**万物互联时代，沟通方式的变革?**

今天我们回顾过去，看到科技的变革在过去20~30年是惊人的，尤其是过去20年，我们经历了从PC互联网到移动互联网的两次浪潮变革，彻底地改变了我们的生活；

我们曾经离不开PC，因为通过它，我们与外界连接了；后来我们有了智能手机，它相比PC，突破了受限的空间，让我们无时无刻都可以享受互联网的资讯。本质上，PC和智能手机在那个特定的年代，也是人们对于信息共享，沟通需求的必然选择，因为他们真正达到了人机合一，所以我们无法离开它。这种沟通方式是主动实现的，点对点的。

随着移动互联网红利的消失，群雄逐鹿的战场已经转移到了万亿级的物联网市场，人们都在寻求下一个超级终端，一个能够承载物联网时代的应用场景的终端，希望能够抢占智能手机的使用时间。于是我们看到，从2014年到今天，有越来越多的音箱、手表、手环等小而美的智能产品出现，我们也看到了很多企业在做车机，车载OS，像小度车载系统，斑马-Alios；也看到了今天的华为鸿蒙OS应用在荣耀智慧屏上；

但遗憾的是，到目前为止，他们都还没有成为C端消费者的刚需产品。为什么? 因为他们无法取代手机，成为人机合一的新物种。

到今天为止，我们还是再探索，我在做调研涂鸦的时候，看到涂鸦创始人的一个观点，比较有趣：他认为第三台设备是伪命题，根本不存在这样的一个第三台设备。

在物联网时代，我们将会有亿万设备的连接，无处不在的传感器在感知，人们面对可能不再是一个单一的设备，人机合一的过程将会被动实现，因为我们已经有AI的赋能，它让沟通方式再一次变革成为可能。

**涂鸦的诞生**

在别人涌向智能硬件制造的时候，涂鸦在思考一条新的思路；不再盲目追求第三台设备的涂鸦智能，反而走出了另外一条与众不同的路，那就是帮助全球制造业实现零成本、高效率开发智能产品。

我们完成了人与人之间的连接；PC互联网到移动互联网是因为云计算技术的发展，云计算从IaaS到PaaS再到SaaS层依次渗透，驱动了整个移动互联网的蓬勃发展

物联网时代，需要多产品、多入口的打通，人机合一是被动实现的，在这过程中，AI技术将让沟通方式再一次变革成为可能。正是考虑到这一点，当其它巨头还将重心放在智能产品创新时，涂鸦智能却扭转方向，选择平台赋能的形式打造更高效、更人性化的智能家居场景。

沟通方式背后的技术逻辑支撑——PC时代高度倚赖Web技术；此后从PC互联网到移动互联网是因为云计算技术的发展，云计算从IaaS到PaaS再到SaaS层依次渗透，驱动了整个移动互联网的蓬勃发展；而继续往下延伸就是大数据和机器学习，AI技术变化使沟通方式的再一次变革成为可能。

据了解，涂鸦智能打造了全球化智能平台，通过全新的开发模式，为零基础的制造企业赋能，实现1分钟生成App面板，6小时完成产品样品，15天实现量产，解决传统企业开发成本高、周期长、难度大的所有难题。

万物互联时代，已经有越来越多的传统企业开始走向智能化发展之路。为了更好地为全球制造企业赋能，涂鸦智能的目标是构建一个更大的生态，就跟安卓要构建一个App的大生态一样，涂鸦智能也要将各种各样的设备应用生态构建起来。现在谈到关于是否存在第三台设备的话题时，王学集表示这可能是一个伪命题。

-------马切伊 • 克兰兹(Maciej Kranz)

Then moving onto the next pages, you can see the timeline of our company. As you can see, in the past, we were more like a product or solution provider, and in 2010, we launched an OBD product, and then two year later, we had done a significant decision, that is transforming our company from solution provider to service provider, that is what we call telematics service provider. You can also see the LOGO of our company – CHAINWAYTSP.

And this picture has clearly show the business scope of our company, you can see the segmented markets for both fleet management and insurance telematics. For fleet management, we target at logistics company, government, enterprises, as well as other vertical industry fleet. Then for insurance telematics, we target at all the insurance companies.

Now comes to the second part, I am going to be talking about our solution.

The first one is Fleet Management, and in this page, you can see the function sets of it, which include driver management, safety management, vehicle management as well as dispatch management.

And this is the OBD, which is a fantastic product, very stable, user friendly and has high accuracy. You can just simply plug in your vehicle, then you can enjoy management of your driving behaviors.

And this picture shows the installation of OBD.

The next product I am going to talk about is the T-BOX. Obviously it is not OBD-based. Then what make it different is the scalability. T-Box can be integrated with multiple sensors, such as microphone, oil sensor, and temperature sensors, and so on. And for some vehicles that doesn’t have an OBD port, T-Box can be utilized as an alternative choice.

And this is the installation for T-box. It is mainly used for trucks.

Talking about the platform, it is a cloud-based with big data technology. From the analysis of mass data in the platform, you can easily have the clue of the laws of vehicle driving.

Now comes to the big data. As you can see from this picture, it is based on hadoop, which is a framework for processing very large data sets on computer clusters. And on top of that, we offer some tools such as pre-analysis, data mining, business intelligence, so as to develop customized services, such as precision marketing, forecast statistics, call centers, and so on.

Now, smart apps. We have developed two versions of them, one is for fleet manager, another one is for the driver. As you can see the one for manager, multiple vehicles can be tracked at the same time. Then the one for driver, his own vehicle would be shown only.

CADAS, which is a cloud advanced driver assistance system. We launched this product recently, and it is a pure app. It uses the front camera to record the road status, the distance between your car and front car, as well as lane shifting. Then with your back camera, it can detect your eyes through image recognition, once you close your eyes when you are driving, the fatigue alarm will be sounded and uploaded to the platform.

Then talking about Insurance telematics, we have done a lot of research on UBI and talked to insurance companies many times. We understand what do matter to insurance companies in terms of UBI, are risk evaluation and risk management.

In the past, premium rates for auto insurance are widely determined by vehicle models and historical accidents, which can barely differentiate good drivers from bad drivers. Yet UBI comes with heated discussion, as it bring up an innovation approach that more closely aligns driving behaviors with premium rates for auto insurance. That means, your driving behaviors have impact on your premiums. Good drivers might pay less and bad drivers pay more.

So looking at the function sets, you can clearly see that we monitoring driving behaviors and get the original telematics data, then we put on an algorithm model to calculate, and create UBI influential factors, so as to help insurers build up a robust risk management platform.

You can download it from app store or google play. With this app, you will no longer need any driving cam