

HOW TECHNOLOGY IS CHANGING THE TRANSPORTATION INDUSTRY

2020 CO/ WY ITE VENDOR SHOW

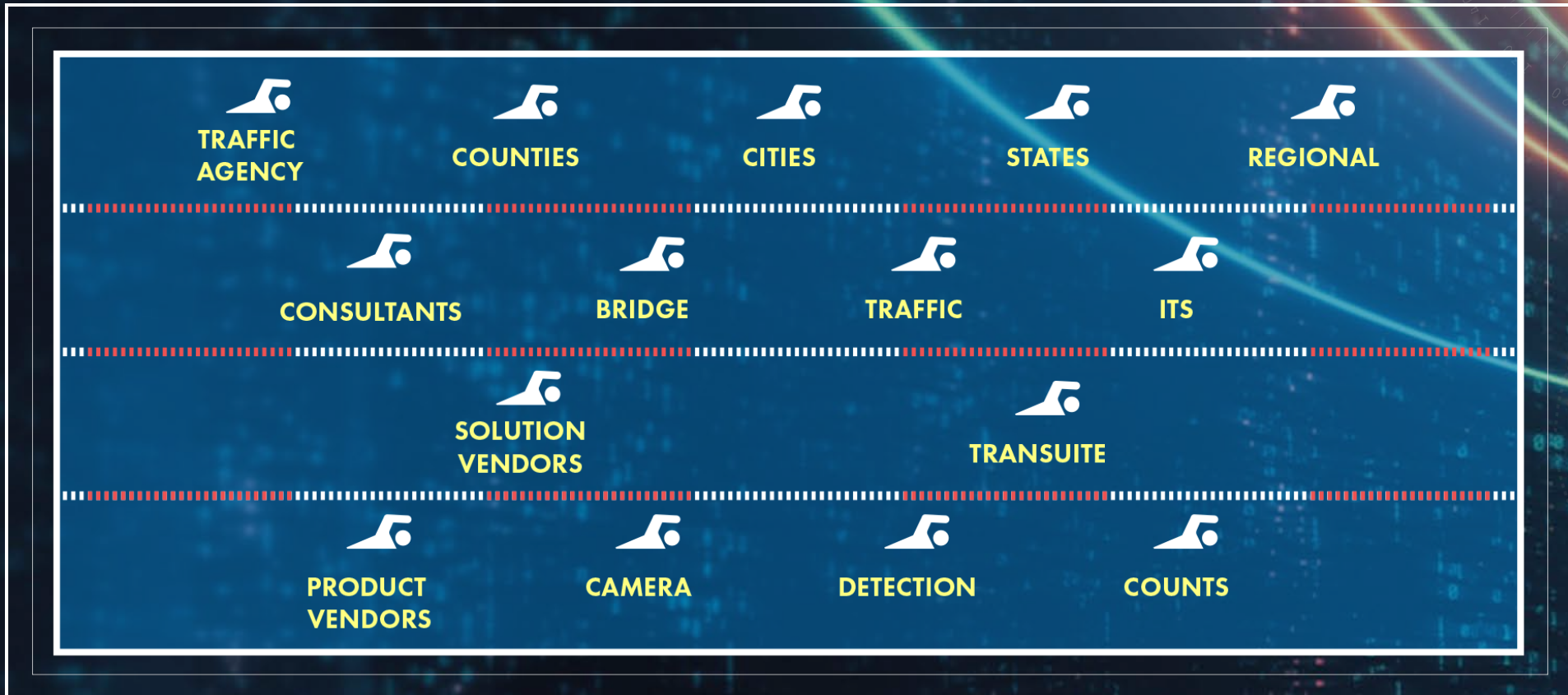
NAVJOY

PRESENTATION OUTLINE

- A Look Back – Five Years Ago
- What's Happening Now
- Looking Forward – Next Five Years
- Guiding Principles for Public Agencies

A LOOK BACK – 5 YEARS AGO

- Everyone swam in their own lanes – departments, vendors, and consultants



A LOOK BACK – 5 YEARS AGO

- Isolated proprietary systems
- Any type of integration was an expensive novelty



