



**Centre for Land and Water**



# **Winter Lectures 2010**

Six informative lunchtime lectures in the  
Green Shed: Fridays at 12 noon

## **Lecture 4**

**Asset Tracking  
Fleet Management**

**John Brew**



# Winter Lectures 2010

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## REGISTRATIONS REQUIRED

Phone: 06 650-4532 or Email [greenshed@claw.net.nz](mailto:greenshed@claw.net.nz)

Small charge to cover expenses: \$25 inc GST per lecture  
(\$100 inc GST for a Series Registration\*)

You will receive a light lunch (if you register on time), a lecture and an invitation to stay and discuss the topic in more depth should you wish.

## ACKNOWLEDGEMENTS:

The Centre for Land and Water thanks the Winter Lecturers who have generously given their time:



## NOTES:

- \* We may cancel or vary presentations if speakers become unavailable or if registrations fail to meet minimum numbers.
- \* If a speaker becomes unavailable, we may arrange a suitable replacement to cover the same or a similar topic.
- \* Holders of a Series registration will be refunded for any cancelled lectures at \$20 inc GST per cancellation, up to \$100 inc GST total.



Over 20 years' experience in the Telematics Industry



Globally Structured, Dynamic and Growing in Asia Europe Africa and America.



World-Leading Provider of Solutions & Services for Governments, Multi Nationals and SME's



Homeland Security, Fleet Management and Asset monitoring applications



30% of all employees in R&D positions



One of a few Telematics Service Providers to Design and Manufacture its own Hardware and Software, offering customers a Total Service Solution



Own entire Value Chain



Command and Control



Exception Reporting &  
Handling



Comprehensive Report  
Suite

**Applications include:**

- Diverse applications including fleet management, covert tracking, asset management, theft recovery, nationwide traffic and road tolling, insurance management, driver monitoring, HAZMAT command & control and payment assurance

**Benefits include:**

- Low Power Consumption – ideal for motorcycles to prime movers.
- Small form factor is easy to conceal
- IP67 Rated
- No external antennas
- RS232 interface for data communications
- Quick, covert installation

**Markets include:**

- Oil & Gas, Government, Emergency Services, Logistics and Car Rental/Leasing and Insurance and Motorcycle OEM



**Astrata's GLS software suite is suitable for high security asset monitoring or general fleet management. The GLS system has proven scalability of more than 1 million connected devices and is currently deployed with clients from 20 units to over 500k units.**

**The company provides software for Client/Server-based Fleet Management System (FMS), designed to manage large fleets in a high security control centre environment supporting multiple clients seamlessly from a single central installation**

**Astrata also offers a GLSi web based FMS for the management of small, medium and large sizes fleets enabling users to access information from anywhere in the globe to manage their assets effectively**



