

Telematics for Fleet Management

The Secret to Rapid, Cost-Effective Deployment

Despite a reduction in trade activities due to the Covid-19 pandemic, it's clear that e-commerce, home delivery, and the need to protect driver safety have surged and are here to stay.

US railroad volumes have **decreased** by

20%

Ocean shipping is **down** by

25%

Last-mile delivery of essentials, food, pharmaceuticals is **up**

10x

*Source: McKinsey and Company, "US Freight After Covid-19: What's Next?"

Fleet managers continue to face the same challenges as they were dealing with before the pandemic struck. **They are working to:**

Improve customer satisfaction levels

Grow their business and increase profitability

Find savings and eliminate unnecessary spending

Reduce their impact on the environment

Maintain compliance with regulatory requirements

Fleet Managers Benefit from Telematics

Telematics can help fleet managers grow their business – and maintain compliance – all while cutting costs and reducing their impact on the environment.

SERVICE

Improve insights into driver behaviors and availability to enable on-time deliveries, quality service, and streamlined operations.

SAVINGS

Monitor fault codes, engine parameters, and parts supply and apply proactive maintenance to save on fuel and repairs.

GROWTH

Automate weather or traffic re-routing or emergency dispatch and enable in-vehicle internet access to grow your business.

EFFICIENCY

Use driver and vehicle insights to improve fuel efficiency and reduce idling and speeding to lower environmental impact.

COMPLIANCE

Ensure your entire fleet is compliant with local government regulations and adhering to rules of the road.

Fleet managers worldwide are continuing to recognize the benefits telematics can provide and adopting the technology to leverage its power.

+17%

CAGR in North America
(from 9.5Mu shipped in 2018 to 20.8Mu by 2023)

+15%

CAGR in South America
(from 3.4Mu shipped in 2018 to 6.9Mu by 2023)

+14%

CAGR in Europe
(from 9.1Mu shipped in 2018 to 17.6Mu by 2023)

*Source: Berg Insight, "Fleet Management World - Service 2019 Report"

Telematics Service Providers are Facing Challenges

The power of telematics can be world-changing for fleet managers, but the technology doesn't come without its own issues. Telematics service providers (TSPs) are facing several challenges in their efforts to support fleet managers.

Difficulties gathering data over vast areas/across borders

Not enough cellular expertise

Lack of scalability

Lack of cellular coverage

Challenges of working with multiple operators

Supply chain risks as TSPs face financial/geographic challenges

Sierra Wireless Delivers What Fleet Managers Want

At Sierra Wireless, we help telematics service providers deliver the features and functionality that fleet managers are demanding. We take care of the connectivity -- you deliver for your customers.

Anywhere, Anytime Connectivity

Rapid local deployment
Easily expand to new markets
600+ partners in 190 countries
Proactive management + tech to minimize downtime
Consistent coverage, even rural

End-to-End Security

Built-in security features to protect data, privacy
End-to-end encryption
NAT/PAT firewall technology
Secure storage
DDoS mitigation

Streamlined IoT Application Development

Built-in application processor, memory, and global connectivity in the cellular module
Simpler logistics and reduced overall BOM (bill of materials)
Reduced time-to-market

Faster, More Efficient Deployment

Increased integration and support
More efficient design
Simpler inventory control
Lower materials costs

Scalability and Flexibility

Use the same module family for multiple regions, conditions
Support variable data rates
Easy to add in-vehicle Bluetooth or Wi-Fi connectivity
Future-proof investments with the ability to port stack and applications to any processor

Choose Sierra Wireless as Your Single Supplier

We've found that working with one supplier reduces operational and device management costs by

MORE THAN 20%

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Integrated Smart Modules with Built-in Connectivity

Simplify logistics
Reduce total cost of ownership
Deploy anywhere in the world
Provide resilient coverage in both urban and rural areas
Easily migrate between technologies

Simplified IoT Application Development

Open-source Linux-based platform designed for IoT operations
Reduce development time with secure application framework, maintained Linux distribution, and feature-rich development environment
Deliver solutions quickly and cost-effectively

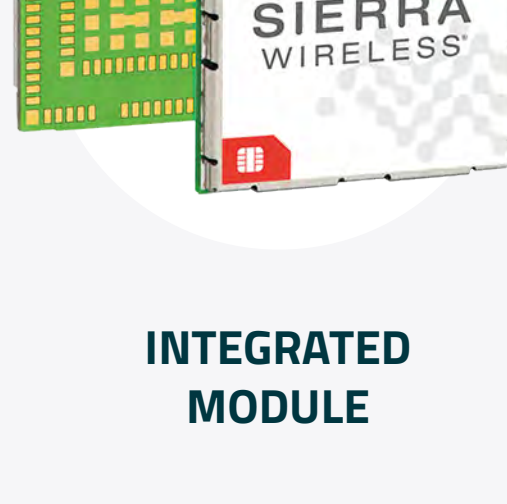
One Point of Accountability

Prevent service disruptions with 24/7/365 support
Support team works directly with the operators when network outages occur
One management platform delivers a unified view and API access to all Sierra Wireless SIMs and devices

Industry-Leading Security Features

Resistant to tampering
Software tools with built-in security features
Embedded SIM to resist vibration, dust, humidity
Centralized management platform with customizable access privileges

Choose The Hardware and Connectivity Solution That's Right For You



INTEGRATED
MODULE



GLOBAL
CONNECTIVITY



END-TO-END
SECURITY

Sierra Wireless:

Helping You Deliver a Differentiated Solution in Shorter Time

We've been securely connecting fleets to the cloud for more than 25 years.

At Sierra Wireless, we harness the power of IoT to deliver the robust, mobile connectivity that fleet managers need. Our telematics solutions build on innovative work in public safety, developing secure solutions that increase responsiveness and protect people. Our commitment to scalability means our solutions are both easy to deploy and compatible with existing and evolving standards.