



## Innovative Solutions

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Nationalpass™ Service and Universal Toll Module®

*Trusted Transportation Solutions*

# MAP-21: National Interoperability Requirement

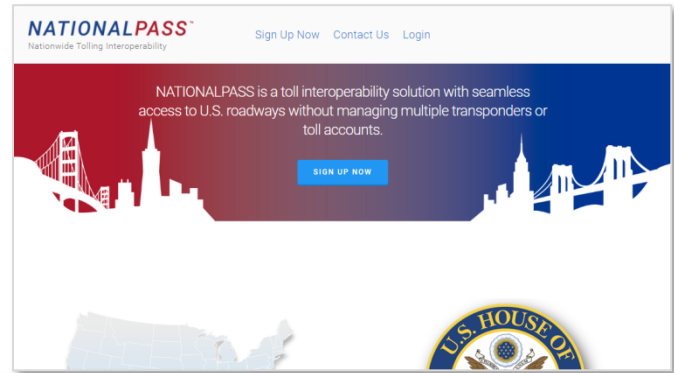
*MAP-21 requires that all Federal-aid highway toll facilities implement technologies or business practices that provide for the interoperability of electronic toll collection by October 1, 2016.*

# Nationalpass™ Service

Multi-protocol tag



Self Service Website



# Nationalpass™ Tag and Service

- One Tag
  - Protocols included: IAG/TDM, SeGo, Title-21, ATA
  - Local tag ID is read in each interoperable region
  - No changes required to any agency's readers, lane systems, or back offices
- One Account
  - TransCore established pre-paid fleet accounts in each interoperable region – using existing agency business rules
  - Customers establish one account with TransCore
  - No reconciliation between agencies, no inter-agency transaction fees
  - Seriously, nothing required by agencies!



# Nationalpass Objectives

- Provide a solution to nationwide interoperability by the October 2016 deadline
  - Using toll agencies' existing infrastructure and business rules
- Deliver an interoperable service that allows the public to travel seamlessly across toll regions
- Market driven
  - Other commercial companies or agencies can provide this product and service
  - Alternative to daily rental car fees and video tolling rates
- Launched on May 16, 2016

# Universal Toll Module (UTM<sup>®</sup>)

- UTM is a *multi-protocol tag* integrated in a vehicle's mirror offering motorists access to North American toll roads
  - Protocols supported: IAG/TDM, SeGo, Title-21, and ATA
- Gentex Corp., is the market leader in design and manufacturer of electronic rearview mirrors
  - On January 21, 2016, Gentex announced a partnership with TransCore to provide auto manufacturers with a vehicle-integrated tolling solution
- Integrated solution is targeted for 2018 automobile models



# Gentex Corporation


- Revenue 2015: \$1.54B
- Publicly traded: GNTX
- Shipped 35.5M mirrors in 2015
- 91% market share, providing mirror to all the major OEMs

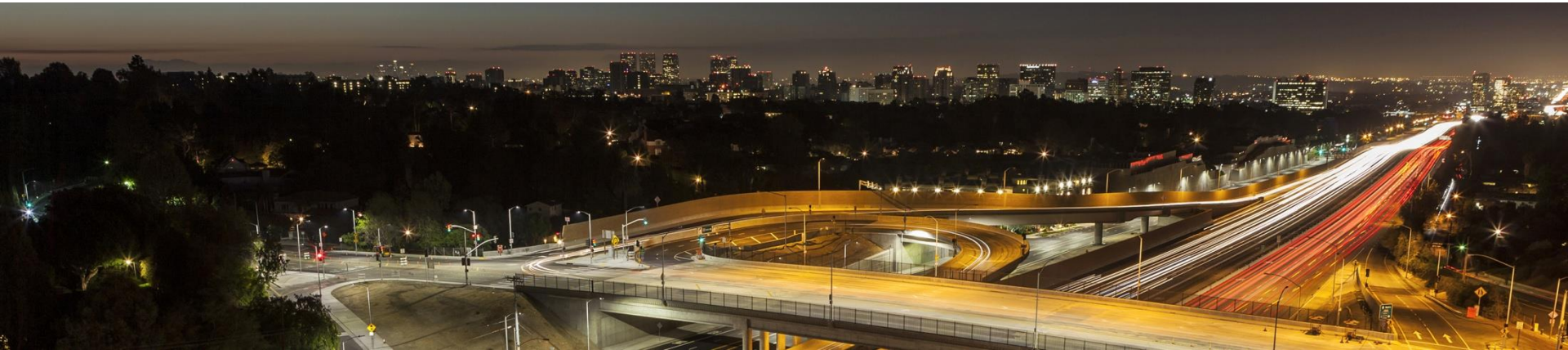
HQ and R&D in Zeeland, MI





# U.S. Vehicle Sales

- 76% of all new car registrations are within states that have toll roads
- Gentex's customers purchase 54-65% of their new vehicle models in the Top 6 Tolling States
- Similar technology transition for customer convenience
  -  **HomeLink** : garage door opener





# Value Proposition for Consumers



- Style and aesthetics: no toll tag required to be mounted on windshield
- Convenience and seamless travel:
  - Register with a local toll agency or commercial program for national interoperability
  - Avoid higher cash and pay-by-plate rates
  - Bypass cash lines
  - No tag fees
- Integrated with an auto-dimming interior mirror providing the following benefits:
  - Access to vehicle power – no need for a battery
  - Ideal installation location

# Closing Comments

- Nationalpass™ and UTM® provide practical, innovative solutions for toll agencies and their customers
  - Open market interoperable solution available today
  - Improves tolling experience for customers
  - Targeted for those customers that want or need interoperability
  - Could potentially reduce agency operating expenses
  - Meets the MAP-21 October 2016 deadline