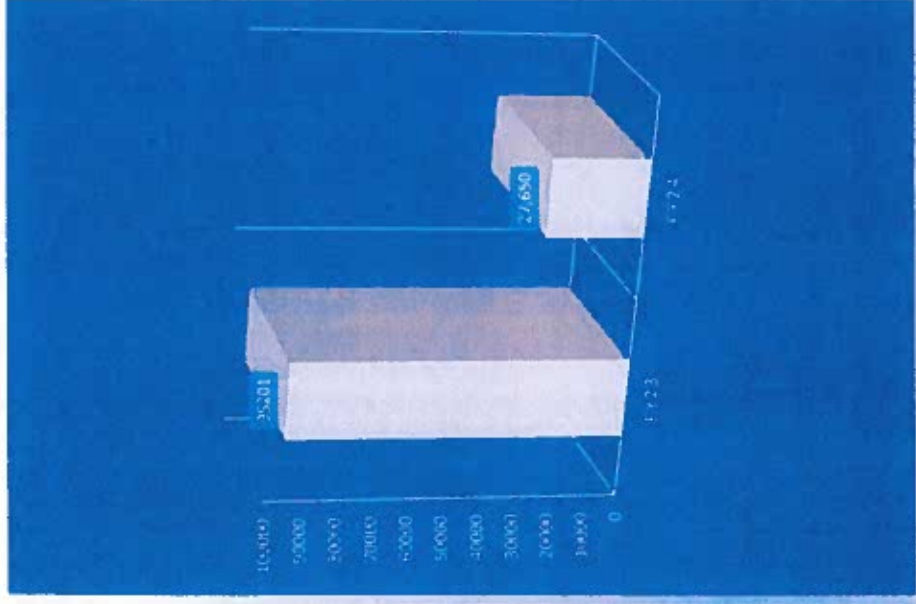


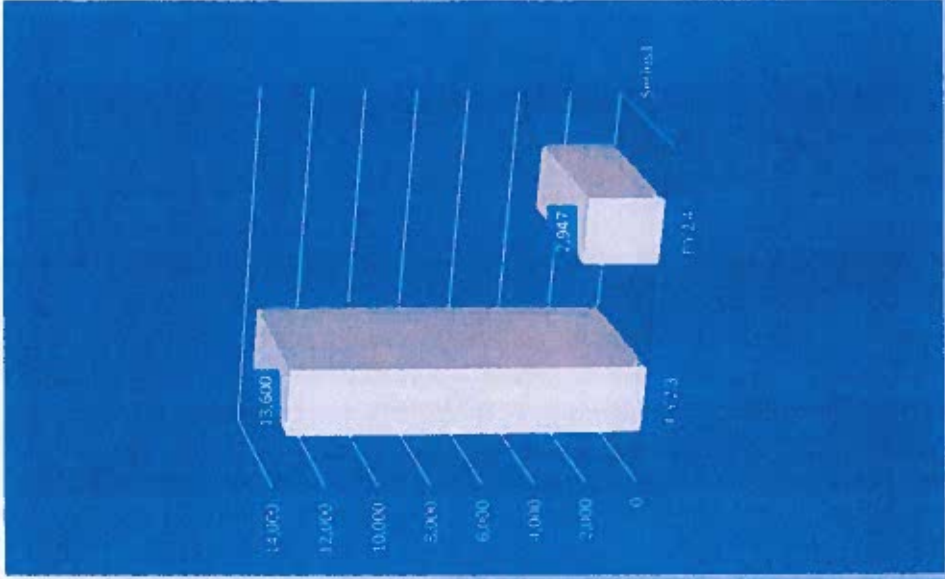
Brazoria County Fixed Route



Fixed Route:

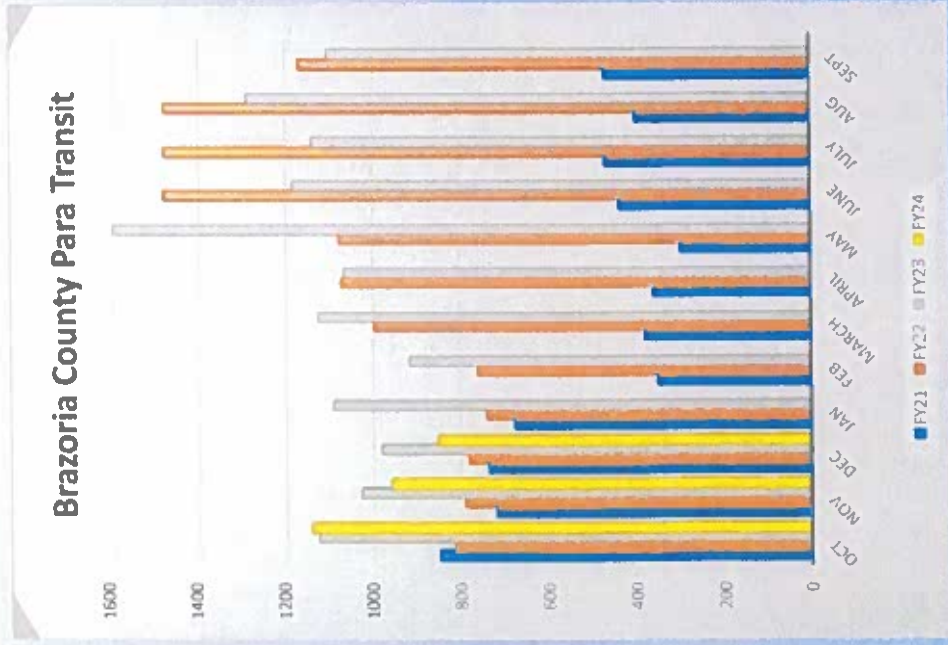
	FY21	FY22	FY23	FY24
Oct	3,830	5,526	7,957	9,624
Nov	3,474	5,500	8,010	9,009
Dec	3,022	5,513	6,227	9,017
Jan	2,790	5,787	7,131	
Feb	1,905	6,012	7,159	
March	3,553	6,686	7,279	
April	4,167	7,803	7,892	
May	5,458	8,034	8,176	
June	5,487	8,061	8,216	
July	5,560	8,075	8,467	
Aug	5,347	8,661	9,478	
Sept	5,173	8,013	9,209	
Total	49,766	83,671	95,201	27,650





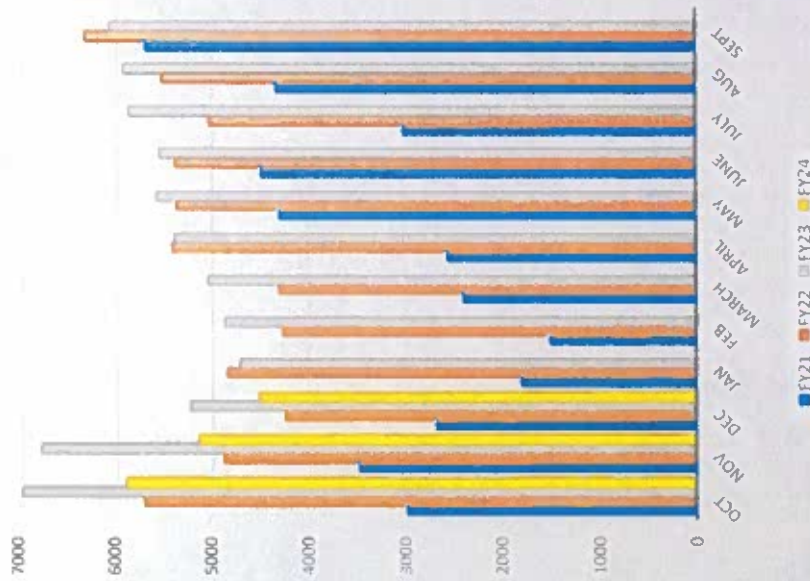
Para-Transit:

	FY21	FY22	FY23	FY24
Oct	848	814	1,123	1,139
Nov	717	789	1,025	958
Dec	735	780	979	850
Jan	674	739	1,088	
Feb	345	760	914	
March	375	995	1,122	
April	355	1,069	1,063	
May	291	1,074	1,589	
June	432	1,475	1,180	
July	321	1,168	1,136	
Aug	394	1,473	1,282	
Sept	465	1,165	1,099	
Total	5,952	12,301	13,600	2,947



