



# Telematics Eco System: The Power of Value Added Services

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Middle East Summit, Dubai

Date: 20 Nov. 2013

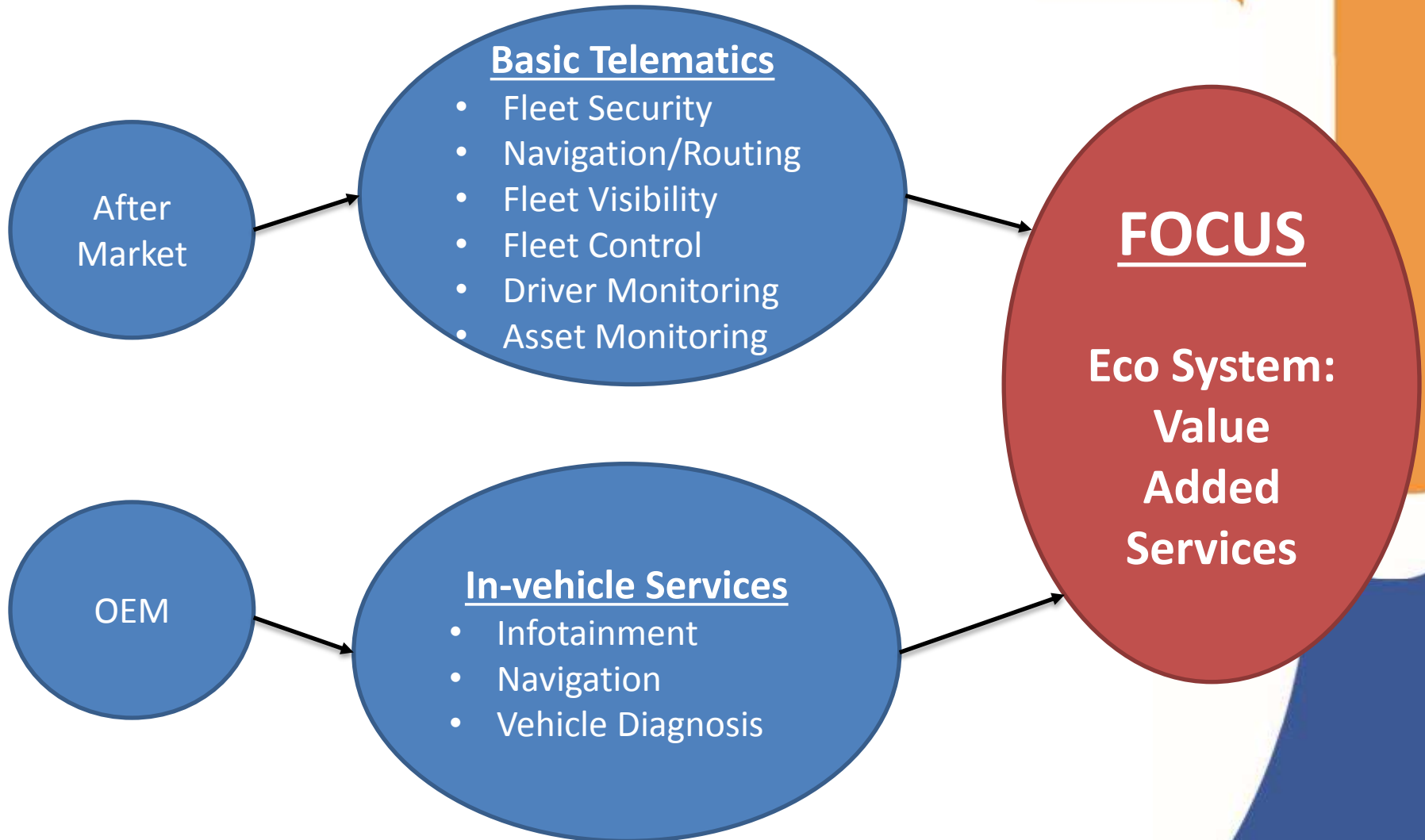
# Telematics needs Value Addition!

