

Toyota Material Handling announces the take order launch of MyInsights+ and MyInsights+ Compliance subscriptions on new equipment orders.

- **New Equipment Take Order Date: 5/27/25**
- **Start of Production:**
  - Columbus built products will start lining off on **7/17/25** for **non-Cab** and **8/20/25** for **Cab trucks**
  - Greene built products will start lining off on **10/31/25** for **Order Picker**, **11/14/25** for **SUCB**, and **11/28/25** for **Reach Trucks**
  - **Class 3** standard telematics, new equipment option and aftermarket are all targeted for **12/5/25**
- CPQ and Implementation Training dates and registration links on page 4

## 2 NEW MyInsights Subscription Packages Available



### Key Features:

- Additional Hour Meters
- Reporting
- Historical Event Data Mapping
- Zoning
- Vehicle Alerts (email/text)
- Zone Alerting

### Pricing:

- MyInsights Option Code:
  - **MyIns-Plus**
  - US \$10.95 per Truck, per Month
  - CAD \$15.95 per Truck, per Month
- Billed as part of the overall forklift price
- If not leased, pick prepaid term between 12-72 months



### Key Features:

- All features of MyInsights+
- Pre-Operational Checklist
- Multi-Language Support (English, French, Spanish)
- Checklist Reporting
- Randomized Checklist Answers
- Adjustable Checklist Due Times
- Truck Information (on display)

*\*MyInsights Display is required*

### Pricing:

- Option Code: Display **X48A** = \$1,050
- MyInsights Option Code
  - **MyIns-Comp**
  - US \$17.95 per Truck, per Month
  - CAD \$25.95 per Truck, per Month
- Billed as part of the overall forklift price
- If not leased, pick prepaid term between 12-72 months

## New Equipment Ordering Options:

### \*\*\*Important\*\*\*

The MyInsights+ option (MYINS-PLUS) will automatically be selected on **EVERY** compatible truck quote. The default term is 24 months. This is to help drive the conversation with customers on the additional value you can now provide them when purchasing a Toyota. This option can be unselected when quoting.

### Pre-Paid Lease:

1. Order new equipment with display and subscription package at the same time
  - a. Ensure MyInsights terms match lease terms
  - b. Total price is rolled into the vehicle price

### Non Lease:

1. Order new equipment with display and subscription package at the same time. Choose subscription terms that the customer is interested in
  - a. Total price is rolled into the vehicle price

### Monthly Lease or Non Lease:

1. Order new equipment with display option only. The customer can then add a monthly subscription through the MyToyota Store in September when aftermarket is available.

### \*\*\*Spec Change guidelines will be sent out in a separate notice\*\*\*

**Aftermarket Launch** is targeted for September 2025 in the US and October 2025 for Canada

- Aftermarket payment options will be monthly or pre-paid terms

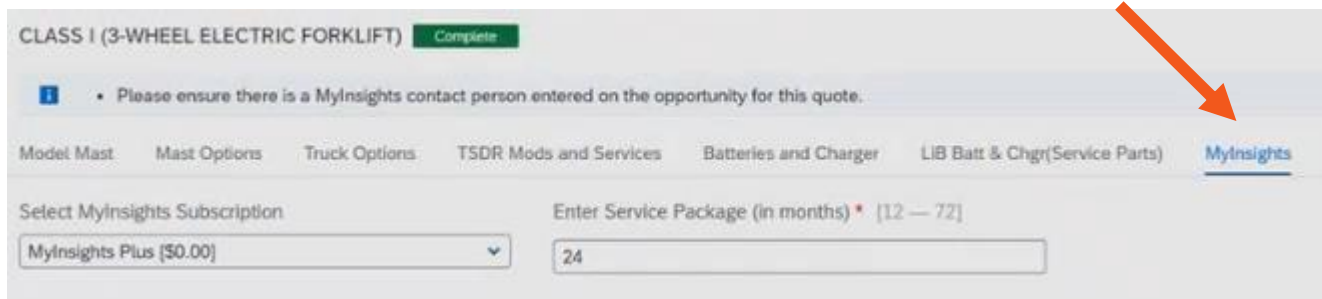
Ex: If a new equipment customer wants to do a monthly only term, they will be able to order their subscription through this channel. They can order the display option to already come on the equipment, however, you should not add a MyInsights subscription when ordering through CPQ.

