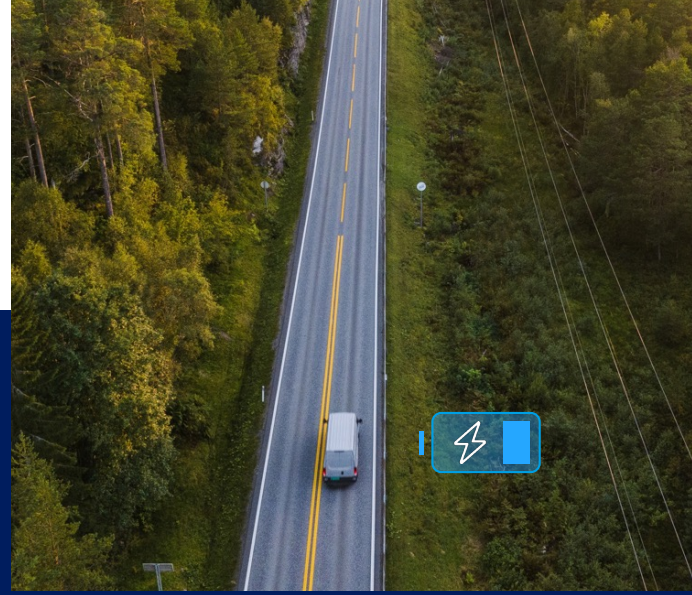




Steering telematics into the future.

How connected data is essential to people,
the environment, and economic growth.





Data is everywhere and impacts everything we do in our private lives and at work. Collecting data is often easy, but data becomes truly valuable once you can optimally analyse and use this endless supply of data to make informed operational or strategic decisions. For companies with fleets that operate globally, it is essential to effectively and successfully connect fleet performance to topics that are central to fleet management.

Stricter legislation and increased environmental awareness ensure that companies are taking more responsibility. Therefore, the coming years will see an increased demand for data that further maps out the effects of things like

“ High quality telematics is invaluable when you want to make the right decisions as a fleet manager to optimise your internationally operating fleet. ”



Jeroen Bruinooge
CEO at Moove

electrification and CO₂ reductions. Social well-being is also becoming increasingly important within fleet management. Through an increased focus on driving behaviour, fleet managers are concentrating their efforts on increased driver

safety and the safety of their environment. More insight into individual vehicle performance can also lead to significant fuel savings, reduced maintenance costs and even a reduction in fleet size while greatly improving a fleet's financial performance. Finally, it is becoming increasingly essential to equalise fleet performance metrics across all countries in order to develop global insights for optimising your fleet.

In this e-book, we will delve further into the importance of telematics in accessing relevant data that will give you clear insights into your fleet's performance. We will also provide concrete examples of the impact of data in practice. And we will also link the implementation of telematics to key fleet management themes to further optimise your global fleet performance.



Environmental care

As a fleet manager, you can positively impact the environment, regardless of your fleet size. Sustainability has become an integral part of almost every fleet management strategy. Fleet electrification is one issue on many companies' agendas or is already fully underway. Preventive maintenance is another way to increase your fleet's sustainability. In addition, optimising routes and your drivers' behaviour directly impacts how environmentally friendly your fleet is through reduced fuel consumption and CO₂ emissions. Telematics is essential when you wish to successfully implement and manage the sustainability of your fleet. It promotes efficient, sustainable driving behaviour, which in turn can lead to significant reductions in your fleet's carbon footprint. Moreover, it provides valuable insights that enable you to make informed decisions about developing and maintaining an electric fleet.

“Over the coming years, there will be an increased demand for data that monitors fleet performance from a climate perspective which will be reflected in reports about emissions, fleet electrification, and other indicators. Without telematics, this would be impossible.”



Klaus Böckers

Vice President Nordics, Central & Eastern Europe at Geotab

GEOTAB

What we see in customer data:

→ A telematics-driven driver behaviour programme that reduces idling and speeding can reduce the current kg of CO₂ emissions by up to 15% annually.

