



## Why North American Lift Truck Dealers Are Adopting InfoHUBX:

### A Game-Changer in Fleet Management

As industrial and material-handling operations continue to digitize and automate, lift truck dealers are increasingly grappling to understand how best to approach, understand and sell a system that delivers real-time operational visibility and actionable insights. Many OEM systems offer proprietary solutions anchored on third party cloud-based platforms designed for large scale rollouts and expensive commitments. Other systems designed in Europe, Asia or other provide technology that is designed for material handling environments that do not exactly fit the North American material handling application model and are simply not supported. Where does that leave most material handling dealers that want to provide a sustainable solution to their customers who are looking for a better way to manage their material handling fleet. One solution gaining traction across North America is InfoHUBX, a wireless data gateway system developed by Integrated Visual Data Technology Inc. (IVDT) that's reshaping how lift truck dealers support customers and manage equipment portfolios.

### What Is InfoHUBX?

InfoHUBX is a radio-frequency (RF), 900 MHz wireless fleet data gateway designed to connect industrial vehicles such as forklifts, electric pallet trucks, and other material handling equipment into a customer's, end users network. Once linked with onboard vehicle modules (for example, IVDT's ED3 onboard systems), lift trucks transmit operational events and performance data to a central portal or server making traditionally siloed information instantly visible from a desktop, laptop, or mobile device.



## **System Overview:**

The most important takeaway for all material handling dealerships and personal is what it provides your customer...

### **1. Real-Time Operational Data Monitoring**

- InfoHUBX continuously collects and transmits operational events (e.g., load weights, idling, impacts, operator access, OSHA/MOL safety checks, freight DIM (pallet dimensioning) from each connected vehicle. Managers get live visibility of fleet activity.

### **2. Wireless RF Connectivity**

- Utilizes 900 MHz license-free, long range RF wireless communication (DigiMesh protocol), enabling reliable, long-range data transmission without needing WIFI, cloud-based hosting or GPS.

### **3. Hardware Simplicity**

- The entire kit utilizes a \* Digi XBee 900 MHz RF modem, license-free ISM band operation, (75 mm x 70 mm x 25 mm) and a host laptop with proprietary InfoHUBX software that acts as the central server. Together, the Digi modem and laptop let InfoHUBX gather, display and manage data from fleet devices.

*(\* Digi modem Regulatory Approvals, USA FCC Part 15.247, IC Canada and C-TICK Australia)*

### **4. On-Premises Data Control (No Cloud Fees)**

- Unlike cloud-based SaaS systems, InfoHUBX operates over your local network or server, avoiding monthly subscriptions or third-party cloud fees.

### **5. Low Security Risk**

- Because data stays on your local LAN and doesn't rely on internet/cloud connectivity, there are fewer external security attack vectors.

### **6. Alerts, reporting & Compliance Tools**

- The system can send event driven email alerts (via SMTP) and provides web portal access for sorting/filtering data, enabling fast response to issues like overloads or safety non-compliance.

## **7. Helps Improve Safety and Compliance**

By recording safety checks, impacts, overloads, and operator behaviour, fleet managers can enforce safety protocols and meet regulatory requirements more effectively.

## **8. Better Productivity & Decision Support**

Not relying on historical management reporting the InfoHUBX logs real-time data helping identify patterns (e.g., excessive idling, inefficient use, vehicle overloads, impacts) that can guide training and productivity improvements.

## **9. Scalable Without Ongoing Costs**

You can add more equipped vehicles to the InfoHUBX system without any subscription scaling fees making it cost effective for expanding and or changing fleets.

# **InfoHUBX Target Market: Enterprise-Grade Fleet Intelligence, Without the Enterprise Complexity or Cost**

InfoHUBX is purpose built for small to mid-size forklift fleets that demand simplicity, affordability and right sized functionality. Designed for those fleets that need visibility without the burden of monthly software fees, IT infrastructure or complex cloud deployments.

Small and mid-sized fleets often get priced out of telematics and or vehicle management systems-InfoHUBX was built to solve that. It is designed to be sold by lift truck dealers, OEM's and accessories suppliers that can be used immediately by customer operational management as a plug and play out of the box launch.

The InfoHUBX web portal is designed for operational management, not data analyst. From the moment user's login, the portal presents clear, actionable fleet information-no training required. The dashboard provides a real time assessment of all events of importance and allows user to do deeper dives upon requirement. Small to mid-size fleets often utilize multi brand fleets and different material handling equipment. Unlike OEM systems or those designed in partnership with a specific brand InfoHUBX and the various onboard systems are unbiased in connectivity and will retrofit on any material handling vehicle. InfoHUBX brings connected-fleet intelligence to operations that were previously too small for traditional OEM's onboard systems.

## Looking Ahead

With industrial automation and connected equipment becoming standard expectations, platforms like InfoHUBX are helping lift truck dealers transform from equipment suppliers into strategic partners in digital fleet management. The important part to understand is **‘it doesn’t have to be complicated’**.

All offerings provided by InfoHUBX are end user managed and supported, elevating dealers to an advisor role in the field of material handling and allowing the various departments of the dealership to concentrate and support the end user through core offerings such as equipment sales and service. As dealers leverage for understanding of operational data to improve service quality, productivity, and safety outcomes for customers, the traditional role of a lift truck dealer is evolving—underscoring the value of the uniqueness of InfoHUBX in the North American material handling market.

