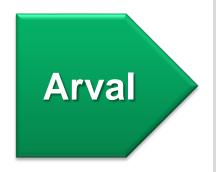




Who we are



- 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



- 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 historicy 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!

