



# Scania Transport solutions for the future

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Scania Connected Services



# Scania today

- **All vehicles are connected when leaving Scania.**

With a free telematic subscription with all sales of vehicles.

- **170 000+ vehicles with active subscriptions**

Analysing data from 1,5 billion km each month

- **A connected product is key to solutions offer**

- Traditional FMS services
- Telemetric data access
- Driver coaching & Driver training
- Flexible Maintenance & Fleet Care

Each dot represent the starting point of Scania Trucks a day in October 2014.







*"Good planning equals more time to do business"*



# Scania Fleet Care

**Scania Fleet Manager**  
*Planning & coordination of repair and maintenance activities for the whole fleet*



**Scania Fleet Analyst**  
*Data analysis and real-time monitoring and improvement of maintenance programme*

# What are our challenges



- We have a global production system, all factory produce for all markets.
- We want to use same product everywhere, to reduce the supply chain complexity.
- Local regulatory compliance is required!
- Not all operators are equal everywhere!
- Contingency planning against the sunset of 2G / 3G



# Benefits of esim for Scania

- **Decoupling hardware from the services provisioning**
  - ✓ Selection of connectivity partner late in process
  - ✓ Not based on delivery capability to our production facilities.
- **Managing provisioning of a sim-profile for the local market**
  - ✓ Legal constraint
  - ✓ Network availability on the local market
- **Securing a long term working product**
  - ✓ Need to switch operator due to network phase out

