

**Subject:** Purchase of Demo GPS and software

**From:** Shel Shannon <apexsinc@mozcom.com>

**Date:** 11/28/2014 7:12 PM

**To:** Marius Domasevicius Purchase of <marius.domasevicius@teltonika.lt>

Dear Marius Domasevicius,

As you are aware from information we have provided to you, the Government of the Philippines mandated that next year ALL Buses in the country must have GPS systems installed. There are approximately 25,000 to 30,000 buses in the country that must have GPS systems installed next year. We have learned that soon all commercial vehicles will have the same GPS requirement.

Of course this represents a **tremendous** sells opportunity for APEXS, Inc. and Teltonica. Please understand that we very much appreciate the great quotation received from you for the Demo GPS and Software.

Marius, we (APEXS, Inc. engineers) have done a Philippine prior art search for the technology used in our product to enable the display of Bus speed to passengers by using our proprietary product. The results of our prior art search indicates our technology is patentable.

Use of our product eliminates the added cost of an OSD (making our GPS system more cost competitive) to display speed obtained from GPS. In addition, our product can capture GPS speed data for one time calibration to GPS accuracy. This eliminates GPRS data latency problems, erratic data or radio fringe area signal disruption. In other words, using our device GPS speed data is no longer required!

At this time we are busy working with the patent attorney to submit the required documentation to acquire the patent. There is no URGENCY to purchase the demo GPS and software immediately. So please keep the quotation open. I ASSURE you that within the next 2 o3 weeks payment will be arranged.

Since we potentially will be placing purchase orders for several thousands of the FM 1100 GPS, I am some what concerned about the geopolitical situation (Russia and Ukraine) in your part of the world. With Lithuania being a NATO member (recently hosted a NATO meeting) does Teltonica have manufacturing available in other countries?

Thank you and regards,

Shel



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