

# YOUR CUSTOMERS ARE ASKING FOR **PEDESTRIAN DETECTION**. NOW YOU CAN DELIVER IT.

Aftermarket AI pedestrian detection kits – ready for your service team to install, support, and bill. No IT involvement. No vehicle modifications. No new equipment required.

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## THE RISK OF DOING NOTHING

# IF YOU DON'T OFFER IT, SOMEONE ELSE WILL – ON YOUR TURF

Your customers are already under pressure to address pedestrian risk. When they ask what you offer and you don't have an answer, the conversation doesn't end – it moves to a competitor. And that competitor may also sell forklifts.

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### THE SHRUG PROBLEM

When you can't answer a customer's safety question, they search on their own. You lose the advisory role – and the account visibility that comes with it.

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### THE COMPETING DEALER RISK

AI pedestrian systems are sold through forklift dealers too. If your customer contacts one directly, you may be handing your account to a dealer selling a competing machine brand.

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### NEAR-MISS & AUDIT PRESSURE

One incident or fleet safety audit changes everything overnight. Dealers with a ready answer capture that business. Those without lose it to whoever the customer finds first.

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### OSHA & COMPLIANCE DEMAND

Regulatory pressure on pedestrian safety isn't easing. Customers prefer to buy from the partner they already trust – if you can answer the question.

WHAT YOU DISTRIBUTE

# AI PEDESTRIAN DETECTION FOR ANY MACHINE IN YOUR CUSTOMERS' FLEETS



## AI STEREO VISION CAMERA SYSTEM

Proxicam detects pedestrians in real time using AI stereo vision – no tags, no infrastructure changes, no network connection. Installs on any machine your customers already operate.

- L Camera-based detection: no worker tags or wearables required
- L Fully offline edge AI – processes on the device, no cloud dependency
- L Universal fit: forklifts, loaders, excavators, skid steers, and more
- L Audible and visual alert system, configurable detection zones
- L No impact on existing machine electronics or operation
- L 3-year warranty, U.S.-based support

## TECHNICAL SNAPSHOT

### DETECTION TECHNOLOGY

**AI Stereo Vision (Edge Computing)**

### POWER CONNECTION

**Key-on 12V / 24V, ground only**

### NETWORK REQUIREMENT

**None – fully offline operation**

### IT / CYBERSECURITY REVIEW

**Not required**

### VEHICLE MODIFICATION

**None**

### WARRANTY

**3 Years – U.S. Support**

### TYPICAL INSTALL TIME

**2 – 4 hours per unit**

FORKLIFTS

EXCAVATORS

WHEEL LOADERS

SKID STEERS

TELEHANDLERS

SCRAPERS



DEALER ECONOMICS

# TWO WAYS YOU MAKE MONEY ON EVERY UNIT

There's no inventory commitment and no volume requirement. When a customer asks, you order. Here's how the revenue works.



## PRODUCT MARGIN

Dealers receive discounted pricing on every Proxicam unit. You set your own customer price. The full dealer price sheet is included in the partner packet.



## SERVICE REVENUE

Installation is billed at your standard shop rate – Riodatos doesn't cap or regulate that. Each unit is 2 – 4 hours of billable labor for your service team.



## BACKED BY RIODATOS

Technical support and warranty service are provided to you by Riodatos. You stay focused on your customer relationship.

INSTALLATION SUPPORT

# WE'RE ON-SITE FOR YOUR FIRST INSTALLATION

We don't hand you a manual and walk away. Riodatos attends your first installation – before and during – so your team is confident from day one.

**01**

### DAY BEFORE: TEAM BRIEFING

We meet with your service team the day prior – walk through the system, discuss the specific machine, and build an installation plan together.

**02**

### INSTALL DAY: ON-SITE WITH YOUR TECH

A Riodatos technician works alongside your installer – guiding camera placement, calibration, and resolving any technical questions.

**03**

### AFTER THE FIRST: YOU'RE READY

Your team handles subsequent installs independently. We remain available for escalations, new machine types, or complex configurations.

DESIGNED FOR DEALER SERVICE TEAMS

# NO SPECIALIZED TRAINING. NO NEW TOOLS. NO ADDED COMPLEXITY.

Built for aftermarket installation by the techs you already have. Installs naturally alongside PMs, inspections, and routine service work.



## KEY-ON POWER & GROUND ONLY

No CAN-bus, no OEM involvement, no changes to the machine's existing systems.



## FULLY OFFLINE OPERATION

No network connection required. No IT approval, no cybersecurity review, no firewall exceptions.



## INSTALLS IN A STANDARD SERVICE WINDOW

Typical install: 2 - 4 hours. Schedules naturally alongside existing service calls.



## IN-STOCK U.S. INVENTORY, SHIPS FREE

No waiting on overseas lead times. Commit to customer timelines with confidence.

HOW IT WORKS

## FROM CUSTOMER REQUEST TO INSTALLED SYSTEM

You manage the customer relationship. Riodatos handles supply, documentation, and technical support. The process is designed to stay out of your way.

1

### REQUEST THE PARTNER PACKET

Get pricing, install guides, and customer-facing sales assets. No paperwork, no commitment.

2

### CUSTOMER IDENTIFIES NEED

Near-miss, audit, OSHA pressure, or proactive inquiry from your account.

3

### START WITH ONE UNIT

No volume commitment. One unit, one install. Proves value before any fleet decision.

4

### PLACE ORDER

Ships free from U.S. stock in 2 - 3 business days.

5

### YOUR TEAM INSTALLS

Riodatos on-site for the first install. Your techs run it from there.

6

### FLEET ROLLOUT

One unit leads to fleet deployment. Recurring install and support revenue.

## WHAT DEALERS ASK FIRST

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- *We don't want to commit to stocking another aftermarket product line.*
    - There's no stocking requirement. You order when a customer asks – one unit at a time if that's how it starts. The only commitment is placing an order when the opportunity is in front of you.
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- *Do you compete with us? You said you're a technology distributor.*
    - Riodatos doesn't sell machinery, offer fleet management, or compete for your customers. We work with you and your customers together to make installations successful – but the customer relationship is yours.
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- *Our techs aren't trained on AI systems. This sounds complicated.*
    - It installs with a key-on power and ground connection – same as any aftermarket accessory. Riodatos is on-site for your first install. No AI expertise needed from your team.
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- *Will this require IT involvement at the customer's facility?*
    - No. The system runs fully offline on the machine. No network access, no Wi-Fi, no cybersecurity review. IT is never in the conversation.
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- *What if my customer asks a technical question I can't answer?*
    - Riodatos provides pre-sales support. You bring the customer relationship – we back you on technical specs, application questions, and proposal documentation.

## REQUEST THE DEALER PACKET WITH PRICING & SPEC SHEETS

Pricing, install documentation, and a customer-facing spec sheet – sent directly to you. No commitment, no paperwork.

EMAIL [info@riodatos.com](mailto:info@riodatos.com)

WEB <https://riodatos.com>

PHONE (520) 501-0602