



Key Components & Considerations of a Total Mobility Solution

Sam Barall – National Sales Manager

Heather Miller - Channel Manager

- Global Industry Leading Mobile Office Solution Provider
- American Manufacturer, Over 80 Years of Experience
- Trusted Brand, ISO 9001 Certified
- 355 Employees and growing
- Havis Facilities:
 - Headquarters: Warminster, PA
 - Engineering: Detroit, MI
 - Molding & Tooling: Ivyland, PA
 - Havis Europe, LTD: United Kingdom



- Key Components of a **Total Mobility Solution** to successfully solve business problems.
- Understand the overall goals and business problems of the mobile workforce: Increasing productivity, while decreasing overall costs and keeping workers safe.
- Technology Trends and Shifts, and their impact on fleets for short & long term, adapt



- Adapting to Remote Fleet Management, Hybrid Employees
- Implementing Safety and Sanitization Measures
- Increased Data Visibility, Data Driven Decisions
- 5G Expansion
- Enhanced Connectivity and Telematics
- Expansion of Fleet Electric Vehicles
- Considering the Future of Autonomous Vehicles





Havis is a Key Component of Your Total Mobility Solution

Your Total Mobility Solution starts with a business problem and includes:

- **Software** to solve the business problem for the end user
- **Hardware** to run the software inside the vehicle
- **Connectivity & Integration** to the back-end systems
- **Docking & Mounting** solutions to make sure the hardware is mounted safely and allows for greatest up-time and productivity
- **Accessories** such as keyboards, and printers to assist in completing your complete solution
- **Professional Installation** partners to make sure that the equipment is properly installed.



Your Total Mobility Solution starts with a business problem and includes:

- **Software** to solve the business problem for the end user
 - Route Optimization
 - Mileage Reduction
 - Fuel Spend Reduction – Idle Management
 - Preventative Maintenance
 - Vehicle Occupant(s) Comfort & Safety
 - Compliance, Corporate Policy
 - Cyber Protection
 - Communication Platforms (Teams, Zoom)
 - Mobile Apps
 - Distracted Driving
 - Accident Reduction, Elimination



Your Total Mobility Solution starts with a business problem and includes:

- **Hardware** to run the software inside the vehicle
 - Tablet, Laptop, Phone, or Combination
 - Ultra Rugged, Semi Rugged, Consumer Grade, Combination
 - BYOD
 - Android, Windows, iOs
 - Cameras Required
 - Device Obsolescence
 - Operational Assets



Your Total Mobility Solution starts with a business problem and includes:

- **Connectivity & Integration** to the back-end systems
 - Real Time Two Way Communication Flow
 - Preferred Carrier
 - FirstNet
 - GPS
 - Bluetooth
 - Wireless Air Card
 - Router
 - Modem



Your Total Mobility Solution starts with a business problem and includes:

- **Docking & Mounting** solutions to ensure the hardware is mounted safely and allows for greatest up-time and productivity
 - Users Experience, Preferences, Adoption
 - Comfort, Convenience
 - Philosophy of Safety, Risk Management
 - Repurpose Existing Hardware
 - Portability of Device
 - Safety, Uptime, and Productivity are paramount



Your Total Mobility Solution starts with a business problem and includes:

- **Accessories** to assist in completing your mobile solution
 - Keyboard
 - Cameras
 - Radio Controls
 - Lighting



Your Total Mobility Solution starts with a business problem and includes:

- **Professional Installation** ensures all the equipment is properly installed.
 - Deployment plan & rollout
 - National mobile installation
 - In House
 - Outsource Upfitter



- Acknowledge Challenges & Business Problems
- Corporate Philosophy
- Determine Priorities & Budget
- Sustainability of Chosen Solutions, Long-term Relevance
- Standardization: Onboarding, Training, Support, Resources
- Determine Transformation Implementation Team(s)
- Establish Benchmarks to Success, Metrics Drive Decisions
- Develop Checklist, and Executable Strategic Plan
- Bring Solutions Experts in Early



What is Your Vision?



See Our Onsite Demos



Outside:

Valet Area, Main Entrance

**Inside:
Vendor Expo Booth**





Consider Havis Your Business Partner



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