SCANIA

Scania

Transport

solutions

for the future

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## 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

SCANIA

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

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# Santando 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

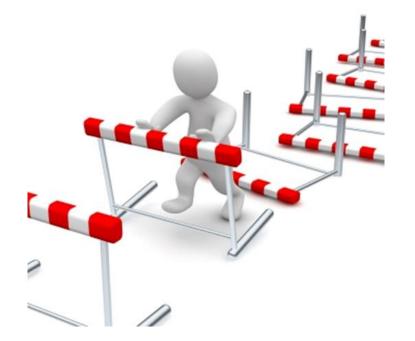


Scania Fleet Analyst Data analysis and real-time monitoring and improvement of maintenance programme



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# 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



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