→ Monitoring and maintaining tire pressure levels reduces the current kg of CO₂ emissions by up to 5% a year.

For HelloFresh, a large meal kit delivery service in Europe, implementing telematics was crucial in successfully transitioning to an electric fleet. “Over the past five years, we have extensively tested built-in telematics solutions to select the best electric vehicles for our services,” Arnold Massop, Senior Fleet & Facility Manager Benelux at HelloFresh explains. “A sufficient vehicle range was essential to our logistics process and therefore one of the most important criteria during the pilot period.” Telematics also plays an essential role in current fleet management. “For instance, we are currently working on charging optimisation analysis for our vehicles,” says Arnold. “Energy prices tend to vary during different times of the day. By effectively managing those times, we can significantly save on charging costs.”

“By determining optimal charging times for our vehicles using telematics, we can save significantly on charging costs.”



Arnold Massop

Senior Fleet & Facility Manager Benelux



Social well-being

Fleet management today involves much more than vehicle purchasing and maintenance. Companies are feeling increasingly responsible for protecting their most important fleet assets, the drivers. Improving your drivers' driving behaviour directly impacts their safety. Safer behaviour on the road also protects the neighbourhood in which they are driving, and that helps create a positive image. Moreover, the mental aspect of work is also becoming an increased area of focus. Drivers who spend long days on the road, can start to feel lonely after a while. Heavy traffic and tight delivery deadlines can also negatively impact their mental state. Telematics is the best way to optimise your drivers' behaviour on the road and improve their safety. Moreover, you can make your route scheduling far more efficient using telematics, so drivers spend less time on the road and remain fresh and alert both physically and mentally.

“ It is our responsibility to invest in technology that has been proven to save lives. ”



Alexander Merkel
Area Fleet and Travel Manager LDS

Safety is the most important reason for many organisations to integrate telematics into fleet management. This was also the case with The Church of Jesus Christ of Latter-Day Saints (LDS), which operates a global fleet of about 17,000 vehicles. “Safety is an absolute top priority”, Alexander Merkel, Area Fleet and Travel Manager at LDS, explains. “On average, our telematics solutions save the lives of 2 to 3 of our drivers in the United States and Canada every year. As an organisation, you cannot afford to not invest in technology that saves lives. An important indicator of increased safety is that, with telematics alone, we have had 30% fewer speeding violations.”

At Selecta, a food-tech company that supplies coffee and related products throughout Europe, telematics is also primarily used for improving their drivers' behaviour on the road. “Given the size of our fleet, we make up a relevant part of society, and our vehicles are visible on the road,” says Carsten Schopf, Group Fleet Leader at Selecta. “That is why we want our drivers to behave responsibly on the road and lead by example. Driving behaviour is an important area of focus, which also contributes to preventing accidents and any associated costs. We work with a driver behaviour score consisting of a speed score, a braking score, and an idling score. We measure these scores at a team level rather than at an individual level to protect the privacy of the individual employee.”



What we see in customer data:

→ A telematics-driven driver behaviour programme will drastically reduce the incidence of speeding, leading up to a 5x reduction in speeding (especially at speeds greater than 100km per hour).

“ In addition to creating a positive brand association, a safe driving style also leads to lower fuel costs, less vehicle maintenance and increased fleet sustainability because your vehicles have a longer lifespan. ”

Carsten Schopf
Group Fleet Leader
at Selecta



Economic growth

As a fleet manager who is responsible for an international fleet, you are required to deal with significant operational costs. Integrated telematics solutions allow you to optimise these costs in many ways. An increased focus on your drivers' driving behaviour, for instance, can drastically reduce fuel consumption. Moreover, preventive maintenance can contribute to enormous cost savings. You can intervene promptly by constantly monitoring the performance of individual parts, such as a battery or an engine. And by linking telematics to third-party information sources, such as weather forecasts and traffic forecasting, you can adjust routes in real-time and further optimise your drivers' schedules. A more efficient logistics process can ultimately lead you to require fewer vehicles. As a fleet manager, you can't have a more direct impact on cost savings and economic growth than that.