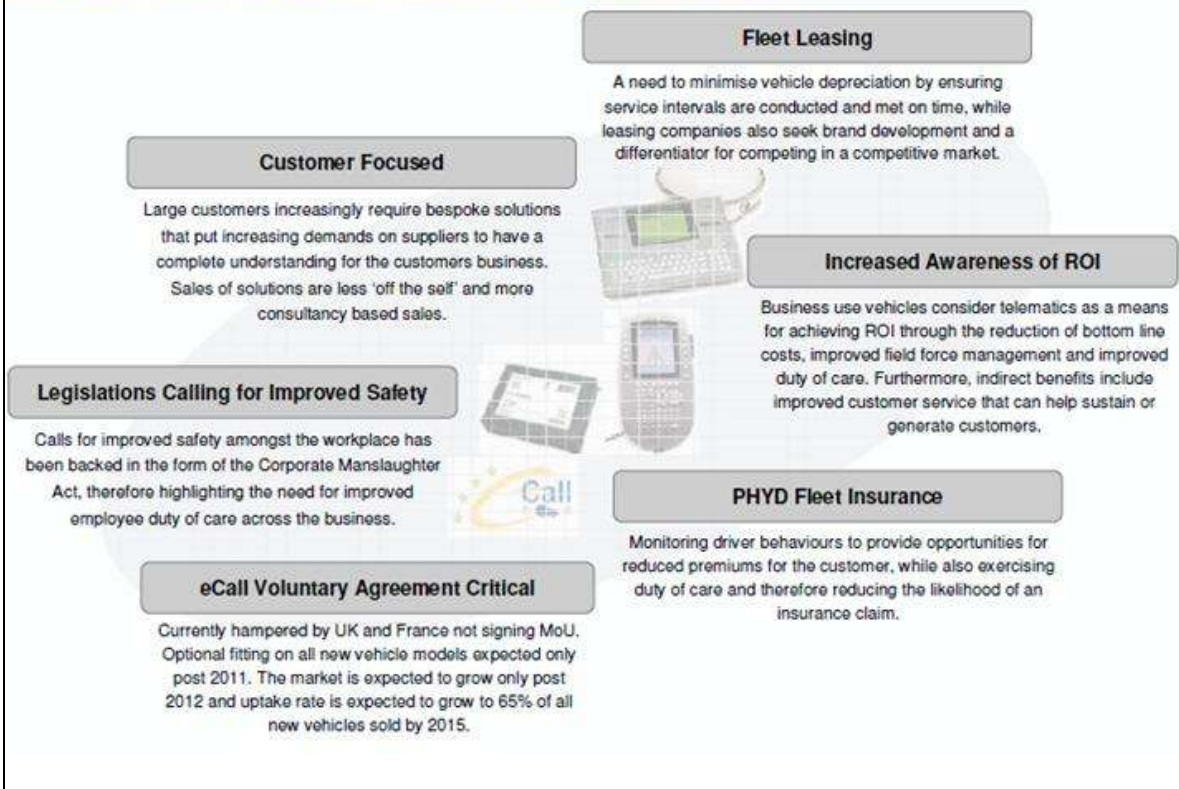
- **Scalable, modular, flexible architecture**
- **Microsoft .NET platform**
- **MS SQL database server**
- **Windows Services based**
- **Web and client server applications**
- **Multiple maps – Geosmart and/or Google maps**
- **Well defined APIs for integration**
- **User Audit Trail**



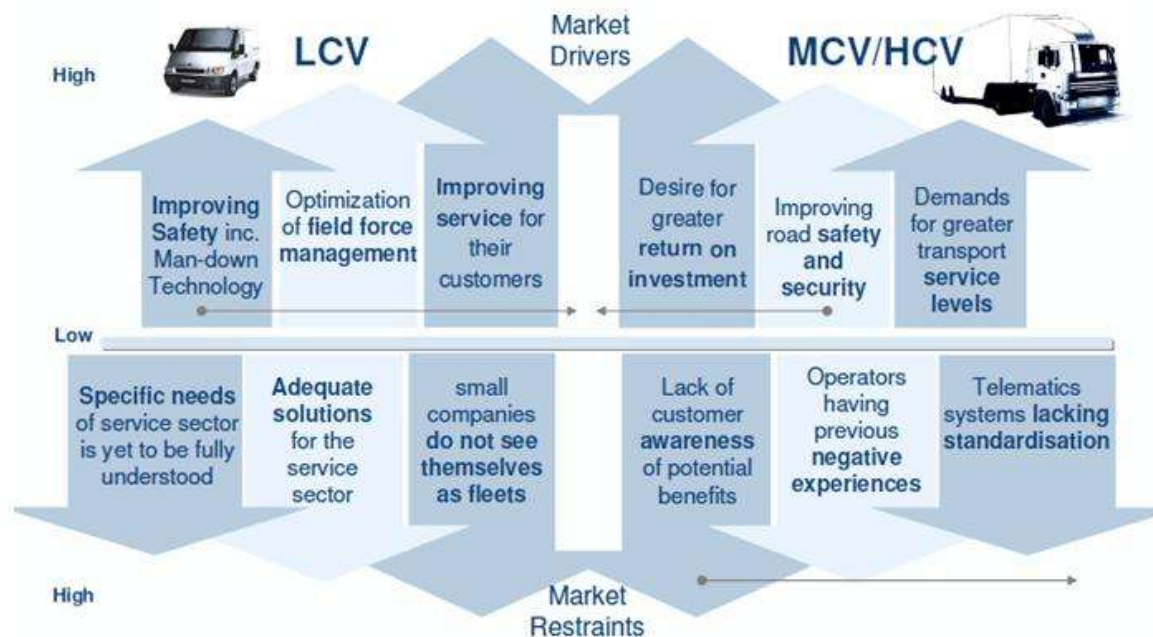


- **Astrata Group is an ITES (Information Technology Enabled Services) technology company in the Telematics sector.**
- **Astrata Group brings the latest Telematics technology and hardware together with their knowledge of large projects. They contribute the detailed feature set and customisation skills to meet your requirements.**
- **This would save significant cost by using Astrata's expertise to source and develop the core infrastructure and work with your team to provide the required outcomes.**
- **Latest technology, next generation GPS, based on .NET platform. Customisable your requirements.**
- **GLS is a high level exception & event reporting system, scalable up to 1,000,000 assets. Web GUI interface.**
- **Powerful API to integrate the data into your systems.**