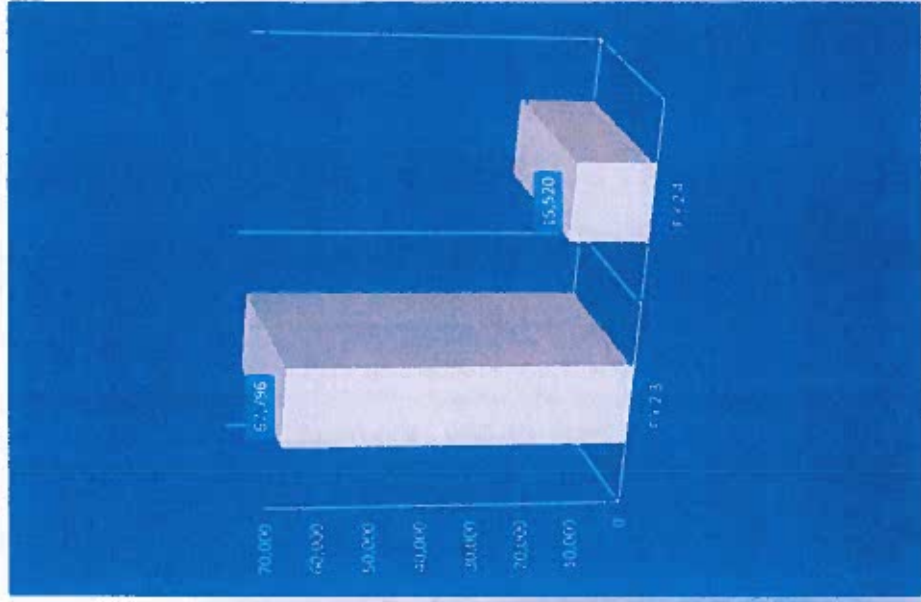


Commuter Service



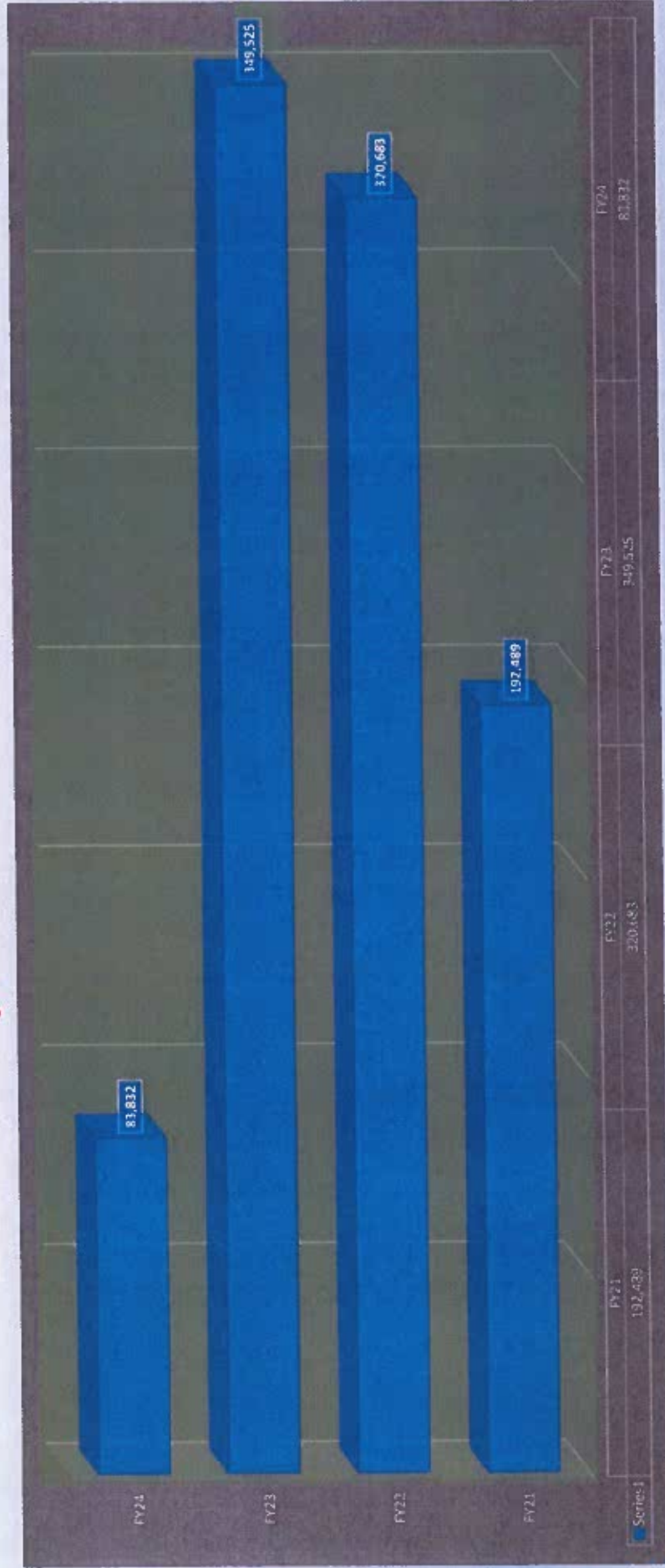
Park and Ride

	FY21	FY22	FY23	FY24
Oct	2,972	5,693	6,968	5,885
Nov	3,474	4,868	6,767	5,132
Dec	2,653	4,228	5,220	4,503
Jan	1,777	4,828	4,699	
Feb	1,478	4,254	4,855	
March	2,377	4,298	5,030	
April	2,541	5,403	5,373	
May	4,284	5,355	5,562	
June	4,476	5,368	5,532	
July	3,005	5,020	5,845	
Aug	4,314	5,506	5,904	
Sept	5,670	6,304	6,041	
Total	39,021	61,125	67,796	15,520





Total Ridership For all Modes of Transportation



STAFFING REPORT

- Brazoria County:
 - 1– CDL Positions Open
 - 4 – Non CDL Position Open
 - 2 – Part Time Position Open
 - 0 – Porter Position Open
 - 0 – Mechanic Position Open
- Galveston County:
 - 2– CDL Position Open
 - 0– Park and Ride Position Open
 - 5– Non CDL Position Open
 - 0 – Porter Position Open
 - 0 – Mechanic Position Open
 - 0 – Dispatcher Position Open



