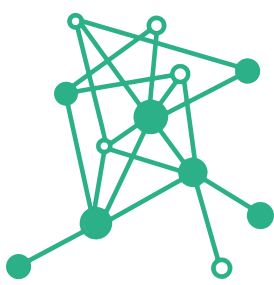







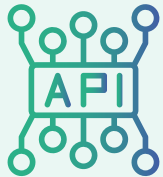



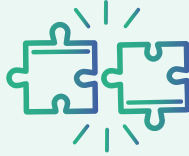






System Integrator vs Modular Approach



System Integration
A custom-built solution that handles the entire process from design to maintenance but requires high upfront investment.



Modular Approach
A flexible, plug-and-play model that is API-driven and more cost-efficient, ideal for agencies of all sizes.

	System Integrator	Modular Approach
Minimum Scale	 500+ vehicles	 1+ vehicle
Build Model	 Design, build, operate, & maintain	 Plug-and-play
Design & Development	 Bespoke & highly specified	 Standardized, API-based
Upfront Cost	 \$ Millions	 \$ Thousands
Hardware Choice	 Single vendor lock-in	 Multiple compatible vendors
Hardware Cost	 Lack of competition inflates prices	 Competition drives prices down
Software Upgrades	 Infrequent & costly	 Continual & free
Speed to Market	 2+ years	 2-3 months

Key Takeaways

System Integration

- *High costs* due to bespoke design and vendor lock-in
- *Long implementation* timeline
- *Limited flexibility* and higher long-term maintenance costs

Modular Approach

- *Low up-front costs* and competitive pricing through vendor variety
- *Rapid deployment*, scalable even for small agencies
- *Continual updates* and future-proof through API-based system