- In the Region, Connected vehicles are a lot like the World Wide Web in 1995
  - A smattering of content and services
  - not many people realized its full potential
- As the vehicles are re-imagined as another smart mobile devices
  - Consumers expecting same breadth of content and services as on today's Web
  - The same degree of personalization

## So?

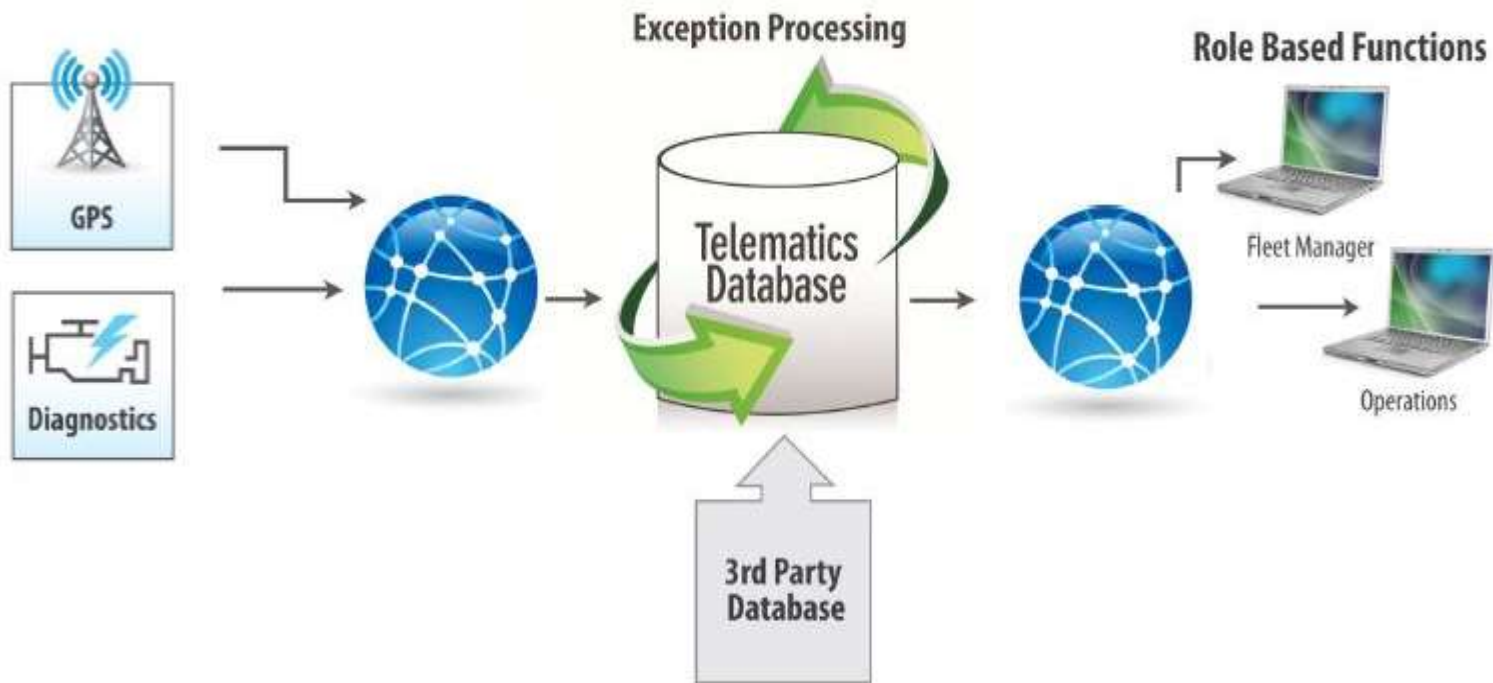
- Instead of in-vehicle services, need in-vehicle service environments
- Technologies making the vehicle to a platform which deliver selected services
- Allow consumers to integrate their phone or Internet-based services
- Open Platform for developers to create new services