**Connect
Transit.**

November 19, 2023

Board Meeting Minutes

- 1. Call to order** Quorum was established at 2:02 p.m. Chairman Holmes opened the meeting.
Following: Board Members were present: Stephen Holmes, Dude Payne, Gerald Roznovsky, Neal Bess Jr. Amy Skicki, Thelma Bowie, Modesto Mundo, Chris Whittaker, CJ Snipes, Neal Cooper
Guest: Paula Alexander, Travis Madison, James Oliver Todd Bolander, Worth Ferguson, Worth Ferguson Sr.
- 2. Citizens Comments:** none
- 3. Executive Directors Report:** Sean discussed the new Budget being presented for FY 2024. Sean introduced new Finance Director Cindy Wallace, also introduced to the Board Marcus Alexander who has recently moved into position of Operations Manager.
Operations Report: Ted spoke about Ridership trending in good direction Park and ride ridership, Ridership for para transit and fixed route are both up. We have two non CDL positions in Brazoria available, Three CDL in Galveston County, two Park and Ride open all over positions have been filled. Ted gave the board an update on advertising along with new items for window advertising specials.
- 6. Consent Agenda:**
Consideration and Approval or Recommendations and Acceptance of Consent Agenda items. (Consent agenda items may be pulled from the consideration for individual action or presentation)
a. Review and approval of September Board Minutes
On motion by Dude Payne, seconded by Amy Skicki the board voted to approve the September 2023, Board minutes. With One amendment to be made the motion was carried with all members voting in favor.

b. Review and approval of September and October Check Register on motion by Dude Payne seconded by Amy Skicki, the board voted to approve September and Check Register. The motion was carried with all members voting in favor.

6. Action Items:

a. Consider approval of the FY 2024 Financial Budget on motion by Dude Payne seconded by Amy Skicki, the board voted on approval of the FY 2024 Financial budget motion carried all members voting in favor.

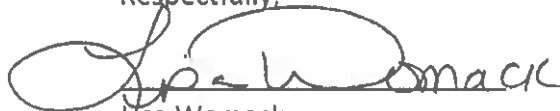
b. Consider approval for the cost-of-living increase of 4% for all GCTD employees on December 1, 2023, on motion by Dude Payne seconded by Amy Skicki, motion carried with all members voting in favor.

7. Upcoming Meeting Date January 16,2024 2:00 pm
Location 101 Canna Ln. Lake Jackson

8. Adjournment

There being no further business to bring before the Board of Directors, the meeting was adjourned at 2:21 pm

Respectfully,



Lisa Womack
Secretary to Board of Directors

Approved as to Content and Forum,

Stephen Holmes
Chairman of the Board of Directors

3820 AIRGAS USA	\$	35.14	11/17/2023
3821 BayTran	\$	3,500.00	11/17/2023
3822 City of Texas City	\$	19.23	11/17/2023
3823 VOID - 1300	\$	-	11/17/2023
3824 Comcast Business	\$	518.26	11/17/2023
3825 Dell Business Credit	\$	7,008.66	11/17/2023
3826 Dreyfus Printing	\$	190.00	11/17/2023
3827 Engie Resources LLC	\$	565.75	11/17/2023
3828 HiTouch	\$	3,199.80	11/17/2023
3829 Kleen Supply Company	\$	129.34	11/17/2023
3830 ODP Business Solutions LLC	\$	1,687.94	11/17/2023
3831 Taptco	\$	218.00	11/17/2023
3832 TNT Signs	\$	1,443.50	11/17/2023
3833 Xerox Financial Services	\$	778.97	11/17/2023
3834 Yaklin	\$	50.78	11/17/2023
3835 Transfor Corporation	\$	490.00	11/20/2023
3836 Northern Tool & Equipment	\$	94.99	11/20/2023
3837 Lacey Hernandez	\$	317.73	11/20/2023
3838 LaMarque Outlet Development	\$	2,871.00	11/20/2023
3839 DISA Global Solutions	\$	629.52	11/20/2023
3840 Centerpoint Energy	\$	79.64	11/20/2023
3841 BlueTriton Brands	\$	134.77	11/20/2023
3842 AT&T	\$	386.20	11/20/2023
3843 Amazon Capital Services	\$	2,911.19	11/20/2023
3844 A-Teams Heating & AC	\$	855.00	11/20/2023
3845 Coastal Health Wellness	\$	1,300.00	11/20/2023
3846 Tyrene Prall - VOID \$291	\$	-	11/20/2023