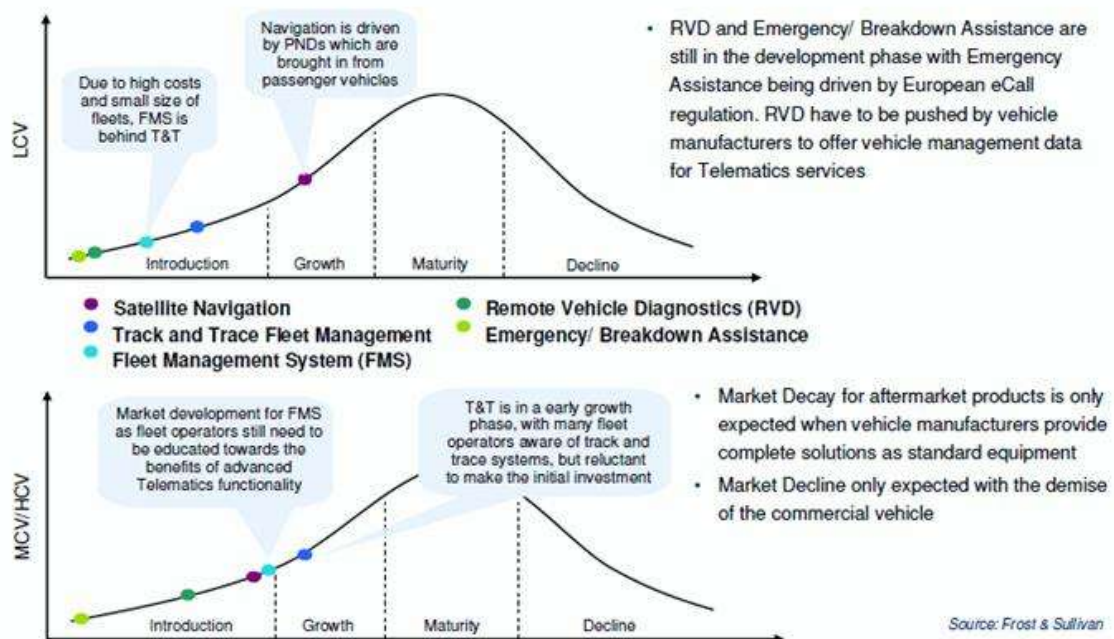
## Key Market Trends for Fleet Management Telematics



