

ARVAL ACTIVE LINK

LEVERAGING AIR VANTAGE TO CONNECT A LARGE AUTOMOTIVE FLEET

PAUL GOURLET
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ARVAL
BNP PARIBAS GROUP

Who we are

The Arval logo is a green chevron pointing to the right, with the word "Arval" in white text inside.

Arval

- Full Service Leasing for businesses of all sizes
- 1,000,000 vehicles of all brands (PV & LCV) in 29 countries
- Vision of Fleet Management enabled by Telematics
 - Enhancing own performance
 - Offering extra value to the customer

The Artel logo is a green chevron pointing to the right, with the word "Artel" in white text inside.

Artel

- Subsidiary of Arval created in 2015
- Build and operate Telematics solution for FSL providers
- Ramping up volume of equipped fleet (9 countries to date)

Added value of Telematics in FSL

■ For the Fleet provider

- Operational processes
- Knowledge
- Value proposition

- ➔ Logistics – Contract mgt – Servicing – Claim mgt
- ➔ Usage driven TCO – Risk assessment
- ➔ One stop shop

■ For the Fleet operator

- Corporate Social Responsibility
- Cost of Fleet
- Operational efficiency

- ➔ Employee Safety – Environment – Compliance
- ➔ Fuel – SMR – Rental
- ➔ Effectiveness – Efficiency – Quality of service



Key Success Factors for Telematics in Fleet Management

1. Solution and deployment focused on tangible value
2. Privacy by design
3. Deployment project ensuring driver's buy-in
4. Flexible solution enabling self-administration

Artel uses Air Vantage

Device Admin

- Device inventories & status management
- Management of Telco subscriptions over full life cycle
- Monitoring of Telco traffic

2-way Messaging

- QoS, Availability (“buffer in the cloud”)
- Multiple destinations, multiple protocols
- Configurable alerts (specific messages, outgoing msge time-out)

Support & tuning

- Check device status
- Access to historicity of messages for each device
- Manual sending of orders / parameters (individual device or group)

Benefits from AirVantage in our project

■ Focus on business launch in the early days

- Use existing technology rather than spending efforts to build it
- Find features designed for our purposes... even before we identify the need

■ Support from Sierra Wireless configuring the solution to suit our needs

- Skilled resources effectively engaged, experience of generic problems
- Flexibility to accommodate our specific requirements (multiple flows & protocols, security)

■ Functional capabilities of the platform

- Rich functionality of the User Interface enabling immediate start
- Smooth transition to industrial with easy to use APIs covering all needs
- Continuous improvement, some new features added specifically in response to our feedback

■ Built-in features to support composite fleet of devices



On board equipment: after-market vs line-mounted

■ Hurdles with after-market equipment...

- Extra cost (sourcing, installation)
- Complex logistics
- Capture of data on CAN-bus
 - ➔ Costs of reverse engineering, heterogeneous performance with brands & models
 - ➔ Multiple risks (physical tampering, disturbance of vehicle systems)

■ ... While all cars will eventually have similar equipment line-mounted

- Including native access to CAN-bus data
- Initiated by e-call mandate
- Full Telematics features in order to facilitate business development in Connected Service

Future of onboard data collection: 2 scenarios

■ ACEA (car manufacturers) promotes “Extended Vehicle”

- Data exported from line-mounted equipment to the servers of the carmaker
- Authorized parties may get access

■ AFCAR (Alliance for Freedom of CAR Repair) defends “OBD+”

- Onboard access to CAN-bus data
- Open competition in SMR for the benefit of the consumer
- Security concerns to be managed with appropriate technology (eg. read-only)

Future of onboard data collection: Jury still out!

■ C-ITS WG#6 could not close the debate

■ FSL perspective

- Functional: “Extended vehicle” cannot support homogeneous services across the fleet (eg. behavior score, privacy mgt, etc.)
- Technical: need to leverage computing power of the onboard equipment (export result, not flow of raw data)

■ Likely outcome: store with certified apps

Vehicle owner to download apps of his choice – like for a smartphone!



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We care about cars. We care about you.