A LOOK BACK – 5 YEARS AGO

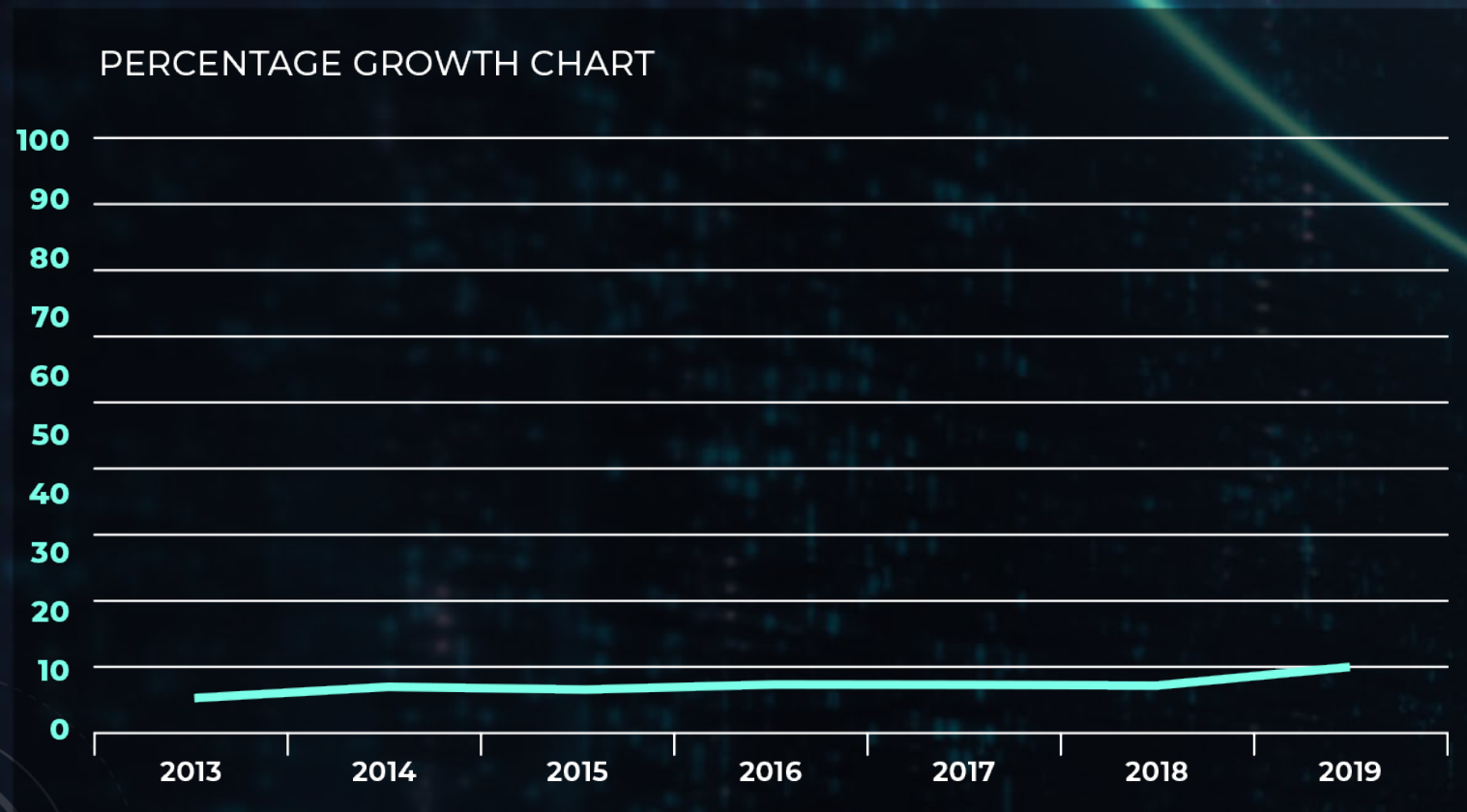
- Not much interaction with others outside of the industry



**ONLY
TRAFFIC
ENGINEERS
ALLOWED**

A LOOK BACK – 5 YEARS AGO

Most **solutions** and **products** generated **incremental** and localized **benefits**



KUDOS ON
5% to 10%

WHAT'S HAPPENING NOW?

Enter Digital Giants



WHAT'S HAPPENING NOW?

Enter **Transportation Tech** Entrepreneurs



MICRO MOBILITY

CONNECTED SIGNALS



WHAT'S HAPPENING NOW?

Enter **Players From Other Industries**

ARGUS
CYBER SECURITY

 **BOSCH**

 **BriefCam**



WHAT'S HAPPENING NOW?

Why did they enter our space? - **BIG PROBLEMS**

- Traffic crashes
- Congestion
- Traffic pollution
- Limited options to travel



37,133
2017



2,746,000
2017



\$5.11 TRILLION
2013



83%
2004



40%
2004

WHAT'S HAPPENING NOW?