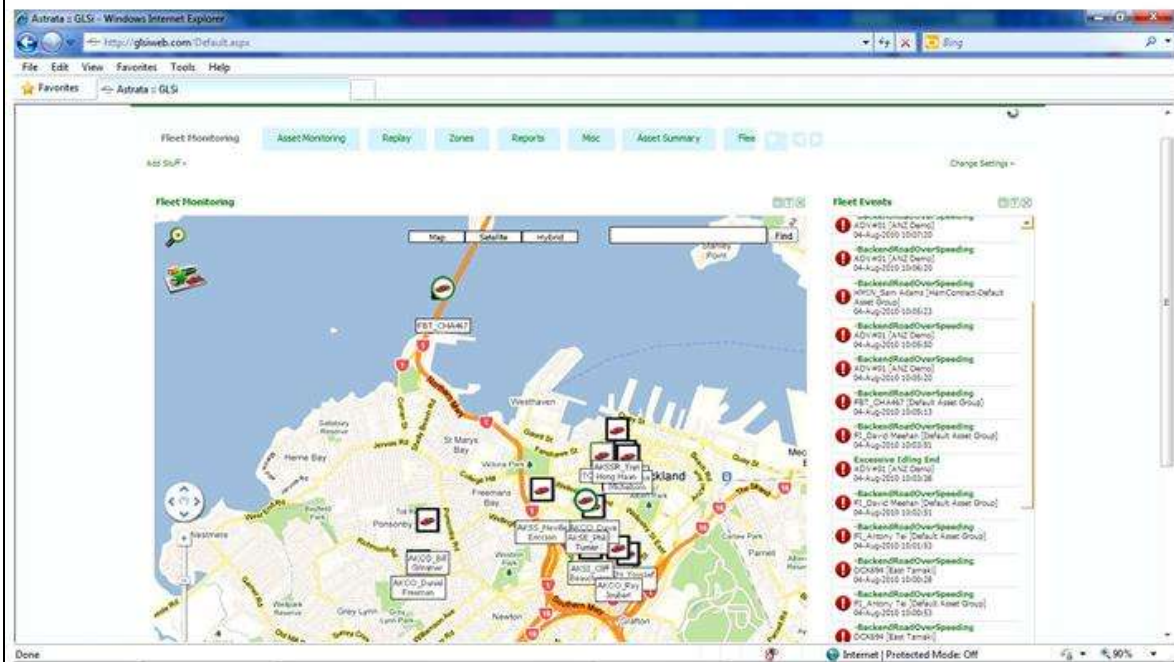
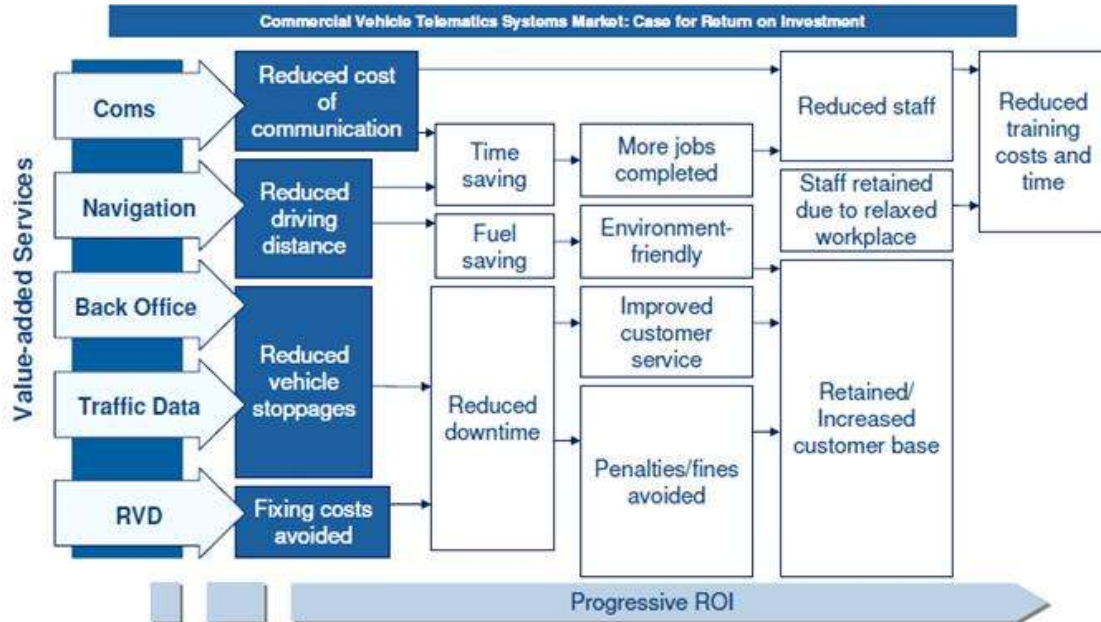
## Light Commercial Vehicles Demonstrate Different Market Dynamics



