



## AGREEMENT HIGHLIGHTS

### Fleet Management and Related Services

OECM #2025-473

Item	Description
Agreement Term	<p><b>Effective Date:</b> May 14, 2025</p> <p><b>Initial Expiry Date:</b> May 13, 2030</p> <p><b>Optional Extension(s):</b> OECM has the option to extend the Master Agreements for up to five (5) additional years.</p>
Services Available Through This Agreement	<p>This agreement provides access to a broad range of Fleet Management and Related Services including, but not limited to:</p> <p><b>Fleet Management Services:</b></p> <ul style="list-style-type: none"><li>• Providing customized fleet management solutions (e.g., total cost of ownership analysis, vehicle life-cycle analysis, vehicle replacement and scheduling, and quarterly fleet reviews)</li><li>• Overall coordination, administration, and supervision of a fleet of vehicles identified by the Customer</li><li>• Flexibility to adapt to Customers changing needs (e.g., adding or removing vehicles from the fleet)</li><li>• Ensuring that all vehicles in the fleet are compliant with applicable regulatory and relevant legislation (e.g., emission standards, safety standards, vehicle inspections, and licensing requirements)</li></ul> <p><b>Fleet Vehicle Acquisition and Leasing Services:</b></p> <ul style="list-style-type: none"><li>• Provision of a wide range of vehicle types (e.g., cars, trucks, SUVs, vans), classifications, weight classes and engine types (e.g., electric, hybrid, turbo charge, diesel, gas) with the ability to customize vehicles in terms of components appearance or other requirements</li><li>• Conducting in-depth analysis to determine the most cost-effective acquisition strategy and analyzing fleet data to forecast future vehicle requirements; including flexible provision of vehicle uplifting and custom body building for specialized applications</li><li>• Evaluating lease versus ownership options tailored to the Customer's needs</li><li>• Providing an intuitive ordering platform (e.g., on-demand order status)</li><li>• Negotiating favourable terms with vendors to ensure value for money</li></ul>

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Services Available Through This Agreement	<ul style="list-style-type: none"> <li>Customizing acquisitions plans based on the Customer's operational and financial goals</li> <li>Coordinating vehicle deliveries to align with Customer timelines</li> </ul> <p><b>Fleet Vehicle Related Maintenance Services:</b></p> <ul style="list-style-type: none"> <li>Providing proactive maintenance scheduling to minimize downtime</li> <li>Monitoring vehicle performance and issuing alerts for potential issues</li> <li>Implementing downtime reports to improve fleet productivity</li> <li>Streamlining repair approvals to expedite the maintenance process</li> <li>Analyzing maintenance data for trends and cost-saving opportunities</li> <li>Training staff to identify early warning signs of mechanical issues</li> <li>Ensuring compliance with safety and operational standards through regular inspections</li> </ul> <p><b>Fleet Training and Education Services:</b></p> <ul style="list-style-type: none"> <li>Provision of safety related materials (e.g., tips, bulletins, newsletters) that may be disseminated to other drivers</li> <li>Providing safety training options (e.g., defensive driver and remedial/corrective)</li> <li>Detecting, measuring and scoring unsafe driving behaviour</li> <li>Identification of high-risk drivers through behaviour analytics</li> </ul> <p><b>Additional services available through the agreement related to Fleet Management Services include, but are not limited to:</b></p> <p><b>Fuel Management and Environmental Sustainability Services:</b></p> <ul style="list-style-type: none"> <li>Providing life-cycle analysis that compares vehicle life-cycle information (e.g., age, odometer) and forecasts life-cycle information including resale values, Greenhouse Gas ("GHG") emissions and maintenance costs</li> <li>Ensuring vehicles have the capacity for varying fuel requirements (e.g., dual fuel/natural gas, diesel) and implementing initiatives to reduce the environmental impact of the fleet (e.g., access to electric vehicles, idle reduction programs)</li> </ul> <p><b>Telematic Services:</b></p> <ul style="list-style-type: none"> <li>Provision of necessary technology to manage the fleet efficiently including monitoring, control and optimization of fuel consumption and operational efficiency (e.g., Global Positioning System tracking, fleet management software, telematics solutions) to collect data on fuel usage, mileage, and fueling transactions to allow the Customer to monitor the status of their fleet in real-time</li> <li>Providing data analysis and reporting to assist the Customer make informed decisions (e.g., fuel consumption, cost analysis, mileage reports, emissions data to identify areas for improvement and cost savings)</li> <li>Reducing fossil fuel consumption by reducing the amount of fuel used and reducing the amount of GHG generated by the fleet</li> <li>Harnessing real-time data to improve fleet operational efficiency including monitoring driver behaviour for safety and productivity insights; opportunities to enhance routes through analytics; optimizing fleet productivity with enhanced telematics solutions</li> <li>Provision of technology and software to monitor driver behaviour in real-time, communicate to drivers via on-board interface(s), amend routes in real-time,</li> </ul>

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Services Available Through This Agreement	perform daily vehicle inspections via the same interface, submit hours of service logs, report mechanical/operational failures in real-time, geofencing and exception reporting functionality, and/or other behavioural controls that can be directly managed with telematics				
	<b>Fleet Replacement Planning Services:</b> <ul style="list-style-type: none"><li>• Providing annual review and asset replacement plan for the fleet (e.g., analysis of fleet performance to industry standards, considering age, mileage and condition of the vehicles)</li><li>• Forecasting fleet needs based on current and future demand</li><li>• Developing a phased replacement plan to minimize operational disruptions</li><li>• Analyzing vehicle performance data to identify underperforming assets</li><li>• Aligning replacement plans with the Customer’s budgets and goals</li></ul>				
	<b>Electric Vehicle Management and Transition Planning Services:</b> <ul style="list-style-type: none"><li>• Designing sustainability focused decarbonization programs to meet the Customer’s environmental goals (e.g., feasibility studies, assessment planning – total cost of ownership)</li><li>• Implementing energy management strategies to efficiently integrate EVs into the fleet operations</li><li>• Planning EV acquisitions based on operational requirements and charging infrastructure capabilities</li><li>• Assessing infrastructure needs, such as charging stations, to support a seamless transition</li><li>• Reducing carbon footprints with customized electrification plans and renewable energy sourcing</li><li>• Evaluating fleet performance during the transition to identify areas for improvement</li></ul>				
	<b>Fleet Management Reporting Services:</b> <ul style="list-style-type: none"><li>• Generating detailed reports on vehicle performance and utilization, tracking key performance indicators (e.g., fuel efficiency, maintenance costs, and mileage) to inform Customer decision making</li><li>• Providing real-time data visualization tools to make complex data easier to interpret</li><li>• Consolidating data from various systems into unified reports for comprehensive analysis</li></ul>				
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