In addition to gaining insight for a successful transition to electrification, HelloFresh also uses telematics to optimise the logistics process further. Sergio Paap, the Benelux Fleet Manager at HelloFresh, explains. "We are currently working on stop times. In other words, how long do the drivers spend at the customer's locations? We try to optimise factors that influence these stop times to make our logistics process even more efficient. For instance, we test how many boxes fit into a vehicle and the optimal distribution for the vehicles."



What we see in customer data:

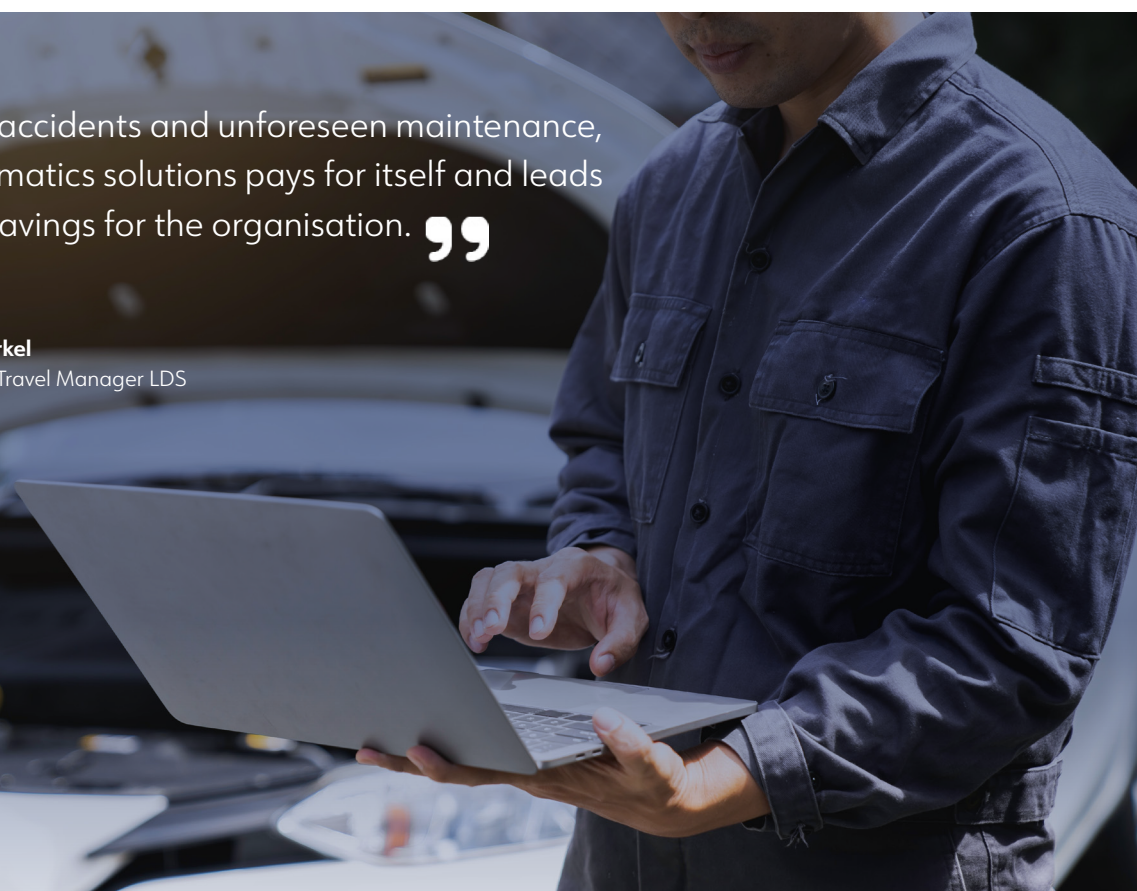
→ Telematics that guides driver behaviour will save 1 l per 100 km (or more).

