



COMPANY PROFILE



KgareDigital



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Kgare Digital is a 100% citizen-owned company and a sister company to Kgare Insurance Brokers, which are both owned by Kgare Holdings – a wholly women-led 100% citizen-owned Company. Kgare Holding has presence in both Gaborone and Francistown.

Through diverse and smart leadership, and in responding to the current business climate and trends, birthing a digital company was a no brainer and it of course had to come loaded with global standards and leading technologies with reputable collaborations and partnerships.

We are in the Internet of Things business with tailor made industry specific solutions with Fleet Management as our Flagship. We officially registered on the 1st March 2023 and the group has offices in Gaborone and Francistown.

Our **Mission**

“ To optimise business through sustainable and innovative digital solutions. ”

Our **Vision**

“ Excellence in a digital world ”

Our **Values**

Trust : Through our actions and words, our clients and stakeholders will see our reliability, honesty and dependability

Innovation : We will constantly seek ways to overcome challenged, improve our work, and deliver better service to our clients and stakeholders.

Excellence : We are professional. We deliver quality. Our work and our outputs are outstanding. We collaborate, communicate and support one another to produce greater results.

Our Board of Directors is comprised of both internal directors and a significant number of independent external directors. Its mandate is to oversee long-term strategy, risk management, and executive accountability. They are responsible for appointing executive officers and ensuring alignment with shareholder and stakeholder interests.



Mr Orapeleng Senwelo
**(Chairman
Non-Executive Director)**



Mrs. Tiny Matilda Kgatlwane
(Managing Director)



Ms. Kgaotsang Matthews
(Non-Executive)



Ms. Keneilwe Mere
(Non-Executive)



Ms. Marang Morakaladi
(Non-Executive)



Ms. Tebatso Lekalake
(Non-Executive)



Mr. Calistas Chijoro
(Non-Executive)

Kgare Digital has strategic partnerships with three industry leaders: Webfleet, a Bridgestone Mobility Solutions company; ACM Track, specializing in Southern African stolen vehicle response; and Greater Than, a Swedish insurance and risk telematics leader. These collaborations will provide our clients with an integrated and holistic telematics and risk solution, combining cutting-edge technology, seamless connectivity, and advanced analytics to enhance efficiency, safety, and service quality.



webfleet

As an official Webfleet distributor, our company benefits from a robust and collaborative partnership that ensures we deliver world-class fleet management and telematics solutions across our markets. Through our distributor arrangement, we are fully aligned with Webfleet's global standards for service delivery, product innovation, and customer support.

Regional Support and Operational Excellence

Our operations are directly supported by Webfleet's Johannesburg office, which plays a vital role in ensuring efficiency, responsiveness, and continuity in our service delivery.

This regional support framework includes:

- **Local Stock Availability:** Access to a well-managed inventory of Webfleet hardware and devices, enabling us to reduce lead times and meet urgent deployment requirements for our clients.
- **First-Line Technical Support:** A responsive, knowledgeable support team provides immediate assistance for technical issues and troubleshooting, ensuring high system uptime and minimal operational disruption.



- **Training and Enablement:** Our teams benefit from ongoing technical and sales enablement, product updates, and certifications, ensuring we stay ahead of market trends and maintain the highest service standards.

Global Reach and Clientele:

- **Clients:** Webfleet serves over 60,000 customers globally.
- **Vehicles Connected:** Their platform supports more than 1.2 million vehicles worldwide.
- **Regions of Operation:** Webfleet operates in over 60 countries, making it one of the largest and most established telematics service providers in the world.

Seamless Communication: Proximity to the Johannesburg support team allows for fast, direct communication and swift resolution of escalated matters, enhancing our ability to respond to client needs effectively.



Founded by Chris and Anton Pieters, ACM Track has become a reputational competitive provider of advanced telematic turnkey solutions, recognized by industry regulators. From the beginning, the company has shown a strong commitment to excellence, gaining a great reputation for its exceptional customer service and innovative technology. By constantly improving and understanding industry needs, ACM Track has become a trusted partner for businesses, delivering reliable and efficient location-based solutions across various industries.

As a global developer of software solutions for fleets and IoT, they provide various comprehensive solutions and affordable products that enable fleet owners in various industries to enhance their business operations



Greater Than

Greater Than is a Swedish insurtech company with over 20 years of experience specializing in artificial intelligence (AI) and data analytics to transform mobility and car insurance industries. The company provides AI-powered platforms that evaluate driving behaviour in real time, predict accident risk, and support dynamic pricing and risk profiling for insurers and fleet managers.

The company has developed patented AI technologies that convert GPS data into behavioural risk profiles. This empowers insurers to design user-based insurance (UBI), gamified driver apps, and carbon footprint tracking tools.

Core Offerings:

- **Enerfy AI Platform:** Translates driver behavior into real-time risk intelligence.
- **Insurance Solutions:** Supports dynamic and usage-based pricing models.
- **Fleet Services:** Offers fleet optimization tools and predictive analytics.
- **Carbon Insight:** Assesses CO₂ emissions and eco-driving performance.



