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## **HPCL in India to Deploy Trimble's Fleet Management and Consignment Management Solutions to Improve Fuel Distribution Logistics**

SUNNYVALE, Calif., Jan. 14, 2014 /PRNewswire/ -- Trimble (NASDAQ: TRMB) announced today that Hindustan Petroleum Corporation Limited (HPCL) (BSE: 500104, NSE: HINDPETRO) will deploy the Trimble® trako Fleet Management and Visual Cargo™ consignment management solutions in their outbound logistics fleet that transports finished products to locations across India. HPCL is a Government of India Enterprise with Navratna status, and a Fortune 500 and Forbes 2000 company with annual sales income in excess of US\$34.23 billion.

The Trimble solution will provide HPCL greater visibility into its transport logistics operations to help increase fleet productivity, improve operational efficiencies, enhance fleet and driver safety, and meet tight delivery timelines.

HPCL markets its petroleum products through its retail pumps as well as terminals and depots across India. Its principal consumers include personal vehicle owners, commercial transport and logistics companies and a variety of heavy industries.

"Transportation and logistics in India is a fast-growing, complex market with fragmented ownership of vehicles. Shippers are dependent on multiple transporters to deliver goods. To address this complexity, Trimble developed an enterprise-class fleet management solution for transporters combined with the Visual Cargo solution for shippers. Its innovative access control mechanism offers trip-based visibility, alerting and reporting to relevant stakeholders across the supply chain," said Rajan Aiyer, Trimble's managing director for the South Asian Association for Regional Cooperation (SAARC) Region.

"We are excited to be working with HPCL on such a challenging project and look forward to a long-term relationship. We are confident that Trimble's solution can bring HPCL increased visibility and improved fleet management in the dynamic finished petro-products distribution market," said Ron Konezny, vice president of Trimble's Transportation and Logistics.

### **About HPCL**

Hindustan Petroleum Corporation Limited (HPCL) (BSE: 500104, NSE: HINDPETRO) is an Indian state-owned oil and natural gas company with headquarters located in Mumbai, Maharashtra. HPCL is ranked 260th in the Fortune Global 500 rankings of the world's biggest corporations in 2013.

HPCL operates two major refineries producing a wide variety of petroleum fuels & specialties - one in Mumbai (West Coast) of 6.5 Million Metric Tonnes Per Annum (MMTPA) capacity and the other in Vishakapatnam, (East Coast) with a capacity of 8.3 MMTPA.

### **About Trimble's Fleet Management Solution**

Trimble's trako Fleet Management is an on-demand solution that provides fleet managers and transporters with real-time, GPS-based vehicle tracking and monitoring via the Internet or on a mobile phone via text messages. The solution uses a simple, user-friendly interface to track fleets and displays the results on a street-level map. Its modular design offers flexibility to track, monitor, control and analyze fleet performance with various MIS reports & exception alerts.

For more information, visit: [www.trimbletl.in](http://www.trimbletl.in).

### **About Trimble's Consignment Management Solution**

Trimble's trako Visual Cargo is a complete end-to-end SaaS solution that provides on-demand visibility of consignments—from loading to delivery location—of cargo vehicles using Trimble GPS devices. It is a single, common platform for supply chain stakeholders, which include consigners, consignees, transporters and vehicle owners, to track and manage the movement of goods in transit to enhance operational efficiency and improve customer service.

Leading enterprise customers with nationwide transportation & logistics operations in industries such as auto manufacturing, fast moving consumer goods (FMCG), hazardous materials and courier services have successfully implemented Trimble's solution and derived significant operational efficiencies.

For more information, visit: [Trimble trako Visual Cargo](#).

## 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](http://www.trimble.com).

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