Why did they enter our space? - Traditional problems facing agencies

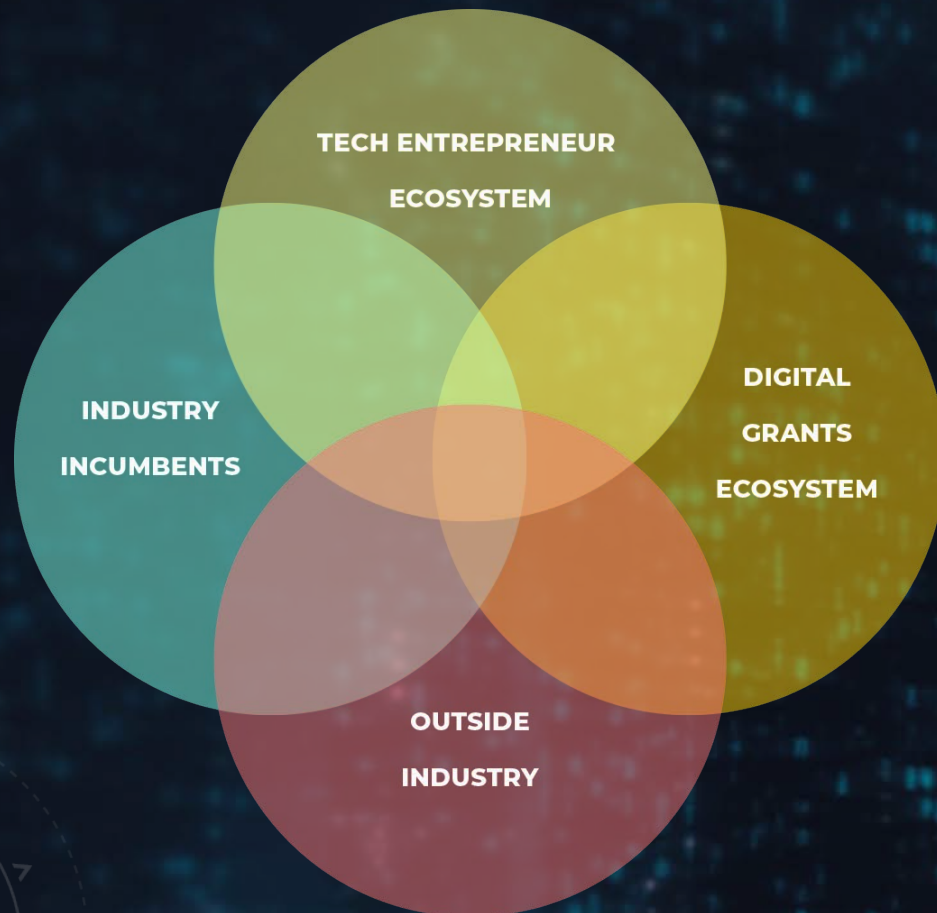
- Limited budgets
- Limited manpower
- Inefficient processes
- Reactive Environment
- Localized solutions & incremental benefits



We were & are ripe for disruption and it has just started

WHAT'S HAPPENING NOW?

Industry Incumbents

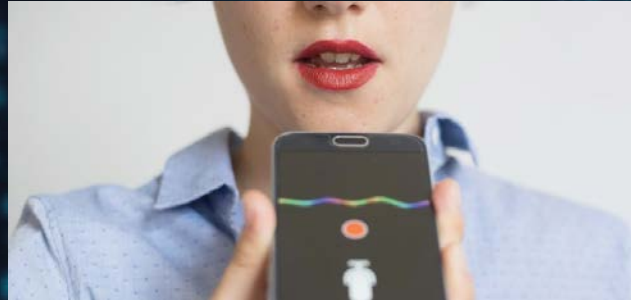


LOOKING FORWARD

Next 5 Years – Exponential Technology



Image Recognition



Voice Recognition



Predictive Technology

LOOKING FORWARD

Next 5 Years – Exponential Processes



End to End Digitization



Insight Driven Automation

LOOKING FORWARD

Next 5 Years – Exponential Platform



Connected Solutions



Connected Agencies



Integrated and
Required Collaboration

LOOKING FORWARD

Guiding Principles for Public Agencies

- If you have not already, change your mindset on your organization's process
- Pay close attention to technology and trends
- Focus on regulations standards and processes
- Strategically plan and invest
- Increase organizational transparency and accountability



QUESTIONS OR COMMENTS?

Navin Nageli

303.993.0755

nnageli@navjoyinc.com

Vinod Chandran

vchandran@navjoyinc.com

NAVJOY