November 2023 Check Register

<u>Check #</u>	<u>Vendor</u>	<u>Amount</u>	<u>Date</u>
3776	VOID	\$ -	11/1/2023
3777	The Goodman Corporation	\$ 118,875.00	11/1/2023
3778	Alert Alarms	\$ 395.00	11/9/2023
3779	Allen & Kerber	\$ 474.01	11/9/2023
3780	Alsco	\$ 427.45	11/9/2023
3781	Amazon Capital Services	\$ 1,029.90	11/9/2023
3782	AT&T	\$ 234.34	11/9/2023
3783	City of Lake Jackson	\$ 180.18	11/9/2023
3784	City of Lake Jackson - IRR	\$ 31.00	11/9/2023
3785	Comcast Business	\$ 784.93	11/9/2023
3786	Cummins Southern Plains LLC	\$ 7,928.63	11/9/2023
3787	DISA Global Solutions	\$ 1,223.56	11/9/2023
3788	Engie Resources LLC	\$ 1,334.53	11/9/2023
3789	Gass Automotive	\$ 2,550.00	11/9/2023
3790	GB Tech	\$ 5,280.00	11/9/2023
3791	GIA Insurance	\$ 4,672.00	11/9/2023
3792	Gillig LLC	\$ 961.57	11/9/2023
3793	Grease Monkey	\$ 7.00	11/9/2023
3794	Johnson Controls	\$ 3,644.10	11/9/2023
3795	Kleen Supply Company	\$ 19.00	11/9/2023
3796	Language Line Services	\$ 58.93	11/9/2023
3797	Leo Martin Chevrolet	\$ 48.40	11/9/2023
3798	O'Reilly	\$ 714.62	11/9/2023
3799	Pitney Bowes, Inc.	\$ 176.70	11/9/2023
3800	T&W Tire	\$ 2,454.84	11/9/2023
3801	Ted Ross - VOID 500.00	\$ -	11/9/2023
3802	The Aftermarket Parts Company LLC	\$ 260.32	11/9/2023
3803	The Hertz Corp	\$ 4,739.99	11/9/2023
3804	The Home Depot	\$ 403.57	11/9/2023
3805	TJ's Lube Shop	\$ 32.50	11/9/2023
3806	TNT Signs	\$ 241.00	11/9/2023
3807	ULINE	\$ 2,296.71	11/9/2023
3808	The Hertz Corp	\$ 7,413.20	11/9/2023
3809	O'Reilly	\$ 874.18	11/9/2023
3810	Allen & Kerber	\$ 147.67	11/9/2023
3811	O'Reilly	\$ 9,161.82	11/9/2023
3812	The Hertz Corp	\$ 1,210.36	11/9/2023
3813	O'Reilly	\$ 1,049.26	11/13/2023
3814	O'Reilly	\$ 875.30	11/13/2023
3815	O'Reilly	\$ 1,143.66	11/13/2023
3816	Marcus Alexander	\$ 500.00	11/15/2023
3817	Sandra Sabatier	\$ 500.00	11/15/2023
3818	Steven Patton	\$ 550.00	11/15/2023
3819	AFCO Insurance	\$ 6,608.33	11/17/2023

December 2023 Check Register

<u>Check #</u>	<u>Vendor</u>	<u>Amount</u>	<u>Date</u>
3847	A-Teams Heating & AC	\$ 156.96	12/4/2023
3848	Amazon Capital Services	\$ 49.51	12/4/2023
3849	Centerpoint Energy	\$ 37.84	12/4/2023
3850	City of League City	\$ 327.34	12/4/2023
3851	DISA Global Solutions	\$ 502.38	12/4/2023
3852	Engie Resources LLC	\$ 1,275.07	12/4/2023
3853	Gass Automotive	\$ 462.00	12/4/2023
3854	GB Tech	\$ 5,280.00	12/4/2023
3855	Gillig LLC	\$ 3,627.16	12/4/2023
3856	Grease Monkey	\$ 39.50	12/4/2023
3857	Heinfeld, Meech & Co.	\$ 19,000.00	12/4/2023
3858	N-Stiches Embroidery	\$ 290.00	12/4/2023
3859	T & C Cleaners	\$ 89.15	12/4/2023
3860	T&W Tire	\$ 3,182.46	12/4/2023
3861	Thermo King of Houston	\$ 135.38	12/4/2023
3862	Waste Connections	\$ 181.17	12/4/2023
3863	Engie Resources LLC	\$ 392.44	12/4/2023
3864	VOIDED	\$ -	12/4/2023
3865	The Aftermarket Parts Company LLC	\$ 483.95	12/4/2023
3866	Engie Resources LLC	\$ 756.94	12/4/2023
3867	Alert Alarms	\$ 430.00	12/4/2023
3868	Allen & Kerber	\$ 724.98	12/4/2023
3869	AlSCO	\$ 341.96	12/4/2023
3870	Brazosport Tire	\$ 149.50	12/4/2023
3871	City of Lake Jackson	\$ 168.50	12/4/2023
3872	City of Lake Jackson - IRR	\$ 31.00	12/4/2023
3873	Coastal Welding	\$ 87.57	12/4/2023
3874	Engie Resources LLC	\$ 288.22	12/4/2023
3875	O'Reilly	\$ 1,211.45	12/4/2023
3876	SOTI Inc.	\$ 9,194.25	12/4/2023
3877	Sun Coast Resources	\$ 1,544.95	12/4/2023
3878	The Aftermarket Parts Company LLC	\$ 5,561.08	12/4/2023
3879	TNT Signs	\$ 450.00	12/4/2023
3880	Yaklin	\$ 9,737.84	12/4/2023
3881	Alert Alarms	\$ 474.00	12/4/2023
3882	Allen & Kerber	\$ 1,117.72	12/4/2023
3883	O'Reilly	\$ 775.73	12/5/2023
3884	O'Reilly	\$ 850.57	12/5/2023
3885	O'Reilly	\$ 800.06	12/5/2023
3886	O'Reilly	\$ 1,493.36	12/5/2023
3887	O'Reilly	\$ 450.19	12/5/2023
3888	Voided	\$ -	12/7/2023
3889	O'Reilly	\$ 1,041.60	12/7/2023
3890	AIRGAS USA	\$ 34.18	12/7/2023