1. Asset tracking for powered assets

Monitor the positions and usage of your machines and powered equipment

Kgare Digital Helps you;

1. Monitor and control your trailers' movements at all times.
2. Reduce workload and automate more tasks.
3. Maintain your assets' value and simplify maintenance.



Monitor your whole operation

See the location and status of all your vehicles and assets on one interface.



Access a clear map view

Detailed map makes it easy to see exactly where your assets are, on or off site.



Stay updated

Kgare Digital lets you know when an asset's status changes, i.e. if it leaves a defined area or when unplanned movement is detected.



See how your assets are used

Reports on your assets' positions, trips and more to help asset book keeping or billing for rental companies.



Schedule and manage maintenance

Setup notifications based on odometer, operating times or time since last maintenance.



Couple your assets and vehicles

Easily identify which asset is attached to which vehicle.

2. Fleet management for transport

Cut cost, boost productivity, stay compliant and enhance safety

Kgare Digital Helps you;

- 1.Reduce your fuel and maintenance costs.
- 2.Increase productivity and make decisions faster.
- 3.Stay on top of tachograph compliance and reduce the chance of infringements.
- 4.Keep drivers on suitable roads and improve their driving style.



How it works

- | | | | |
|--|---|---|---|
|  | Fuel consumption
Optimise costs by monitoring fuel usage and promoting a fuel-efficient driving style. |  | Fleet health monitoring
FMS data such as AdBlue level and maintenance alerts help reduce truck downtime. |
|  | Legal compliance
Tacho services cut administrative burden with automated tacho downloads and archiving. |  | Safety on the road
Truck specific routing helps drivers avoid trouble spots and reduce the chance of accidents. |
|  | Driving behaviour
OptiDrive 360 supports drivers to be more efficient and safer. |  | Business integration
With 3rd party route planning and camera providers. |
|  | Better planning
With insight on remaining driving time and distance, you can assign the best-suited driver for each task. | | |



3. Webfleet Video/ CAM 50

Safeguard your drivers and fleet with video telematics.

Webfleet Video combines dashcam footage with driving data to give you the full context of road incidents. AI technology identifies risky behaviour and notifies the driver, helping them avoid danger. It delivers higher levels of safety, lower premiums and less downtime, and can be configured to meet your privacy needs.

How it works



Lower the cost of claims

- Protect your fleet against fraudulent claims and avoid over-paying on 50/50 insurance claims.
- Proactive risk detection and in-cab driver alerts help to prevent accidents and lower claim rate.



Increase safety and protect drivers

- Real-time alerts of unsafe driving empower drivers to take action before an incident occurs.
- Greater levels of insight help to more efficiently resolve disputes with customers and the public.
- Combining video events and driving data supports more effective driver coaching.



Get insight into critical events

- Video footage is displayed alongside driving data for a complete picture of your fleet on the road.
- With instant access to live streaming video you can take action immediately.
- Timely video evidence helps you comply with First Notification of Loss (FNOL).



Enhance fleet efficiency

- Video helps you find the truth faster, confirming the validity and accuracy of claims with instant evidence.
- As driving behaviour improves, vehicle damage, incidents and downtime can be more effectively reduced.

4. Webfleet Order Management

Get everything you need to efficiently control and organise your fleet jobs – right on the Webfleet interface. Digitise your processes, cut out time-consuming manual tasks and get more jobs done.

Kgare Digital Helps you;

1. Identify the best worker for every job
2. Lower costs
3. Improve customer experience
4. Plan more flexibly
5. Reduce time spent on manual tasks
6. Simplify administration
7. Take more control over your dispatching
8. Communicate effectively with your team

What's in Webfleet Order Management?



Everything in one place

No additional software is required. Everything you need is integrated on Webfleet.



Tailored to your needs

Decide how much time you spend on order management. Send just the destination to your team or setup a more advanced order workflow.



Daily schedules

Plan the full schedule for the day, from first to last order, with best-in-class ETAs calculated for each job based on driver location, vehicle dimensions and routing profile. Schedule templates allow you to store your regular routes and schedules.



Intelligent optimisation

Webfleet Order Optimisation (optional feature) helps you to reduce your planning efforts, get more jobs done and reduce the time your drivers spend on the road.



Bulk operations

Improve efficiency by executing bulk operations. For example, you can import orders from Excel or reschedule, reassign, send and delete multiple orders at once.



Smarter dispatching

Award-winning TomTom Traffic and Vehicle Status make identifying the best-suited worker for each order easy. The Job duration functionality lets you define the time drivers spend at the customer or on site.



Two-way communication

Clear communication between the dispatcher and the driver is simplified using predefined message templates.



Automatic order status updates

You can customise which updates you would like to automatically receive, taking manual tasks off your drivers' hands. Get updates when an order is read, accepted, started or finished, and when drivers leave a customer's location.



Real-time monitoring

Get a complete overview of on-going orders. Spot potential delays and react straight away.



Forced order sequence

Take complete control over the sequence of assignments at any time with Forced Order Sequence. Also, Order Overview shows all your orders for the day at-a-glance

Our Client List & Contacts

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Tried - Tested - Trusted



Contact Us

For an obligation free quotation, please email us at:

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