## Market Maturity in Commercial Vehicle Telematics is Not Expected Before the Forecast Period 2013

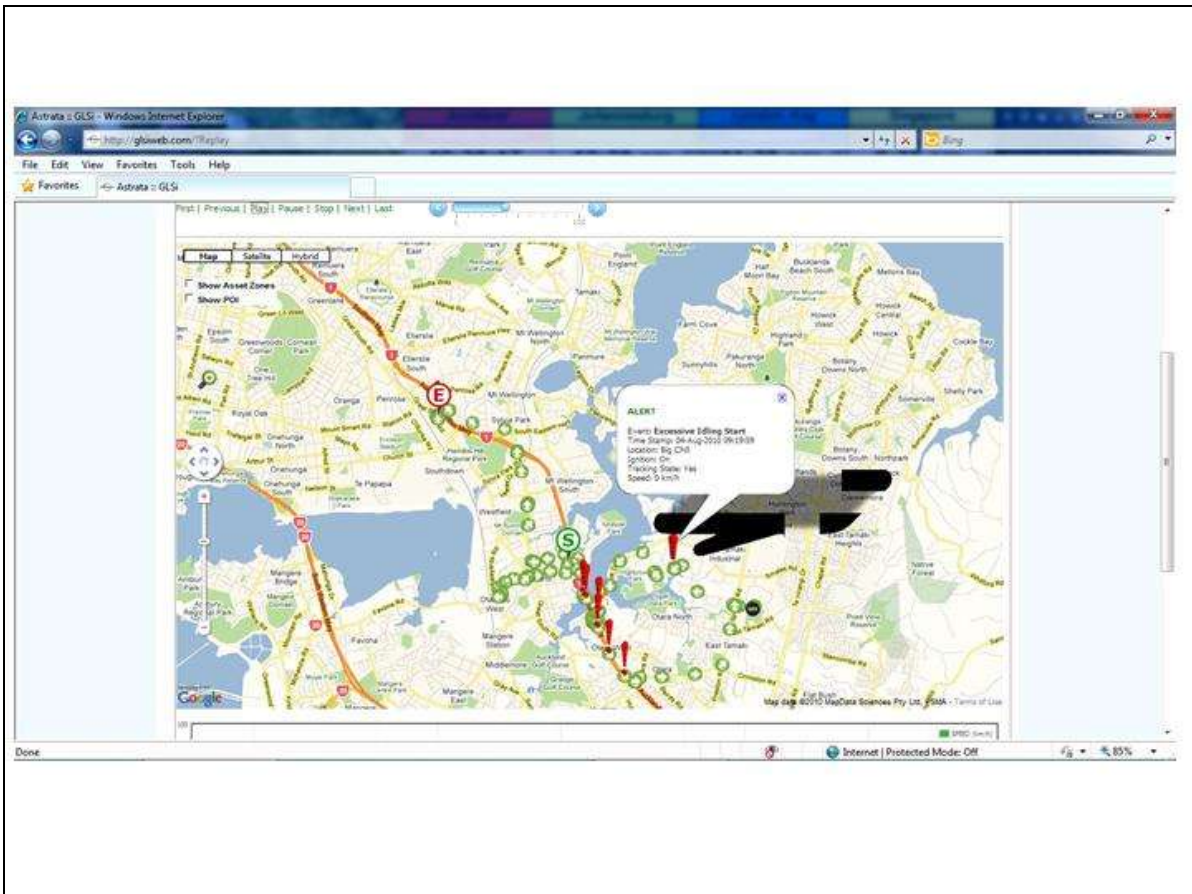
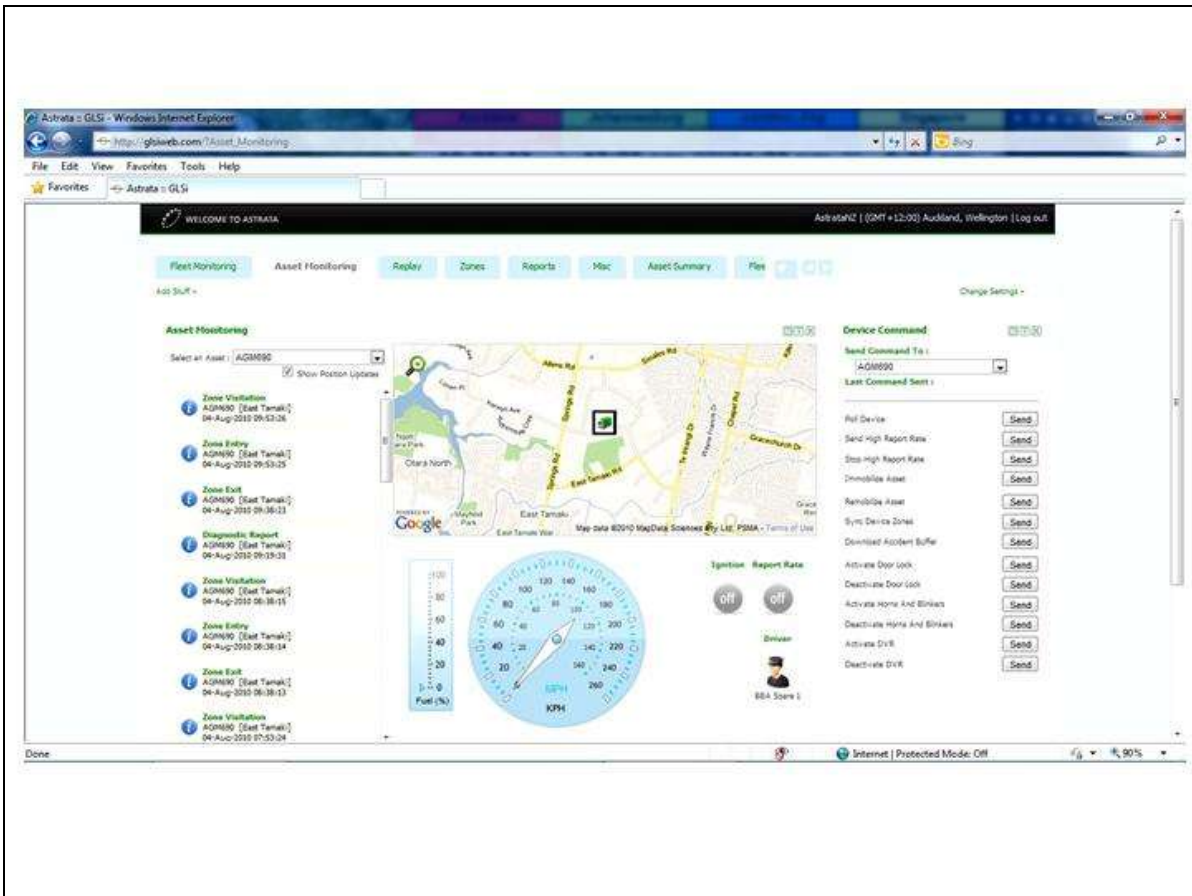


