



ENIGMA VEHICLE SYSTEMS PLC

Skyline Global Partner Scheme

Version: 1.2

20/01/2010

Contents

1. Introduction	3
2. The Skyline System	4
3. Skyline Key Features	5
4. About our Global Partner Scheme	6
5. Payment Terms & Pricing	6
6. Start-Up Costs	6
7. Partner Requirements	7
8. Summary	8



Registered in England: Company number 2708351
Registered office: **Enigma Vehicle Systems plc**
11 Britannia Business Park, Comet Way,
Southend on Sea, Essex SS2 6GE
VAT registration number: 649 3388 94



1. Introduction

The Skyline telematics & security tracking system was launched in 2004 and has earned a reputation for being reliable, effective and economical. The blue-chip customer base in Europe and other world markets are testimony to its performance. Skyline is unique as it offers a high degree of asset protection combined with world-class telematics data.

The company behind Skyline is Enigma Vehicle Systems plc a UK based Public Company that was established in 1992 specialising in security for road vehicles and construction equipment. Being one of the first companies to offer tracking for stolen vehicle recovery Enigma has gained a wealth of knowledge.

Using this knowledge the Skyline system was developed and has rapidly become one of the market leading vehicle tracking & security systems.

Enigma has traditionally specialised in the road transport, service engineering and construction sectors where asset tracking and security are key issues. Our existing overseas partners are indentifying new markets on a regular basis and these now include taxis, marine, non-powered trailers and generators.

Our overseas activities started in September 2004 and now have a truly global reach. Partners within Europe, South & Central America and Africa are already enjoying the benefits of being an Enigma-Skyline Global Partner.



Registered in England: Company number 2708351
Registered office: **Enigma Vehicle Systems plc**
11 Britannia Business Park, Comet Way,
Southend on Sea, Essex S52 6GE
VAT registration number: 649 3388 94



2. The Skyline System

The system consists of three key components which are: -

Skyline SK100 series vehicle module

These are small devices containing a circuit board, GSM/GPRS modem, GPS satellite receiver and battery back-up housed in a variety of housings depending on the requirement.

Typically there are three types, portable for personnel or rapid deployment, in-vehicle fixed units and weatherproof for construction equipment, trailers and coastal marine. Fixed devices have an extensive power loom that also includes a selection of inputs & outputs that may be used for additional sensors or remote immobilisation/shutdown.

All devices are equipped with a high sensitivity GPS, satellite, receiver that calculates its position every second. This information is stored and transmitted back to the server at intervals, programmed to suit the customer, together with events such as engine start & stop, excessive speed or door open/close.

Wireless communications

The system uses GSM/GPRS to transmit data to the server that is a highly robust service in use globally. GPRS (General Packet Radio Service), which is an always on connection similar to broadband/ADSL, data can be sent at fixed intervals and received within, on average, 2 seconds of transmission.



Should GSM coverage be lost the device will store data, usually for up to 4 days on a standard reporting profile, for transmission when network coverage has been regained. Enigma is also working on a combined satellite & GSM/GPRS system that will provide total coverage across the globe.

Servers & Software

The data transmitted wirelessly is transferred to a secure data line routed to the Enigma HQ where the servers are located. This data line uses fibre-optics and has been installed to provide resilience and fallback in case of any unforeseen disaster. Back-up hardware is located at a nominated disaster recovery centre, within the UK, to ensure any major interruption in service causes the least disturbance.



Each status message from an asset contains information on ignition state, position, date, time, speed, distance covered, satellite reception and other input/output states depending on the configuration. This data is decoded and stored, for 6 months, and used to generate the data available in a comprehensive range of reports. Data is backed up daily and stored off-site.



Registered in England: Company number 2708351
Registered office: **Enigma Vehicle Systems plc**
11 Britannia Business Park, Comet Way,
Southend on Sea, Essex S52 6GE
VAT registration number: 649 3388 94



3. Skyline Key Features

Skyline is the product of many years experience in the vehicle security and tracking market and has been developed to meet the needs expressed by our customers.

It's neither a security tracking system nor an asset management system. It's both.

The software is designed to be hardware independent enabling Skyline engineers to produce or have manufactured only those devices that meet our exacting specifications. In particular they should be dimensionally compact, have internal batteries and capable of withstanding life in an arduous environment.

Basic features are;

- Fully compliant with international standards for fitment to vehicles
- Low power consumption
- Range of input & output connections allowing sensors to be attached or vehicles controlled remotely
- High sensitivity GPS with enhanced performance in a demanding environment
- Tri or Quad band GSM module with functions to allow cell-id positioning where local conditions allow
- Flexible software and programming options

With these features Skyline software is able to offer the following:

- Flexible system access with encrypted data.
- Users can access the system, with the same credentials, by means of the web or a handheld mobile device get basic messages, or send commands by SMS using a standard mobile phone.
- Event driven reporting to minimise irrelevant data, typically this includes ignition on/off events, speeding, zone entry & exit, reporting on points-of-interest defined by the user, theft alerts using the tow-away function, tamper, battery disconnection & failed or tampered GPS.

Additional features can be added and these include GPS output for use by an external device such as a PDA.

Two way messaging using a PDA or rugged terminal, remote immobilisation and interface to the heavy duty Skyline keypad immobiliser.