# The Focus: Eco System



# Evolution of After Market Telematics

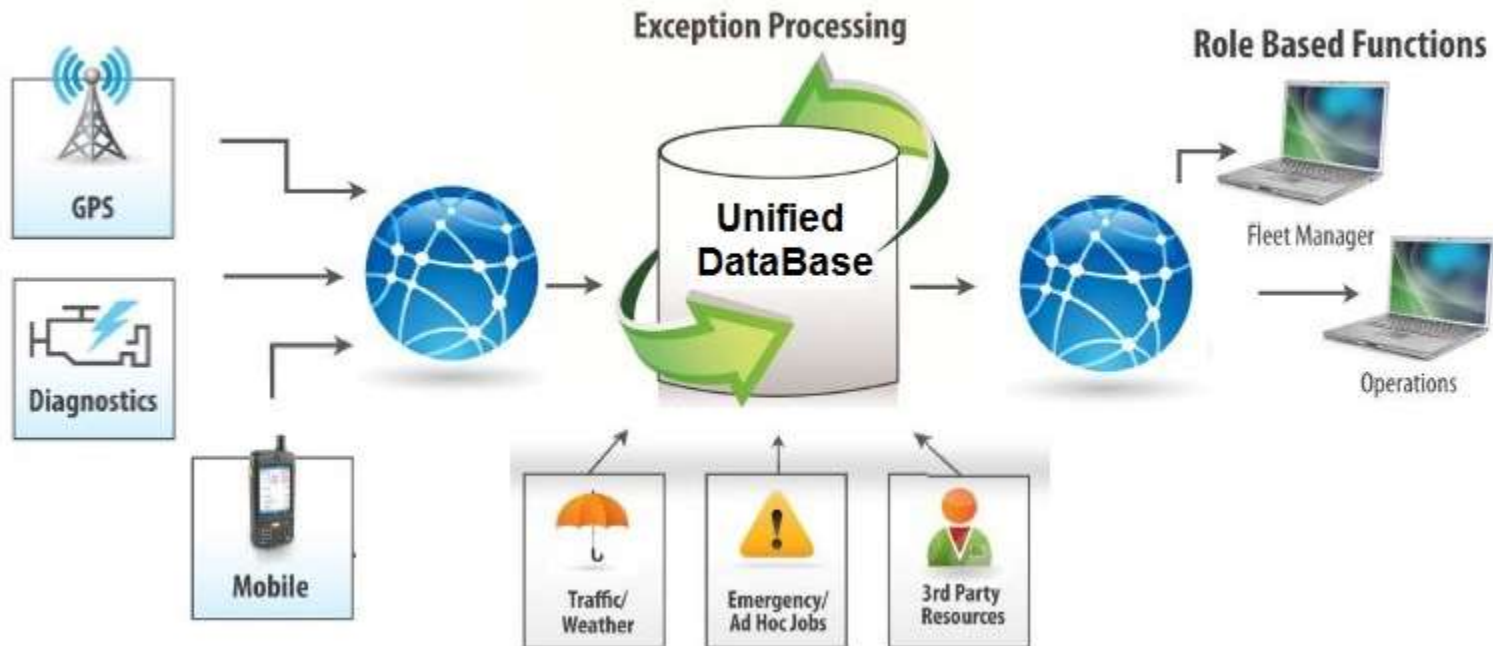
## The Evolution of Telematics



- Reporting & Alerting
- Operational Roles & Best Practices