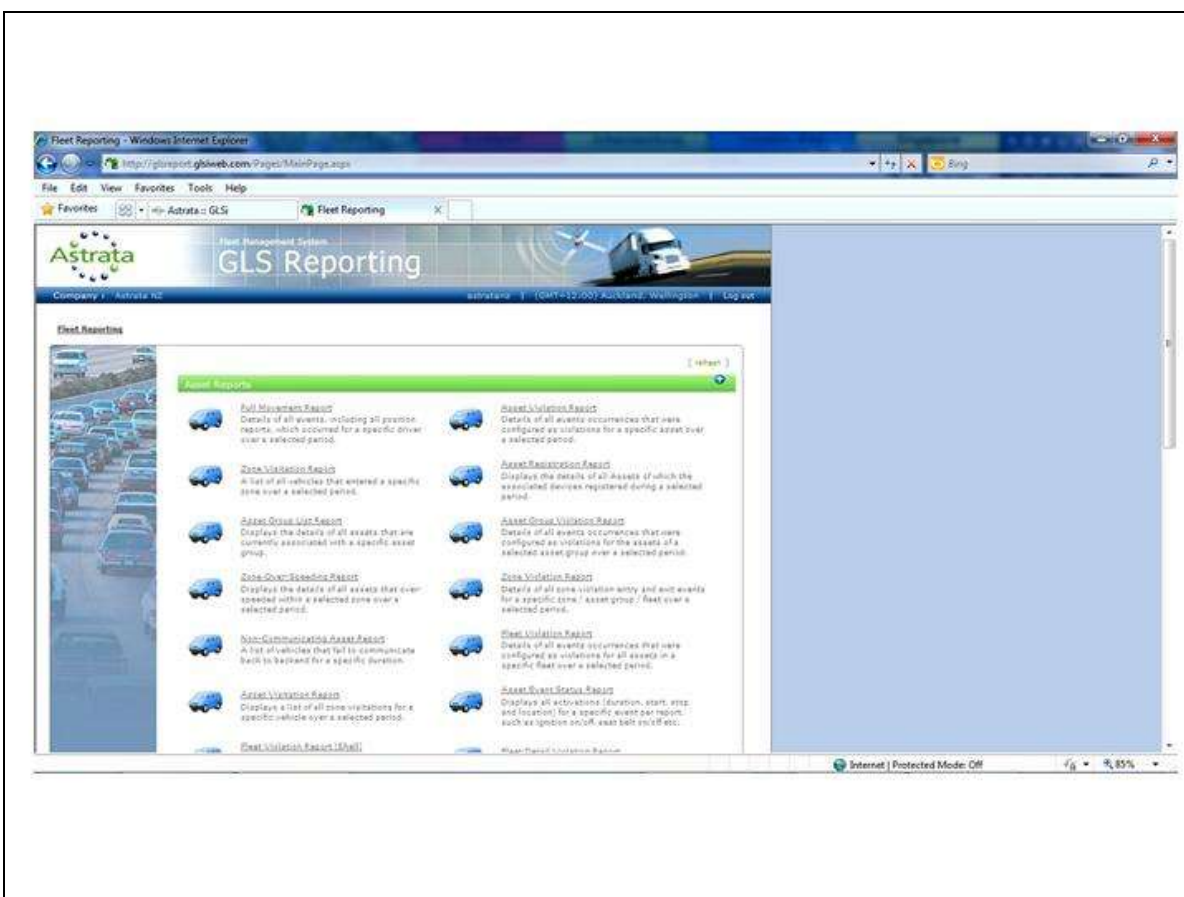
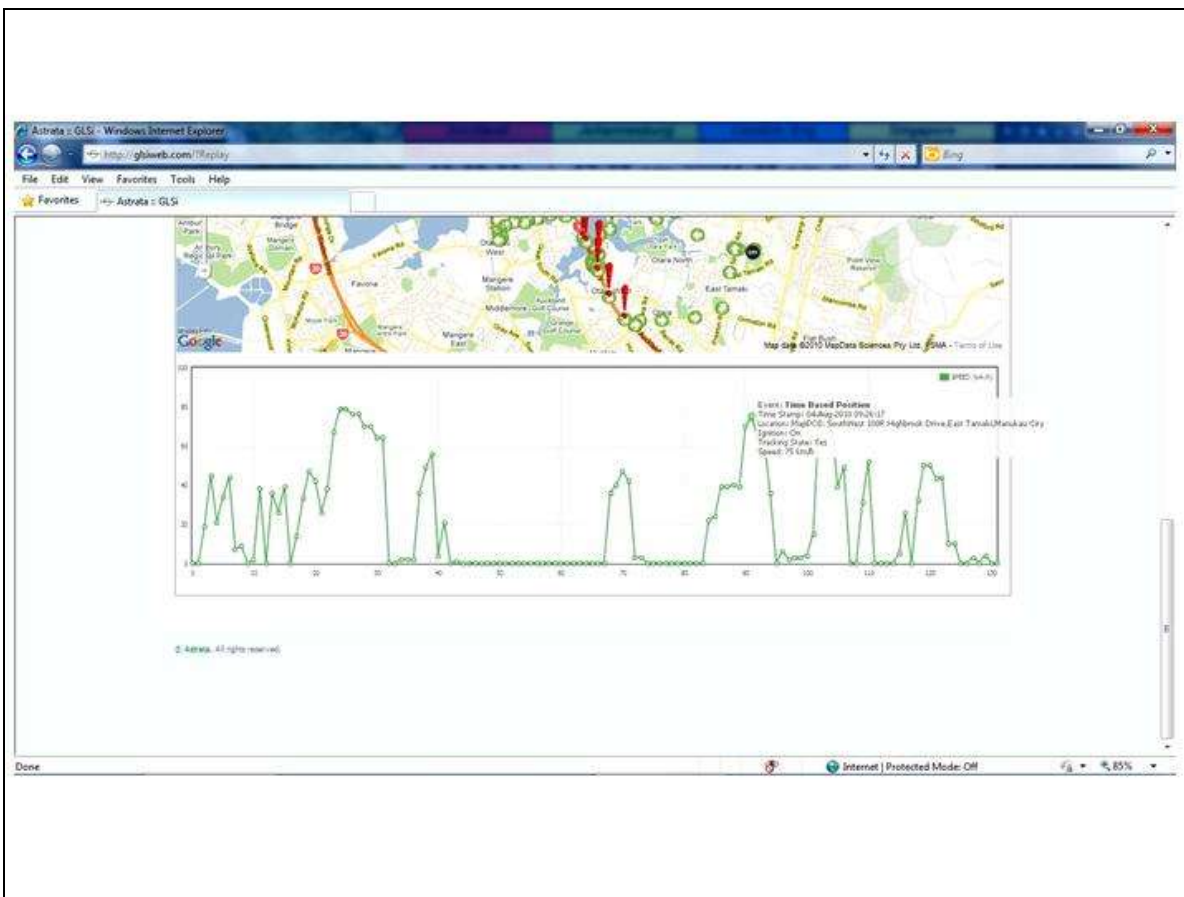
## Multiple Return on Investment Flow Achieved From Implementing Telematics