→ Insights into your fleet's uptime will lower the number of vehicles you will need in your operation by up to 2 vehicles per location.

“By preventing accidents and unforeseen maintenance, the use of telematics solutions pays for itself and leads to significant savings for the organisation.”



Alexander Merkel
Area Fleet and Travel Manager LDS





Geotab, Moove's partner in telematics solutions and global market leader in connected transportation solutions with over 3.5 million connected vehicles worldwide, sees fleet optimisations that lead to economic growth every day. Klaus Böckers, Vice President Nordics, Central & Eastern Europe at Geotab provides us with a prime example. "One of our customers discovered that their vehicle batteries would occasionally break down, so they decided to replace the battery every 12 months on every one of their 50,000 fleet vehicles. That's an incredibly costly operation. With Geotab solutions, the driver receives an alert showing how much energy the battery has left and the chances of a breakdown. Instead of replacing all the batteries, they can schedule a replacement as soon as they receive an alert. Through data monitoring, preventive maintenance has become a mainstay of their fleet management operations, and they were able to realise a drastic reduction in costs."

“ I expect that public information will be used more and more frequently to connect data; weather and location data are becoming increasingly critical. The larger your fleet, the more value this combination generates for scheduling, parking, and much more. **”**



Klaus Böckers
Vice President Nordics, Central
& Eastern Europe at Geotab

GEOTAB



Connecting global fleets

Many companies operating on a global scale use telematics in a fragmented way. Companies often choose different business solutions, each with a different focus. Moreover, every country has its own distinct set of laws and regulations, meaning you must implement different data privacy and IT security processes depending on the country. Successfully managing a fleet that operates internationally requires a network which offers the same telematics solution and level of service regardless of which country you operate in. At the same time, you need a network that can be customised when the local market requires it so that you can be certain that the telematics solutions will hit the most important KPIs while at the same time safeguarding the most critical data privacy and IT security issues.

Klaus Böckers from Geotab believes that companies operating on a global scale understand that they must use the most advanced technology and a network that provides them with the best solutions. "For example, to gain clear insight into your fleet's global emission levels, you must combine everything into one aggregated data set. If you have twenty different suppliers globally, with twenty different languages and even more applications, that becomes an impossible task. Businesses that operate globally are looking for a single solution that allows them to combine data from many different countries. Many different countries, one global platform with an easy learning curve which always provides the best solution for your fleet."



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About Moove

Moove is your global partner for fleet telematics. We work with our customers on a people-first basis. Technology plays a vital role in our field, but we always put people first when it comes to making a real impact for our customers. By using the most advanced technologies, which we are constantly developing and improving, we realise behavioural changes that greatly enhance your fleet's efficiency, durability, and safety. With our state-of-the-art technology, we collect and analyse user data that provides insight into your fleet's performance worldwide. We connect the data-based insights we obtain to concrete advice linked to your ambitions and goals. Data made human.

At Moove, we fully understand that telematics solutions must meet the highest information security and data privacy standards. Our international ISO 27001 and ISO 27701 certifications support that ambition. With these ISO

certifications, Moove has proven that it is constantly striving to meet the demands placed on information security and data privacy by our clients who operate on a global level. We attach great value to highlighting the importance of the implementation process in these areas as early as possible in the partnership. And, we also emphasise that we can provide complete support with our privacy and security programme, which is fully in line with the demands of an international organisation.

Social Well-being

10 points driver safety improvement within first months (on a scale of 100)



Impact



Economic Growth

saving 1 liter fuel per 100 km per vehicle



Environmental Care

more than 500 KG CO₂ per vehicle per year

Trusted by:



Would you like to learn more about the possibilities of telematics for your international fleet and how you can use our solutions to make the right operational and strategic decisions for your fleet?

Don't hesitate to contact...



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