



Trimble and Zurich Join Forces to Reduce Fleet Operating Costs and Improve Driver Safety with Zurich Fleet Intelligence

Zurich to Offer Trimble's Telematics Technology to Fleet Owners and Manager

SUNNYVALE, Calif., Jan. 27, 2011 /PRNewswire/ -- Trimble (Nasdaq: TRMB) today announced it is collaborating with Zurich, one of the largest fleet insurers in North America and globally, on its new, integrated fleet risk management program called Zurich Fleet Intelligence (ZFI). Trimble will offer its telematics devices to Zurich's insurance customers seeking ways to minimize their fleet's operating costs and reduce crashes, all while keeping their vehicles up-and-running and drivers safe.

"We are extremely pleased to work with Zurich on its fleet intelligence program," said Bryn Fosburgh, vice president of Trimble's Mobile Solutions Division. "As part of the program, Trimble will be able to offer Zurich's risk management and driver training services to complement our industry-leading telematics solutions to help organizations manage risks, increase fleet driver safety and improve productivity."

ZFI works by combining data from telematic devices with Zurich's extensive analytical tools to turn the data into meaningful insights (see graphics below) that can help fleet managers reduce their fleet operating costs, as well as:

- Optimize vehicle journey planning and deployment;
- Reduce vehicle running costs;
- Achieve increased fuel economy;
- Reduce the occurrence of vehicle crashes through defensive driving training;
- Influence future insurance premiums;
- Improve employees' driving skills and knowledge;
- Reduce stress and fatigue amongst drivers through coaching and development; and
- Improve their fleet's impact on the environment.

"By working with leading vehicle telematics providers like Trimble, Zurich is able to offer independent advice on the most appropriate package of services to meet our customers' individual needs," said [Paul Horgan](#), chief underwriting officer for Zurich Global Corporate in North America.

Zurich does not receive any fees or commission from these vendors when a customer selects their telematics services. "We are here to help our customers identify their business needs and then help them choose the most appropriate vendor to help them reach their business goals," said Horgan.

For more information about ZFI, go to <http://www.zurichfleetintelligence.com>.

About Zurich

Zurich in North America is a part of Zurich Financial Services Group (Zurich), an insurance-based financial services provider with a global network of subsidiaries and offices in North America and Europe as well as in Asia Pacific, Latin America and other markets. Founded in 1872, the Group is headquartered in Zurich, Switzerland and employs approximately 60,000 people serving customers in more than 170 countries, including more than 9,500 employees in North America. Zurich's risk engineering services in the United States are provided by Zurich Services Corporation.

About Trimble

Trimble applies technology to make field and mobile workers in businesses and government significantly more productive. Solutions are focused on applications requiring position or location—including surveying, construction, agriculture, fleet and asset management, public safety and mapping. In addition to utilizing positioning technologies, such as GPS, lasers and optics, Trimble solutions may include software content specific to the needs of the user. Wireless technologies are utilized to deliver the solution to the user and to ensure a tight coupling of the field and the back office. Founded in 1978, Trimble is headquartered in Sunnyvale, Calif.

For more information, visit: www.trimble.com.

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