



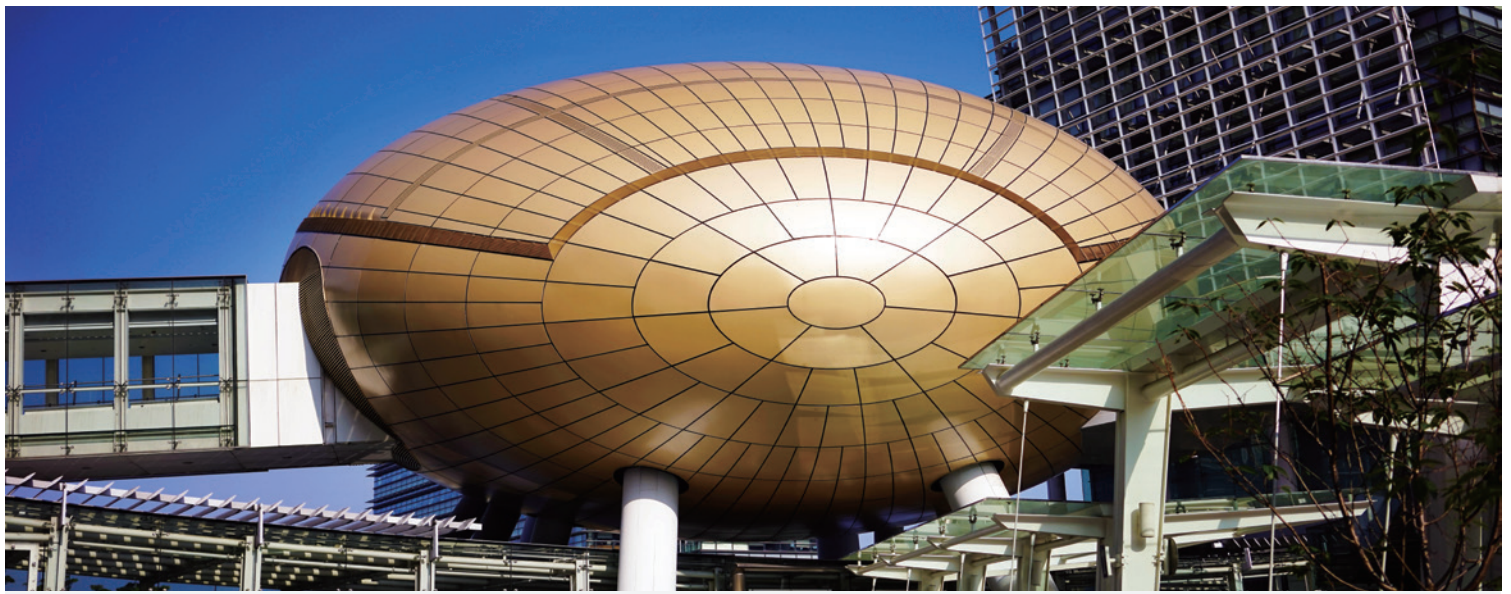
**CASTELBEIDOU**

*Castel Beidou drives you professional*

**Advanced aerospace science and technology.  
Castel provides you customized and user-friendly solution.**

**[www.castelbeidou.com](http://www.castelbeidou.com)**





## About Us

Castel Beidou Hong Kong Limited is a Beidou/GPS solution provider. We adopts the products/solutions by China Aerospace Telecommunication Limited (Castel Group), which has more than 10 year experience in the GPS market, from Product R&D to Service Provider. Having the advanced technical support, Castel provides state of the art solution to the customers. Besides, the system is thoroughly owned by our company, ranging from infrastructure to application, Castel provides the highest flexibility to customize its solution to meet the customer requirement, and also the market needs.

# VMS

**The best-advanced intelligent tool**  
**The best solution to behavior optimization**

Castel Vehicle Management System(VMS) combines GPS and GSM to provide one-stop cloud platform for customers. Fleet real-time information, reminders and reports can all be controlled through smartphone or web browser in anytime and anywhere.



### Driving behavior

Improve bad driving habit, increase safety conscious and develop bonus system, risk evaluation and human resource management



### Temperature Monitoring

Instant aware inside temperature of refrigerator trailer



### Accurate Positioning

Combine GPS and Beidou satellites for accurate data



### Passive Monitor

Monitor the vehicle in any situation



### Castel Talk

Chat with the control center when needed



### Castel SOS

In case of emergency, press the button to notice control room immediately.



### Camera Feature

Triggered shoot and upload to the platform instantly.



### Smart card Authorization

Identify the driver's identity, time and location



### Customized Function

Develop unique solution for each customer

# Iridium Satellite

Boundless and borderless. A whole new technology.

## Breakthrough boundary

Castel provides Iridium and GPRS combination tracking system

## Automatic conversion feature

In general, the device will send GPS location to platform through GPRS network. But in case of no GPRS network signal, it will automatically convert to iridium satellites until the GPRS signal is restored.

# DMS

Scan and go. More efficient logistics procedure.

## Intelligent Management System

Align GPS with DMS platform; Castel make your business easier. Additional, in our DMS platform, there is communication function provided for driver and control center in case of emergency



waybill  
management



scheduling  
management



order delivery

## Business Solution

As a professional system integrator, we are willing to develop specially customized solution for you.

## Shipping and Aviation industry

Protect your valuable business asset



### Assure Company Image

Castel provides intelligent position service, in order to avoid from illegal parking or path deviation, and protect company image and ensure the staff safety while operating the ship on the sea.

### Strengthen Win Rate

Besides reducing operating cost, intelligent positioning service is also one important indicator in the bidding document, so by adopting this technology, it can help company to strengthen win rate.