3891 Amazon Capital Services	\$ 5,002.19	12/12/2023
3892 AT&T	\$ 234.34	12/12/2023
3893 Blackbaud	\$ 1,001.00	12/12/2023
3894 Blender Direct	\$ 3,046.95	12/12/2023
3895 Coastal Welding	\$ 25.46	12/12/2023
3896 Comcast Business	\$ 784.93	12/12/2023
3897 Dreyfus Printing	\$ 38.00	12/12/2023
3898 Harris County Accounts Reveivable	\$ 29.22	12/12/2023
3899 HiTouch	\$ 68.94	12/12/2023
3900 Kleen Supply Company	\$ 1,081.75	12/12/2023
3901 Lacey Hernandez	\$ 247.81	12/12/2023
3902 Lone Star Oil Recovery	\$ 195.00	12/12/2023
3903 Moore Supply Co.	\$ 4.80	12/12/2023
3904 Smart Stop	\$ 185.00	12/12/2023
3905 The Hertz Corp	\$ 8,367.17	12/12/2023
3906 TJ's Lube Shop	\$ 25.50	12/12/2023
3907 TNT Signs	\$ 1,564.00	12/12/2023
3908 Transfor Corporation	\$ 776.00	12/12/2023
3909 Comcast Business	\$ 409.50	12/12/2023
3910 The Hertz Corp	\$ 8,542.20	12/13/2023
3911 VOID (misprint)	\$ -	12/18/2023
3912 The Hertz Corp	\$ 6,766.00	12/18/2023
3913 G & J Transmotive	\$ 4,100.00	12/18/2023
3914 TxTag	\$ 2.30	12/18/2023
3915 Transportation Equipment Sales Corp	\$ 1,630.71	12/18/2023
3916 Sun Coast Resources	\$ 1,646.60	12/18/2023
3917 Sandra Sabatier	\$ 438.76	12/18/2023
3918 Engie Resources LLC	\$ 522.70	12/18/2023
3919 DISA Global Solutions	\$ 630.70	12/18/2023
3920 CED-TIDAL ELECTRICAL	\$ 355.00	12/18/2023
3921 BlueTriton Brands	\$ 176.70	12/18/2023
3922 Blender Direct	\$ 2,082.50	12/18/2023
3923 AT&T	\$ 193.71	12/18/2023
3924 AFCO Insurance	\$ 6,608.33	12/18/2023
3925 Vicky Sapsky	\$ 150.00	12/19/2023

The Lytx logo is centered in the upper half of the page. It features the word "lytx" in a white, lowercase, sans-serif font. A small blue square is positioned above the letter "x". A registered trademark symbol (®) is located to the right of the "x".

lytx®

The text "PRICE PROPOSAL" and "Gulf Coast Transit" is centered in the lower half of the page. It is written in a white, uppercase, sans-serif font. The background of the entire page is a blurred, long-exposure photograph of a road at dusk or dawn, with streaks of light from the sky and road markings creating a sense of motion.

PRICE PROPOSAL
Gulf Coast Transit



07/13/23

Dear Christopher,

We are pleased to provide you with a price proposal for Lytx's solutions and services. Based on our conversations, I believe your organization is a great candidate for the offering(s) detailed below.

Risk Detection Service

Monitor risk trends and take action. A simplified solution to help you monitor and manage your fleet with reports that help you spot trends that contribute to risk. Get timely event clips of moments that are important to track.

- The Lytx Video Search feature enables you to easily access the moments you need through continually recorded video-on-demand anywhere you are connected, including simultaneous views of the cameras of your choice
- MV+AI technology helps surface driving risk
- Dashboard and insights reports provide a snapshot of risk trends
- Machine review categorizes and presents risk across your fleet

Fleet Tracking Service

Take the guesswork out of fleet status with video. Get a real-time view into what's happening with your fleet operations with video. Locate, track, and manage vehicles in real time* to respond faster, maximize productivity, and optimize your field-service efficiency.