## Current applications under review

- **Temperature Monitoring**
- **Waste management**
- **Personal tracking**
- **Asset protection**

## Current applications

- **Tractor Guidance**
- **Crop-duster Targeting**
- **Pest control**
- **Tracking Livestock.**
- **Yield Monitoring**



## Impact of Legislation

- Privacy
- Health and Safety
- Duty of Care
- ACC
- Insurance







**Centre for Land and Water**

## **WELCOME**

Welcome to the Centre for Land and Water, a venue supporting sustainable agriculture through training, research and consultancy.

The Centre provides professional offices, meeting and seminar facilities and land for research and training.

We currently have rental offices available. Terms by agreement - phone, fax, copy and print facilities available on-site.

The Green Shed seminar venue is available for training, meetings or for general event hire. Contact us: Phone: 06 650-4532 or Email [greenshed@claw.net.nz](mailto:greenshed@claw.net.nz)

The Centre is located on a 4 ha site with easy access and plentiful parking. Entry is from Ruahapia Road, accessed from Karamu Road (SH2) at Waipatu or Pakowhai Road at Chesterhope. It is 4 km (8 minutes) from the Hastings CBD, 17 km (20 minutes) from Napier CBD and 18 km (20 minutes) from Hawke's Bay Airport.

## **COMING SOON**

### **CLAW Short Seminars:**

Communications: Preparing a media release

Communications: Writing popular articles

Communications: Writing technical reports and manuals

Communications: Preparing and delivering public presentations

Irrigation: System calibration theory and practice

Irrigation: How much water do I really need?

### **CLAW Short Courses**

NZQA Certified Irrigation Evaluator

## **The Micro Cropping Farm for Research and Technology Transfer**

Contact us to become involved in this exciting new initiative



Centre for Land and Water

## WINTER LECTURES 2010

### **1. NIWA Virtual Climate Station Network: Friday 16 July**

Speaker: Andrew Tait, NIWA

The Virtual Climate Station Network provides daily climate estimates at 5km intervals across N.Z. Andrew will explain how the data is estimated, and how the network can be accessed.

### **2. Nitrogen Testing and Sample Preservation: Friday 23 July**

Speaker: Peter Lorentz, Analytical Research Laboratories

Peter will explain the different soil nitrogen tests, outline correct soil nitrogen sampling methods, and describe the steps needed to make sure the samples you take in the field get to the lab in good condition for analysis.

### **3. Soil pH - Crop Response & Soil Mapping Options: Friday 30 July**

Speaker: Stephen Trolove, Plant and Food Research

Stephen will discuss crop responses to pH, including critical pH ranges for key Hawke's Bay crops, and will describe a process for farmers to determine whether the expense of a detailed soil pH survey may be warranted.

### **4. Vehicle Tracking and Fleet Management: Friday 6 August**

Speaker: John Brew, Astrata

Astrata designs systems combining GPS, wireless communications and GIS to monitor machinery or other assets. John will talk about applications for agriculture, asset management, fleet & personnel tracking and health & safety.

### **5. Fuel Use Mapping and Bio-Fuel update: Friday 13 August**

Speakers: Dan Bloomer, LandWISE and Tomo Reed, EECA

Dan will explain how to capture engine data and create maps of fuel consumption by tractors and present 'proof of concept' results from fuel mapping. Tomo will up-date us on bio-fuels and how to make bio-fuel available in Hawke's Bay.

### **6. Surfactants; types, actions and combinations: Friday 20 August**

Speakers: Gordon Harris, Zelan, and David Manktelow, AR&T

Gordon and David will outline the types of surfactants available, how they work, and will give guidance for growers contemplating multiple product mixes as part of their spray programme.