

# Congratulations You are the recipient of the 2016 Frost & Sullivan Asia Pacific Excellence Awards

Logistics Category

Dear Shamir,

We are pleased to announce that VersaFleet has been selected as the recipient of the

## 2016 Frost & Sullivan Asia Pacific Transportation & Logistics Customer Value Leadership Award (Routing and Scheduling)

Delivering customers a one-stop portal to manage job orders, control drivers and customers, and track vehicles on a real-time basis, the VersaFleet product is an example of product excellence. Its platform has become prominent in a short span of time. With its enriched features (based on a SaaS model), the product has become the preferred choice among customers. Being user-friendly with no installation hassles, this product has been undoubtedly successful in delivering optimum satisfaction to its customers.

For the Customer Value Leadership Award, Frost & Sullivan analysts independently evaluated two key factors—Customer Impact and Business Impact—according to the criteria identified below.

### Customer Impact

- Criterion 1: Price/Performance Value
- Criterion 2: Customer Purchase Experience
- Criterion 3: Customer Ownership Experience
- Criterion 4: Customer Service Experience
- Criterion 5: Brand Equity

### Business Impact

- Criterion 1: Financial Performance
- Criterion 2: Customer Acquisition
- Criterion 3: Operational Efficiency
- Criterion 4: Growth Potential
- Criterion 5: Human Capital

Wishing you every success in 2016.

Sincerely,



**Cindy Gan**  
 Vice President  
 Frost & Sullivan, Asia Pacific

## About The Awards



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## Contact Details

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### About FROST & SULLIVAN

Frost & Sullivan, the Growth Partnership Company, works in collaboration with clients to leverage visionary innovation that addresses the global challenges and related growth opportunities that will make or break today's market participants. For more than 50 years, we have been developing growth strategies for the global 1000, emerging businesses, the public sector and the investment.

