



Trimble and SmartBin Partner to Develop Productivity Solutions for the Environmental Services and Recycling Markets

Technology Combination Focuses on Increasing Workflow Productivity and Improving Efficiency for Environmental Services Professionals and Fleet Managers

SUNNYVALE, Calif., Feb. 9, 2012 /PRNewswire/ -- Trimble (NASDAQ: TRMB) and privately-held SmartBin Corporation of Dublin, Ireland announced today that they have signed an agreement to collaborate on the development of solutions that can leverage positioning technology, wireless communications, asset monitoring and fleet management capabilities to enhance productivity for professionals operating in the environmental services and recycling markets. Under the agreement, Trimble will have worldwide rights to use SmartBin's wireless monitoring and Web access technologies to integrate and manufacture products for the industry.

SmartBin's monitoring sensors automatically measure the fill levels of recycling containers for glass, paper, organic waste, aluminum cans and textiles. Using wireless communications and the Internet, dispatchers can remotely monitor the recycling containers to plan pick-up and service more effectively. The combination of SmartBin's monitoring technology with Trimble's industry-leading mobile workforce solutions is expected to result in new product categories for environmental services, fleet management and route optimization, and in-vehicle and portable applications that help improve workflow and increase mobile worker productivity for any fleet size.

"Reducing fuel costs, improving asset management, and optimizing fleet utilization are growing concerns in the environmental services and recycling markets. Fleet and environmental services managers are being challenged to minimize operating expenses and maximize resource efficiency," said Elmar Lenz, director of Trimble's Environmental Solutions Business Area. "Optimal route planning and scheduling are essential for hauling operations to remain competitive in this fast changing environment. Collaborating with SmartBin will allow us to develop and supply integrated, intelligent productivity solutions for environmental services and fleet management professionals."

"SmartBin is extremely pleased to partner with Trimble to integrate our leading monitoring technology into Trimble's portfolio of mobile workforce solutions. By working together, we can provide customers with advanced, smart applications and solutions for improved asset management. New technologies need champions and Trimble is an ideal partner," said Alan Mangan, director of Business Development in SmartBin.

About SmartBin

Established in 2003, SmartBin is a global leader in remote monitoring and management systems for the waste collection industry. SmartBin provides integrated hardware and software solutions that facilitate intelligent Web-based monitoring and service of remote assets. The primary market focus is the waste management industry, specifically the commercial waste collection business where SmartBin solutions have the potential to bring significant savings by ensuring that service is only carried out as necessary. SmartBin solutions are offered on a SaaS subscription model. SmartBin serves customers globally from its corporate headquarters in Dublin, Ireland and via the network of agents across the world.

For more information visit SmartBin's Web site at www.smartbin.com

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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