- The Lytx Video Search feature enables you to easily access the moments you need through continually recorded video-on-demand anywhere you are connected, including simultaneous views of the cameras of your choice.
- Real-time access to fleet status
- Vehicle locations, ETA, trip histories, and more
- Custom alerts to geofencing parameters, speeding, and idling
- Reduce operating costs by reducing big ticket repair items; increase revenue per vehicle by improving vehicle up-time

We appreciate the opportunity to consult with you on those things that keep you and your drivers up at night and serve as an innovative technology vendor in the near and long term!

Sincerely,
Michelle Fitzhugh, Senior Account Executive Mid-Market Sales
Email: michelle.fitzhugh@lytx.com
Phone: +1 858-290-6039 x6039



Gulf Coast Transit

DriveCam License + Risk Detection Service + Fleet Tracking Service

Subscription Quantity: 60
Purchase Model(s): Purchase
Subscription Term: 36

Subscription Service

	DriveCam License + Risk Detection Service + Fleet Tracking Service
Purchase Model	Purchase

One-Time Hardware

Item	Quantity	Unit Price	Total
SF400	60	\$540.00	\$43,200.00

Subscription Service + Hardware + Term

	36 months
Subscription Service	Price / Amount

Product Portfolio	DriveCam License + Risk Detection Service + Fleet Tracking Service
Quantity	60
Subscription	\$27.50 / month *
Annual Total	\$19,800.00

*Monthly price p/vehicle is based on subscription services billed annually.



SF-Series Accessories

Lytx Auxiliary Cameras

Requires Hub Adapter.
Supports up to 4 additional cameras.

Description	Units	Unit Price	TOTAL
Hub Adapter & Cable Kit	60	\$349.00	\$20,940.00
Side View Camera	120	\$125.00	\$15,000.00
Rear View Camera	60	\$125.00	\$7,500.00
Dome Camera*	60	\$117.81	\$7,068.60
TOTAL			\$50,508.00

*Must be purchased directly from TVG.

Additional Services:

Lytx Installation Services

Installation Services

Item	Quantity	Unit Price	Description
Cable Installation (All Standard Cables)	60	\$180	Includes: power only or power + ECM cables; Excluded: extended wiring, peripheral installation services, such as Hub Adapter and auxiliary camera installation
Hub/Aux Camera(s) Installation	60	\$510	Install Lytx Hub Adapter and 1 or 2 side cameras and rear camera (optional monitor and mount)
TOTAL			\$30,780.00

Total One-Time Hardware, Accessories, and Installation Costs:

\$124,488.00

Total Annual Subscription Costs:

\$19,800.00

Supplemental Documentation

Product Features

Risk Detection Service Monitor fleet risk with timely insights.	Driver Safety Program A proven approach to improving driving habits.	Fleet Tracking Service Improve customer satisfaction and safety - in one solution.	Lytx ELD Service Keep your fleet compliant with ELD mandates.
<p>Provides users with insights about driving moments that are important to track.</p> <ul style="list-style-type: none"> • Lytx Video Search capabilities and feature set • Dashboard displays the categories that are contributing to risk, frequency by count and trend, per Group. • Event List provides a summary of exception-based events generated by vehicles drivers including accelerometer, speeding, rolling stop and third-party ADAS triggered events. • Extend Events: Get 30-seconds before and 30-seconds after exception-based events (when Continual Recording is activated) • No coaching workflow 	<p>Helps change behavior by coaching drivers to be aware of their habits on the road.</p> <ul style="list-style-type: none"> • Lytx Video Search capabilities and feature set • Prioritized coaching tasks • Prescriptive coaching workflow • Human review identifies behaviors and outcomes • Reports: Safety and performance, Drivers, group, and program status reports, Industry benchmarking • Scores: Coaching effectiveness help users monitor efficacy • Program management and support • Program reviews, ROI analysis • Insight dashboards 	<p>Provides real-time* fleet status so users can optimize productivity.</p> <ul style="list-style-type: none"> • Lytx Video Search capabilities and feature set • Real-time vehicle location • Route replay • Locate closest vehicle • Custom geo-fences with real-time alerts • Real-time and past vehicle location data • Fuel management reports) • State mileage data extracts • Distance-based service intervals in Preventative Maintenance can be created, tracked, and managed <p><small>*Subject to available cellular network coverage</small></p>	<p>Streamlines HOS and DVIR reporting.</p> <ul style="list-style-type: none"> • User-friendly, FMCSA compliant solution • Works with most mobile devices • Automatic records of duty status and changes • Violation alerts • Alerts when drivers are not logged in • Co-driver support • 16 hour day support • Personal conveyance exemption • Yard move and off field exemptions • Adverse weather condition support • End-to-end vehicle inspection workflow • Easily see previous DVIR Reports and comments • List of mandatory checks presented • Click through menu when defects need to be logged for repair