### Enhance Potential Competence

Castel offers cross-regional tracking support, no matter the ship/helicopter runs outside the original area. Managers could easily know the location worldwide, predict ship/helicopter arrival time, and increase overall workforce efficiency.

# Security Transportation Industry

Safety is the fundamental



## Latest Technology

This is a new generation of technology. In the past, drivers communicate by walkie-talkie. Now, Castel offers two superior technologies: passive monitoring function and independent communication function. Passive monitoring function means that in case of an emergency, it would immediately notify the manager, and manager can choose to hear the situation inside the vehicle and make decision. The independent communication function means the manager is able to communicate with the driver anytime and anywhere.

## Safety Assurance

Security level is the most important indicator of the security industry. However, improving the security level is not just relying on the supporting equipment but also a good driving attitude. Castel driving behavior detector provides alerts to notify driver and fleet manager when a driver is not in compliance with safe driving rules, e.g. hard braking, hard-acceleration or hard-turn, it would immediately raise the alarm to alert the driver, which can effectively ensure the safety of driver and assets.

# Construction industry

The best asset tracking solution



## Safety Assurance

Most construction equipment needs operating by licensing staff. Castel offers smart card authorization system, so that the device will identify the staff identity via this system, and ultimately to ensure the driver and assets safety.

## Latest Technology

To ensure the equipment operates stably, Castel provides different sensors to monitor equipment's operating status. The management can fully utilize production equipment, and avoid from wasting resources.

# Environmental Protection Industry

Innovative weight-scale monitor



## Overload Alarm (Coming soon)

Currently, protecting environment is a global issue. Especially in Hong Kong, landfill area is limited, so if the dumping truck is overload, penalty will be occurred which would cost extra expense and time. So Castel is going to launch vehicle weight-scale, help company to make appropriate arrangement.

## Think Green, Act Green

Sustainable business is what most companies are pursuing for, now government also do publish regulation regarding to the dangerous goods, some governments even require company vehicle to install GPS device, so with Castel products, it would assist your company to avoid unnecessary penalty and provide more accurate and reliable data.

# FMCG industry

No worry about enormous information



## Optimize Warehouse Management

This industry requires accuracy and speed, in order to reduce mistakes occurred, Castel geo-fence function can help to improve advanced cargo arrangement, estimate time of delivery, and reasonable dispatch controlling regarding to real-time road traffic.

## Manpower Utilization

Castel provides smart card technology, in order to record staff attendance, easily to understand the staff daily working schedule, and this system could help company to better utilize current human resources.



# Professional fleet management expertise

**20-60%**

**Increase productivity**

**10-20%**

**Avoid wasting driving time**

**50-90%**

**Decrease car idling times**

Assume that your company fleet situation is as following:

| Current condition:                 |              | Labor cost savings:                             |              |
|------------------------------------|--------------|---|--------------|
| Number of vehicles                 | 30           | Daily minutes saved per employee                | 8            |
| Employees per vehicle              | 1            | Daily hour saved per employee                   | 3. 47        |
| Average kilometers per liter(km/L) | 6            | Estimated hours/month saved                     | 90. 13       |
| Price for a liter of fuel          | \$10. 65     | Monthly wage saved per worker                   | \$9, 013. 33 |
| Working days per month             | 26           |   |              |
| Hourly rate per employee           | \$100. 00    |   |              |
| Maintenance cost savings:          |              | Fuel cost savings:                              |              |
| Daily mileage deduction per truck  | 2            | Daily idling time deduction per truck (mins)    | 15           |
| Maintenance cost per kilometer     | \$2          | Daily fuel consumption deduction (L)            | 0. 33        |
| Monthly mileage deduction (km)     | 1560         | Daily fuel cost deduction                       | \$106. 5     |
| Monthly maintenance fee saving     | \$3, 120. 00 | Monthly fuel cost saving                        | \$2, 769. 00 |
|                                    |              | Monthly idling time deduction(hours)            | 195. 00      |
|                                    |              | Monthly fuel consumption deduction              | 368. 55      |
|                                    |              | Monthly fuel cost deduction for idling time(\$) | \$3, 925. 06 |
|                                    |              | Total monthly fuel cost saving (\$)             | \$6, 694. 06 |



## Total savings for your company:

|                              |             |
|------------------------------|-------------|
| Investment of Castel system: | \$ 9,000.00 |
| Total monthly savings:       | \$18,827.39 |
| Monthly ROI                  | 109%        |



# Our loyal customers

Thank you for being our valued customers



" By using Castel VMS platform, I can easily obtain real-time traffic, which help me to better design route plan, and check fleet working status."

Swire coca-cola Hong Kong Limited, extracted from Castel annual booklet

" The intelligent solution provided by castel helped me to understand the fleet operation and road traffic condition, which bring me a more effective logistics process and efficient fleet management."

CKS, extracted from Castel annual booklet

"CastelHK provides a reliable and accurate positioning system. and their VMS platform also efficiently help my fleet to improve the vehicle allocation!"

Sherman Ng (CEO, Vanquish Holdings Limited)

" The GPS tracking is a lot more accurate than other companies, so we can always grasp our fleet's location and status."

Electronic Age, extracted from Castel annual booklet

" the whole system effectively enhances our service quality, and ensure we can offer the best experience to our customers."

Canaan Moving Lo. Ltd, extracted from Castel annual booklet

## Our Promise

Thanks for all supporting and trust from our customers. We will try our best to provide high technical products and services to satisfy your expectations.

## Meet our Expert

Whether you have interest to know more or considering improve your existing business, we are pleasure help you enhance the goals. Castel will develop a range of suitable solutions for your company. For reinforce and maintain the relationship between the company and clients as well as satisfaction.

**CASTELBEIDOU**

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