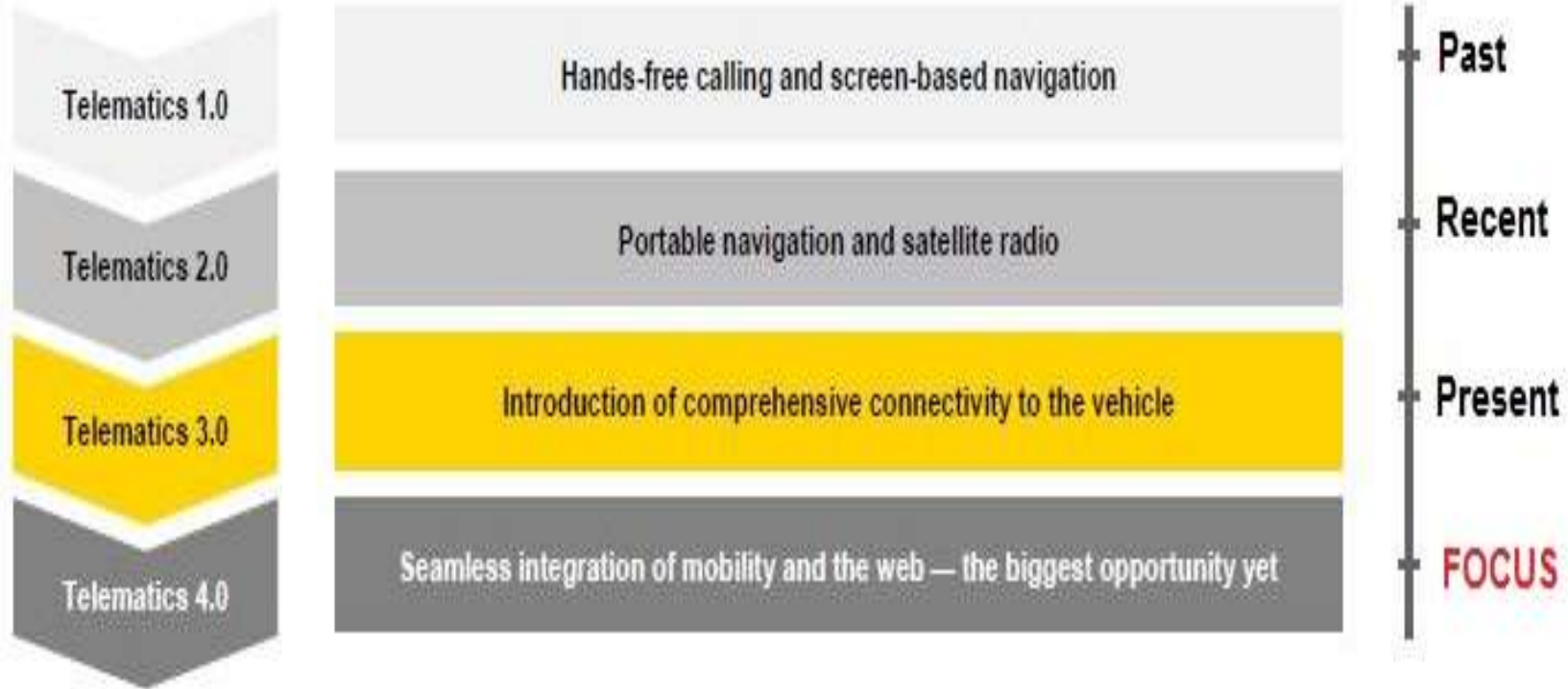
# Evolution of After Market Telematics

## Value Added Fleet ERP



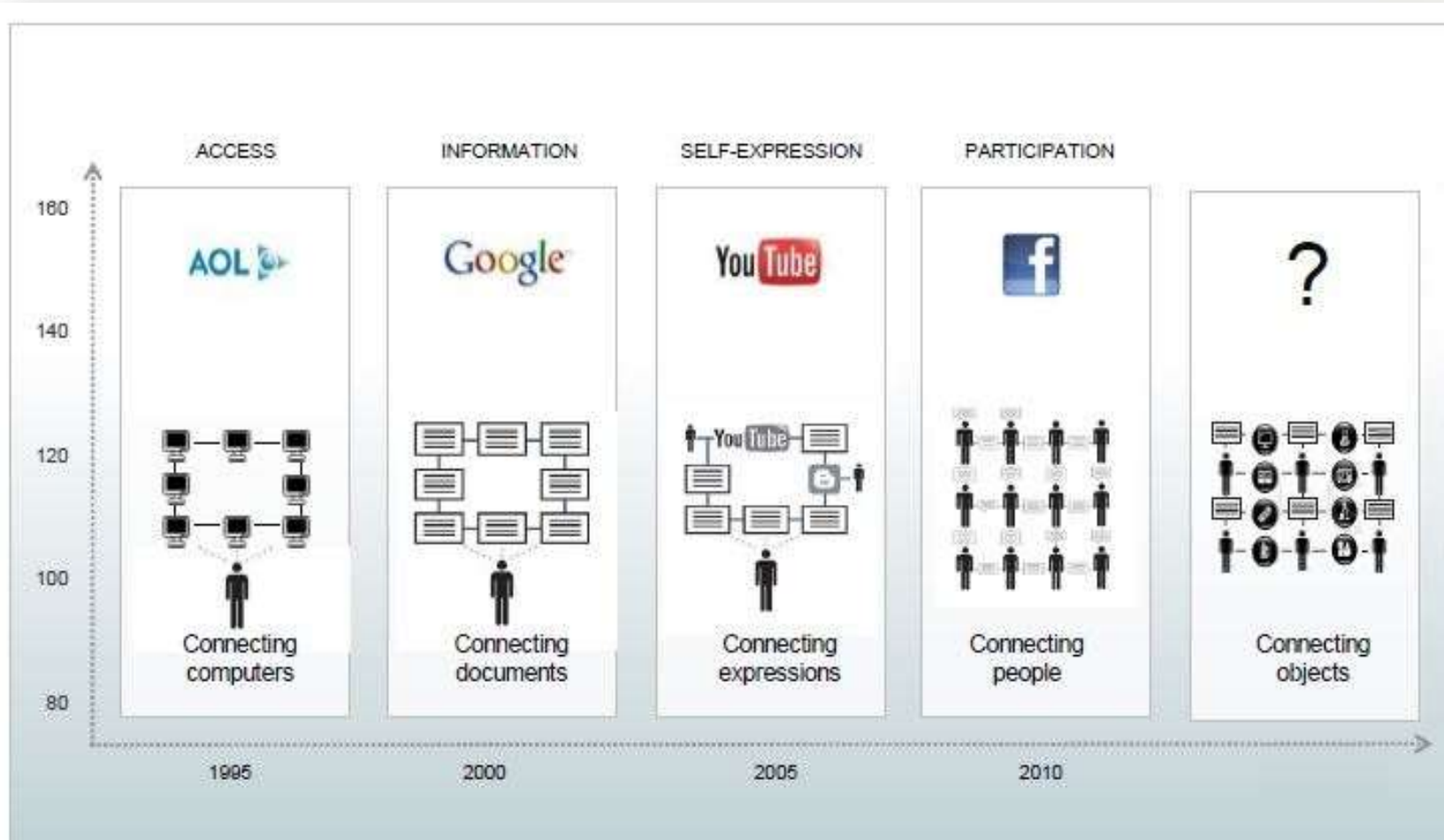
- ❖ Efficiency will improve
- ❖ Old scheduling concepts like territories will be replaced by data driven scheduling
- ❖ Companies can tap larger pools of resources
- ❖ Opportunities to turn service delivery from a cost-centre to a profit-centre
- ❖ Will begin to minimize humans from the equation