Hardware

Lytx DriveCam® Event Recorder – SF Series

- ✓ 4G connectivity
- ✓ ECM data for light duty (OBD-II) & heavy duty (J1939) vehicles
- ✓ Industry leading telematics sensors
- ✓ Tamper prevention clips
- ✓ Microphone for recording sound
- ✓ Compatible cables, accessories & peripheral



The Lytx Difference

- ✓ Lytx devices cover nearly every inch of every road in the U.S. once every hour – we capture 100,000 risky driving events daily
- ✓ Lytx combines machine vision and artificial intelligence (MV+AI) with professional review, presenting a customized and accurate view of risk, with greater than 95% accuracy across more than 60 risky driving behaviors
- ✓ We connect fleets and data at an unprecedented scale
- ✓ We filter out the noise and information clutter and identify real-time risk so you can focus on what matters most—keeping your drivers safer and your business thriving

People	Process
<ul style="list-style-type: none"> • Subject matter experts • Over 22 years of industry experience • Client experience model that supports your needs as you evolve as a business 	<ul style="list-style-type: none"> • Infrastructure to support various markets and industries • Established trial process • Installation flexibility • Comprehensive client onboarding • Robust library of client training tools • Program management guidance
Company	Third-Party Relationships
<ul style="list-style-type: none"> • Clients that trust us with their business: 4,400+ • Positive EBITDA, well capitalized 	<ul style="list-style-type: none"> • 30+ insurance providers • Technology providers like Geotab and Velociti • Transportation providers (e.g. pre-wire OEM options)
Solution	
<ul style="list-style-type: none"> • Highly configurable product portfolio • Machine Vision + Artificial Intelligence (MV+AI): Data trained algorithms to help solve fleet challenges • Intelligence built from more than 1 billion miles of driving data • Optimized workflows and user interface • On-demand lookback capabilities* 	<ul style="list-style-type: none"> • Single, built-to-last device • Over-the-air updates • Open platform for API integrations • Advanced compliance tools • Livestream option • Auxiliary camera capabilities • Proven results in every industry, across all fleet sizes and vehicle types

*Subject to available cellular network coverage

About Lytx

Lytx[®] is a leading provider of video telematics, analytics, safety, and productivity solutions for commercial, public sector, and field services fleets. Our unrivaled, customizable video safety programs, powered by our best-in-class DriveCam[®] Event Recorder, are proven to help save lives and reduce risk. Using the world's largest driving database of its kind, along with proprietary machine vision and artificial intelligence technology, we help protect and connect thousands of fleets and more than 1.4 million drivers worldwide.

"Our mission is to become the safest fleet in Amazon, and we believe that our partnership with Lytx will help us achieve that objective. We have seen dozens of companies fail that could not stay focused on safety to make it their number one priority in this business. Safety is not only an integral part of our culture, but it's necessary in order for us to scale. With 165 vehicles and plans to grow to 250 by the end of the year, we need technology solutions for safety and efficiency that will be able to adapt and evolve as we do."

- AHMAD KHAN, President, Colonial Logistics

"It is the best tool I've had in 38 years of trucking."

- PAT LANDRETH, Director of Loss Prevention, Ozark Motor Lines

2021 brought several new clients to Lytx, including:

- **Allied Universal**: A leading security and facility services company
- **Southern Glazer's Wine & Spirits**: The nation's largest wine and spirits distributor
- **Sunbelt Rentals**: Premier equipment rental service in North America
- **Old Dominion Freight Line Inc.**: One of the largest less-than-truckload motor carriers in North America
- **Builders FirstSource Inc.**: The U.S.'s largest supplier of building products and prefabricated components
- **Republic National Distributing Co.**: One of the nation's leading wholesale beverage alcohol distributors
- **The Brink's Co.**: Global leader in total cash management, route-based secure logistics and payment solutions
- **Circle K Stores Inc.**: Convenience store and gas station chain
- **Intervid Inc.**: Leading provider of electronic security solutions

Why Lytx

- More than 4,400 fleets worldwide trust Lytx.
- Lytx customers include 7 of the top 10 for-hire, less-than-truckload, and truckload carriers.¹
- Lytx technologies have helped our clients reduce claims costs by up to 80%.²
- Lytx has seen clients achieve a 6–12% reduction in fuel costs and a 10–15% reduction in maintenance costs due to safer driving habits affecting their fuel efficiency and wear and tear on the vehicle.²
- For every \$1 our clients spend on a Lytx subscription, they receive about \$3–\$6 back annually.²
- Lytx analyzed and labeled more than 93 million driving events in 2020, capturing key causes of driver distraction and increased risk, including cell phone use, driver unbelled, smoking, and food/drink consumption.
- Our innovation is backed by a portfolio of more than 200 issued and pending patents.
- Fast Company recognized Lytx as one of the World's Most Innovative Companies in Data Science in 2021.

¹ Based on Transport Topics 2021 Top 100 For-Hire Carriers.

² Results not guaranteed and vary by client. These numbers are Lytx internal, based on a sampling of client claims data.