### Important MyInsights Quoting and Ordering Notes:

- Subscription pricing is maintained and billed through TMH
- Truck discounting does not impact subscription pricing
- MyInsights subscription costs **are not** included in total truck GP
- MyInsights+ Compliance hardware costs (the display) **are** included in GP
- Cannot hold additional GP on the subscription value
- Subscriptions are not included in residual value
- Subscription is activated at retail shipment. **Don't forget to retail ship your trucks!**
- Customers must login to MyToyota to access their subscription → Customers register at <https://My.ToyotaForklift.com>

MyInsights quoting for new equipment is done through CPQ seamlessly integrating into your standard quoting process.

See the new MyInsights Tab within a CPQ quote **available on 5/27**



Select the MyInsights+ Package you'd like to quote

Select the subscription term length in months

- If financing, it should match finance term. Do not select a lease term that is shorter than the MyInsights term!

- If leased, the monthly cost will be amortized into the lease
- If purchased outright, the cost will be based on the monthly cost multiplied by the # of months

Once these are selected and a truck is added to the quote, you'll be able to generate an updated quote with the below output:

### ***MyInsights (Telematics)***

Standard telematics provided on most Toyota forklifts deliver valuable insights and actionable data for your business. Increase uptime, optimize your fleet, and view detailed analytics by completing your free registration at [my.toyotaforklift.com](https://my.toyotaforklift.com) today!

#### **Standard Insights:**

- Hour Meters, Error Codes, Impact Detection, Location Tracking

#### **Included with your 36 months of MyInsights Plus:**

- Additional hour meters (travel, lift, operator presence, activity)
- Advanced analytical reports (impacts, utilization, errors)
- Configurable event alerts via text or email
- Geofencing, zone alerts, and historical event playback
- Periodic maintenance alerts

### Upcoming Virtual Training - MyInsights Quoting and Ordering

- All sessions will have the same content no need to sign-up for multiple sessions
- Recommended for Dealer Sales and Sales Admin personnel
- Overview of process, key features, activation, etc
- You must **click the link below** and register for the session to be enrolled
- More dates to be released as needed

#### Dealer CPQ Training dates: Click on link to register for the training

5/23/2025 9am (Eastern) Session 1-  
[Registration Link](#)

5/23/2025 3pm (Eastern) Session 2-  
[Registration Link](#)

5/27/2025 9am (Eastern) Session 3-  
[Registration Link](#)

5/27/2025 3pm (Eastern) Session 4-  
[Registration Link](#)

5/30/2025 9am (Eastern) Session 5-  
[Registration Link](#)

5/30/2025 3pm (Eastern) Session 6-  
[Registration Link](#)

6/2/2025 9am (Eastern) Session 7-  
[Registration Link](#)

6/2/2025 3pm (Eastern) Session 8-  
[Registration Link](#)

#### Dealer Implementation Training dates: Click on link to register for the training

6/2/2025 10am (Eastern) Session 1-  
[Registration Link](#)

6/6/2025 2pm (Eastern) Session 2-  
[Registration Link](#)

6/9/2025 2pm (Eastern) Session 3-  
[Registration Link](#)

6/13/2025 10am (Eastern) Session 4-  
[Registration Link](#)

6/16/2025 10am (Eastern) Session 5-  
[Registration Link](#)


6/20/2025 2pm (Eastern) Session 6-  
[Registration Link](#)

6/23/2025 2pm (Eastern) Session 7-  
[Registration Link](#)

6/27/2025 10am (Eastern) Session 8-  
[Registration Link](#)



MyInsights Quoting and Ordering Session 1

 Add to Calendar

**\*\*Do not forget to add the session to your calendar**