



Media Release
24 March 2010

EROAD and Vodafone make trucking easier

Anyone with a truck knows all about the hassles associated with managing the requirement to pay road user charges. The dreaded mechanical hubodometer is inaccurate and prone to sudden failure, always at the most inconvenient time and place, while the paper-based RUC regime is now well past its use-by date.

Vodafone has recently signed a strategic alliance agreement with EROAD, which effectively creates a single source for the transport industry that can provide electronic road user charge purchasing (eRUC), along with an extensive set of advanced telephony and technology services designed to improve both business productivity and profits.

Using Vodafone's nationwide mobile network, EROAD's approved electronic distance recorder, the eHubo, not only displays the RUC licence in electronic form, but provides advanced fleet tracking capability. This means that EROAD clients can move to a completely paperless RUC system and no longer have to fit mechanical hubodometers to their vehicles.

EROAD's CEO, Steven Newman, says the relationship with Vodafone is key to the success of eRUC in New Zealand.

"We are confident that Vodafone is the right partner because of their in-depth understanding of advanced mobile data applications and their commitment to support common sense solutions using the best technology available".

"Like EROAD, Vodafone promotes innovative technology that delivers improved services and real cost reductions for clients", says Newman.

EROAD already has 150 customer fleets deploying their eRUC solution, and the ability to buy RUC online at any time of the day or night means they're better able to manage both their costs and the vehicles themselves.

"Once you have seen the technology, there is no going back!", says Tony Milham from A One Movers Limited. "Last year we installed the EROAD system throughout our fleet and we have never looked back. From day one we got brilliant vehicle tracking, online electronic RUC services direct to the truck and automated off-road claims. This is like going from a black and white TV to a colour flat screen".

Vodafone is delighted to be able to partner with EROAD and to be part of the future of New Zealand's core infrastructure capability.

Vodafone's Transport Sector Manager Helen Sprenger says. "Vodafone is constantly looking to partner with world-class companies that can benefit our customers. EROAD has already gained international recognition for its innovative eHubo product, and we believe that EROAD represents the future face of technology in the land transport sector".

- ends -

Matt East
Vodafone New Zealand
Email matthew.east@vodafone.com
Mob 021 897 647

Brian Michie
EROAD
Email brian.michie@eroad.com
Mob 021 376 964