

BUILDING SMART FLEET MANAGEMENT SOLUTIONS POWERED BY READY-TO-CONNECT MODULES

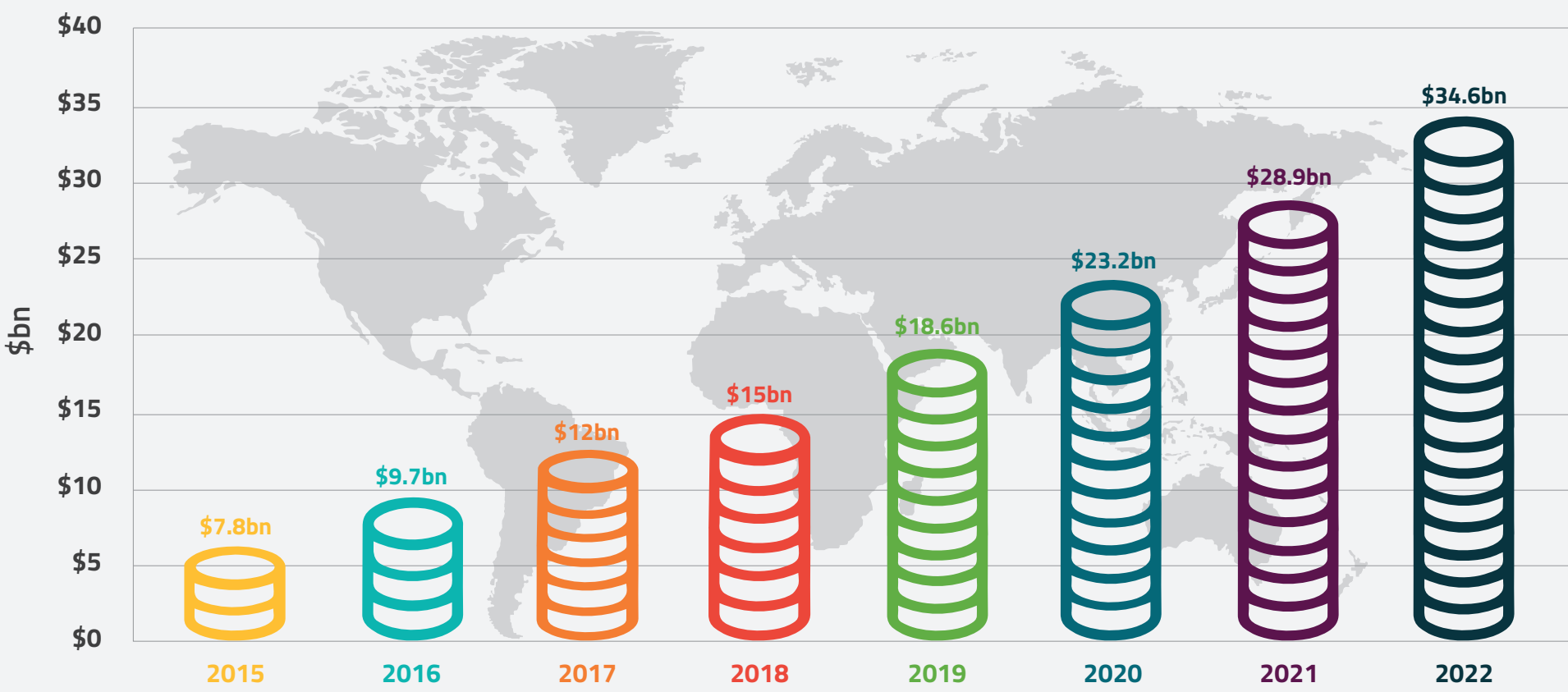


Tomorrow’s vehicles will be more than just transportation units, they will also be sensors, delivering critical data back to fleet managers who will use it to plan their operations. But to deliver this data in real-time, vehicles must connect remotely using IoT solutions like Sierra Wireless’ Ready-to-Connect.



THE GLOBAL FLEET MANAGEMENT MARKET

The global fleet management business was worth \$15 billion in 2018 and is forecast to grow at a compound annual growth rate (CAGR) of 24.5% between 2015-2022.



Companies with large numbers of fleet vehicles face a number of challenges:



Better fuel economy
2018 saw fleet operating costs rise for the first time in five years. Fuel prices account for around 60% of a fleet’s operating cost.

Source: Automotive Fleet.



Improved environmental impact
The introduction of strong environmental regulations by various governments creates a further need for technology that can track vehicle performance and environmental impact.



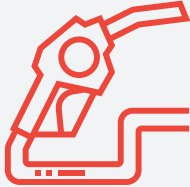
More efficient vehicle usage
No-drive areas are becoming increasingly popular as a way for governments and city planners to reduce unauthorized use. Fleet managers can use geo-fencing technology to restrict vehicle usage during non-work hours or with certain vehicle types.

HARNESSING THE POWER OF THE INTERNET OF THINGS

IoT ecosystems that utilize smart device management can help fleet managers meet these and many other challenges, such as:



Driver safety
Monitoring driver behavior using on-board vehicle sensors provides companies with valuable data that can contribute to better road safety.



Fuel usage
IoT devices can track fuel costs on a daily, hourly, or even real-time basis. Fuel usage data can be used to adjust fleet operations and/or negotiate timely fuel contracts.



Diagnostics and preventative maintenance
IoT devices harvest data on individual vehicle components. Fleet managers can then plan maintenance jobs precisely, cutting costs.



New business models
Using IoT technology can enable mobility as a service (MaaS). Rather than leasing the asset, a customer could pay for the mileage based on precise IoT data.

SIMPLIFY IOT DEPLOYMENTS AND REDUCE TIME TO MARKET WITH READY-TO-CONNECT

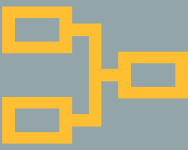
Sierra Wireless’ Ready-to-Connect modules, with integrated SIM, simplify IoT development and operations and reduce time to deployment for fleet managers.



Faster time to market
Ready-to-Connect simplifies IoT development and can reduce time-to-market from 18 months to six*. By shortening time to market, it also has the potential to reduce costs.



Global connectivity
Sierra Wireless’ Smart SIM technology offers instant connectivity with more than 160 operators around the globe.



Simplified management
Ready-to-Connect modules are pre-connected to the AirVantage® IoT management platform. Large numbers of devices and SIM subscriptions can be easily managed within a single framework.



Integrated security
Sierra Wireless’ end-to-end security covers the full IoT stack, including the module, network and device/SIM management.



Flexible pricing
Ready-to-Connect combines hardware, software, global mobile subscriptions and platform services in a bundle that fleet managers can customize to suit their technical requirements and pricing needs.

*Based on Sierra Wireless’ analysis of a traditional IoT deployment. Customer results may vary.