# Evolution of OEM Telematics



# The Game Changer – Unified Platform

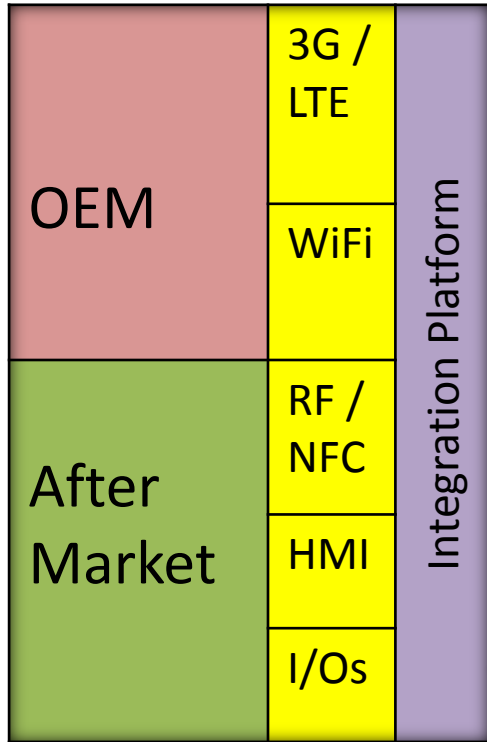
To integrate the vehicle into the wider ecosystem, a common unified platform must be delivered for OEMs to provide security, functionality and the space for developers to get involved in the connected car space



# Unified Platform – Overview

## Collaboration is a key issue!

If it fails, it might look like this...



In-Vehicle Device



Co

Bu

Pro

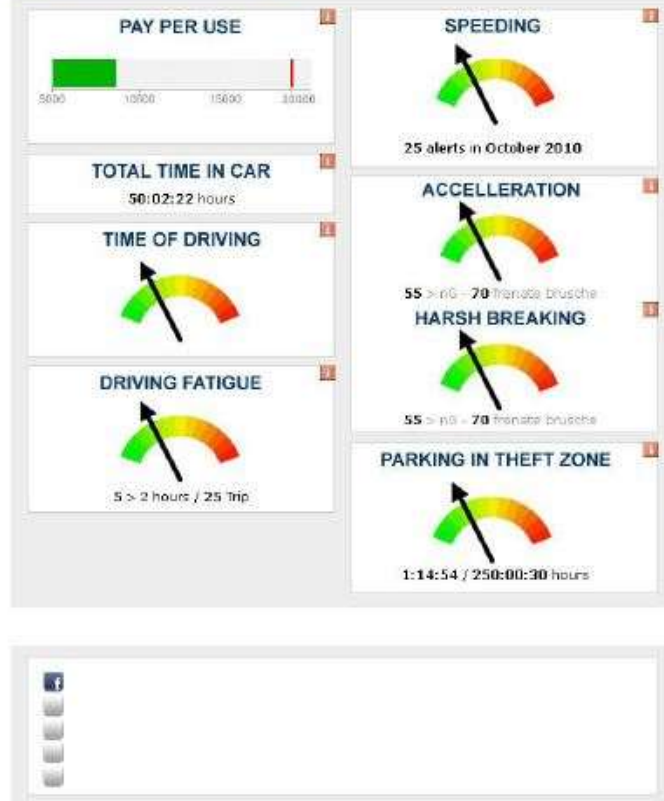
Au

Others...



