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Trimble Partners with Babcock to Equip the UK Ministry of Defense Fleet

Trimble GeoManager Fleet Management and Driver Safety Solutions to be Deployed Across 12,000 Vehicles

SUNNYVALE, Calif., May 3, 2012 /PRNewswire/ -- Trimble (NASDAQ:TRMB) announced today that it is partnering with Babcock, the UK's leading engineering support services organization, which provides and manages the fleet of approximately 14,000 administrative vehicles for the UK Ministry of Defense (MoD). As part of a four-year agreement, Babcock will use Trimble's field service management solutions to equip the MoD with innovative tools to more efficiently manage its fleet utilization, fuel consumption and driver safety.

Trimble was selected following Babcock's appointment in 2011 as the Service Provider for "Project Phoenix," under which they provide the overall fleet management and rental services for the MoD's administrative transport requirements. Partnering with Babcock, the Trimble® GeoManager Fleet Management solution will be deployed across 12,000 of the MoD's cars, light commercial vehicles and heavy goods vehicles (HGV).

Trimble GeoManager will provide Babcock and the MoD with real-time visibility into the day-to-day fleet operations, which will enable them to identify, manage and improve key areas such as vehicle utilization, maintenance planning and customer service to optimize the overall cost of transport by reducing fleet size, spot hire spend, fuel costs and CO2 emissions.

In addition, Babcock will be implementing Trimble Driver Safety to enable the MoD to review driving behavior across its fleet. Improvements in driving style and speed will not only help reduce accidents and vehicle downtime, but it can also lead to further reductions in fuel consumption.

"As a service organization, delivering outstanding service to our customers is critical to our business and implementing the best-in-class technology to support this initiative is essential. Trimble's comprehensive and scalable solutions allow us to provide the MoD with accurate management and reporting on all aspects of its fleet, which can lead to increased organizational productivity and reduced operating costs," said Nick Earl, general manager of Project Phoenix at Babcock.

"We are looking forward to partnering with Babcock to assist the MoD achieve its goals for this extensive project," said Nick Mitchell, vice president of Global Sales for Trimble's Field Service Management Division. "As an established provider to the MoD for over 10 years, Babcock was looking for a partner to match their capacity in delivering the high demands of the contract. With the size and variety of the MoD vehicles as well as safety and security being a key concern, our corporate capability, proven track record and robust suite of solutions made Trimble the natural choice."

About Babcock

Babcock is the UK's leading engineering support services organization with revenue of approximately 3bn pounds Sterling in 2010/11 and an order book in excess of 12m pounds.

Defense, energy, telecommunications, transport and education are all sectors where Babcock can be found working diligently behind the scenes, delivering critical support. Services include managing assets and infrastructure, delivering projects and programs and integrating engineering expertise.

About Trimble's Field Service Management Division

Trimble's Field Service Management Division provides visibility into field and fleet operations so businesses can streamline efficiency and increase productivity. The Field Service Management suite includes Fleet Management, Work Management and Scheduling, Worker Safety and Mobility solutions that transform the effectiveness of work, workers and assets in the field. The cloud-based portfolio allows Trimble to offer customers industry-specific, enterprise-level solutions for exceptional performance and ease of use.

For more information, visit www.trimble.com/fsm.

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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