Registered in England: Company number 2708351
Registered office: **Enigma Vehicle Systems plc**
11 Britannia Business Park, Comet Way,
Southend on Sea, Essex SS2 6GE
VAT registration number: 649 3388 94



4. About our Global Partner Scheme

We are seeking enthusiastic partners in key markets to serve their domestic market and, after time, expand to other regionally based markets.

Ideally partners should have a good understanding of the in-vehicle markets and existing contacts would be a major benefit. Knowledge, or a desire to learn, about vehicle tracking & telematics is fundamental.

What will Enigma provide;

- Software
- Hardware
- Server Hosting
- Map Integration
- Knowledge
- Product Support
- Marketing & Sales collateral
- Opportunity to use the Skyline or Enigma brand within your company name
- In market support relating to sales & marketing



5. Payment Terms & Pricing

As standard we operate a per vehicle fee payable on a monthly basis (no additional charges unless an increased reporting rate or data volume is necessary).

Our Skyline hardware devices are also priced competitively, please contact our overseas sales team who will be able to provide more detail on our pricing.

6. Start-Up Costs

Based on experience the typical start-up costs for a new partner are;

- The purchase of local, digital map data.
- Training charged at USD 800.00 per day plus reasonable travel & accommodation expenses
- Data connection(s) at your offices.
- Samples & test units



7. Partner Requirements

Business

- Premises with an IT infrastructure, locally based computers for demo's, commissioning, testing, servicing and administration
- An established organization
- A clear business plan and vision

Fixed Line Data Connections

- 1mb broadband/ADSL line or 512k leased line required to access the skyline system, test, service & monitor devices
- Internal IT infrastructure, networked PC's capable of running XP Pro, Windows Vista or Windows 7
- Email, the majority of administration with Enigma is carried out using email

GSM

- An agreement with local GSM network for the provision of data SIM cards that must be capable of operating the GPRS service over a public or private APN & able to communicate on SMS
- Typically the monthly data volume per SIM card is not expected to exceed 3 Mb
- Roaming agreement if required

Mapping

- Unless in the EU Europe or North America map data must be provided by the partner.
- This mapping must be vectorised digital map data, formatted to an agreed specification and compatible with MapInfo MapX.

Personnel

- At least 1 mobile technician with experience working with the vehicles that are typically found in the chosen market and that have the ability to be trained to install/service this vehicle equipment to a high standard.
- IT literate support staff, able to demo & support the software, prepare, script & test the units and diagnose devices faults
- Administration staff, to manage the email communications with the Enigma admin teams for the set-up of stock, vehicles and users



Registered in England: Company number 2708351
Registered office: **Enigma Vehicle Systems plc**
11 Britannia Business Park, Comet Way,
Southend on Sea, Essex S52 6GE
VAT registration number: 649 3388 94



8. Summary

The innovative Skyline Global Partner scheme was introduced in 2004 and was intended to allow established or new businesses to enter the technically demanding field of vehicle & asset tracking with the minimum of outlay.

Hopefully from what you have read you will have seen that the scheme will provide everything you need to be up and running within just a few days exploiting business opportunities in your market with the knowledge that you have the backing of a market leading tracking business.

Key Benefits;

- Access to a reliable, market leading system with low set-up costs allowing you to get up and running quickly
- Use of established 'Skyline' brand
- Exclusive rights to agreed markets
- Access to a team with a wealth of technical experience
- Local sales & marketing support, assistance with exhibitions and customer visits
- Low cost hardware and software

If having read the information in previous sections you are still keen to learn more about our product or to arrange a demo contact our overseas sales team who will be able to answer any of your questions.

Email: info@enigmavehicle.co.uk
Telephone: +44 (0) 1702 507200
Fax: +44 (0) 1702 511978



Registered in England: Company number 2708351
Registered office: **Enigma Vehicle Systems plc**
11 Britannia Business Park, Comet Way,
Southend on Sea, Essex S52 6GE
VAT registration number: 649 3388 94



Company Address:

Enigma Vehicle Systems Plc
11 Britannia Business Park,
Comet Way, Southend on Sea,
Essex, SS2 6GE
www.enigmavehicle.co.uk

Tel 0844 800 9926
Fax 0844 800 9052

Int. Tel +44 (0)1702 507200
Int. Fax +44 (0)1702 511978

Company Registration Number: 2708351
Place of Registration: London, England

Legal and Notice Information

© Copyright 2010 Enigma Vehicle Systems PLC

Enigma Vehicle Systems PLC makes no warranty of any kind with regard to this material, including, but not limited to, the implied warranties of merchantability and fitness for a particular purpose. Enigma Vehicle Systems PLC shall not be liable for errors contained herein or for incidental or consequential damages in connection with the furnishing, performance, or use of this material.

This document contains proprietary information, which is protected by copyright. No part of this document may be photocopied, reproduced, or translated into another language without the prior written consent of Enigma Vehicle Systems plc. The information is provided "as is" without warranty of any kind and is subject to change without notice. Nothing herein should be construed as constituting an additional warranty. Enigma Vehicle Systems PLC shall not be liable for technical or editorial errors or omissions contained herein.



Disposal

The following information is only for EU-member states:

This product may not be treated as household waste. By ensuring this product is disposed of correctly, you will help prevent potential negative consequences for the environment and human health, which could otherwise be caused by inappropriate waste handling of this product. For more detailed information about recycling of this product, please contact your local council.



Registered in England: Company number 2708351
Registered office: **Enigma Vehicle Systems plc**
11 Britannia Business Park, Comet Way,
Southend on Sea, Essex SS2 6GE
VAT registration number: 649 3388 94