# Eco System: Value Added Services

## INSURANCE PRICE CONTROL



## TRIP STATISTIC



## CONSUMPTION



## SPEEDING



## BEHAVIOUR



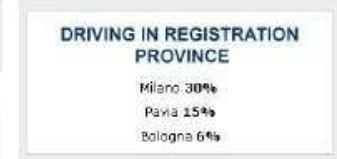
## THEFT RISK



## ECALL - bCALL



## FRAUD



## TOTAL DRIVING TIME

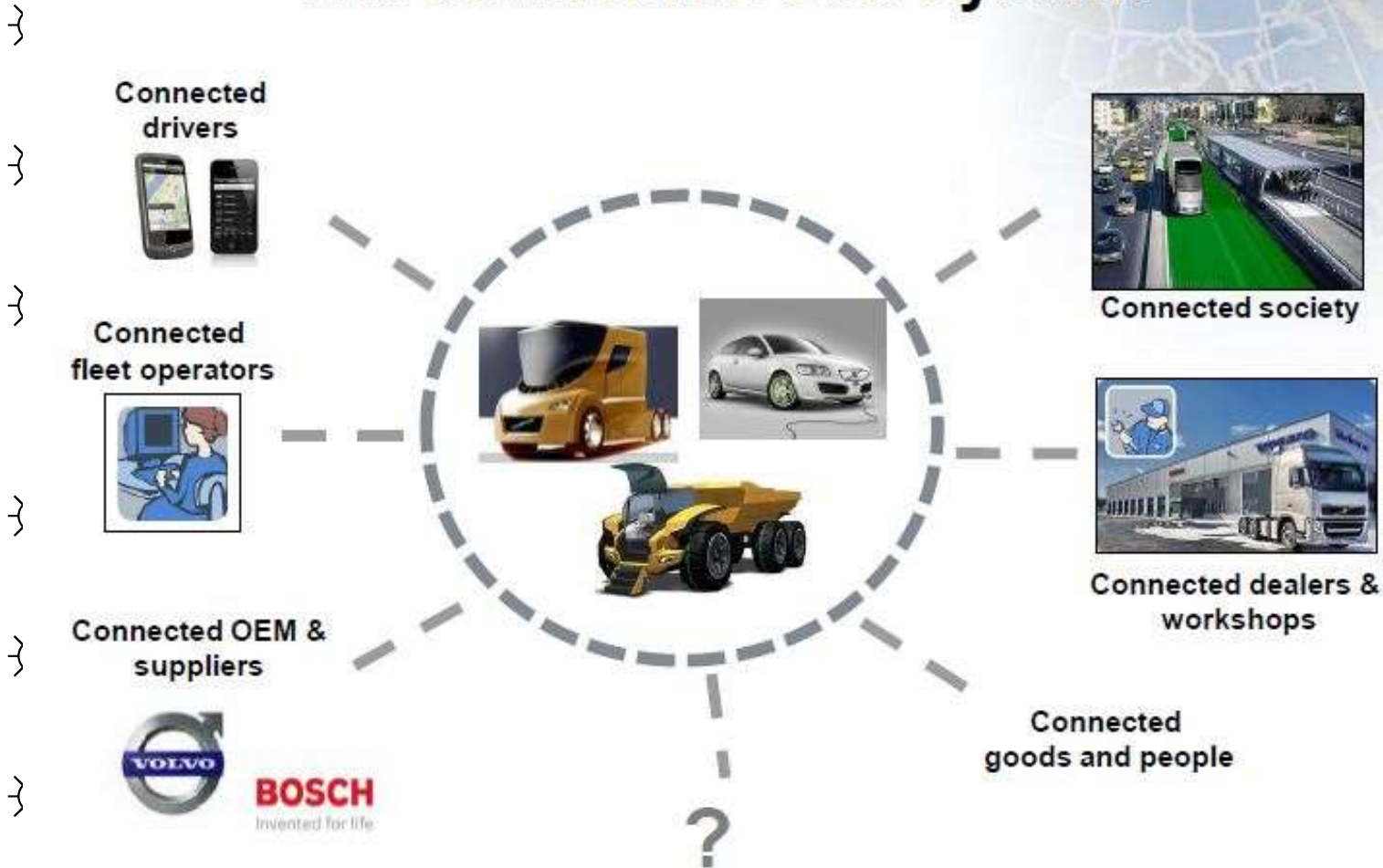
50:33:03 hours

## Leasing Manager

- Lease Contract
- Improved CRM
- Vehicle Control
- Vehicle Performance
- Pay as Use Model

# Summary

## The connected eco-system





**THANK YOU**