

SEPTEMBER 2015
TELIT CASE STUDY



Asset Tracking & Asset Management

Two cases examining the strategic application of IoT to boost business value of asset tracking & management

Asset tracking has historically been used to 'simply' locate cargo, containers and vehicles.

Solutions used to operate in a vertical, silo-type environment, but asset tracking has turned into asset management.

The secure tracking of the location and condition of valuable assets is critical to business operations and significant additional benefits are realized when those assets are seamlessly integrated with enterprise environments.

BACKGROUND

Asset tracking has historically been used to ‘simply’ locate cargo, containers and vehicles. Solutions used to operate in a vertical, silo-type environment, but **asset tracking has turned into asset management**. The secure tracking of the location and condition of valuable assets is critical to business operations and significant additional benefits are realized when those assets are seamlessly integrated with enterprise environments.

The remote tracking of shipments, equipment, fleets and more allows companies to locate assets, control theft and tampering, manage multiple assets and keep track of inventory, extract data and provide critical, time-sensitive information such as GPS-enhanced event alerts and usage information. **But there’s more: much more.**

Asset tracking and asset management comprises a very **broad application spectrum and solutions** are increasingly operating in a secure Cloud environment. For example, Telit’s deviceWISE AEP (Application Enablement Platform) has been integrated into the Google Cloud Platform BigQuery. This development is another significant step towards harmonizing the worlds of connected IoT devices and cloud computing.

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TWO USE CASES

Numerous innovative use cases that reflect that broad spectrum can be found on the Telit site. For example:

▶ TIMELY DELIVERIES OF READY-MIX CONCRETE

Road King's main market is the **ready-mix concrete industry**. The company's solution gives ready-mix producers a decided advantage via increased efficiency and productivity. Most clients own plants where the concrete is prepared and they also own fleets of trucks that continue the mixing and production as they deliver the ready-mix concrete to their clients.

Dispatchers need to have a clear **view of all deliveries** so that more orders can be taken and delivered each day. **This increases company income without adding more trucks to the fleet.** Another requirement is to have **complete logs of each delivery** and to archive them for ten years.

These requirements are provided by an embedded data collection system that collects operational ready-mix information and uploads it to the company's cloud servers every 30 seconds. Clients see full details on each of their wired trucks in near real-time, using a Web browser. In addition the clients' customers can obtain access in order to see their order status. This enables **easier delivery coordination for large sites** where more than one supplier is involved.

Measuring and recording a number of parameters continuously gives the producer's dispatchers **full insight on the delivery process**. Payback for most clients has been less than 18 months, thereby providing a great ROI. For some it was the difference between staying in business or not. One client called this solution the best 'mouse trap' in the business.

Road King Technologies was started nearly a decade ago, but just over four years ago the company designed and built its first complete m2m solution using Telit modules. **The present generation uses a Telit 910 family module for m2m communications and the JF2 GPS for tracking.**



TELIT EMBEDDED

The **HE910 cellular module** helps us deliver critical fleet data to the cloud.

The **JF2** gives us accurate location data.



www.telit2market.com/5855/ensuring-timely-delivery-of-ready-mix-concrete



www.roadkingtech.com

REINVENTING FLEET MANAGEMENT

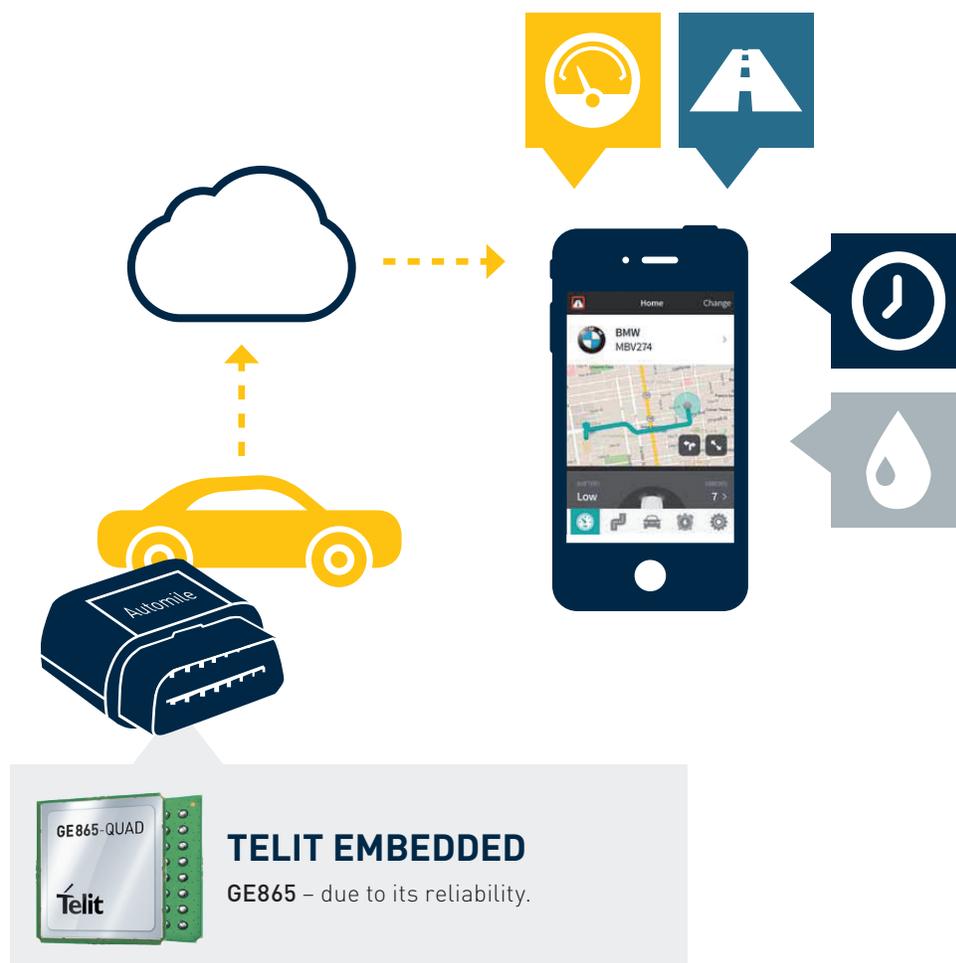
Automile is a Swedish startup that has a proven **m2m communication capability and a deep understanding of fleet management**. The company recognized the need for a solution that did not require cumbersome professional installations that came with a high price point. It was time to change.

That need led to the creation of Automile PRO, **a fleet management solution for the 21st century** that uses Telit's GE865 module and the IoT Connectivity Service. Automile has reinvented fleet management for businesses by connecting with their vehicles and driving data via a smart cellular based OBD II device. The result is an electronic vehicle trip logger that is **easy to install and that gives businesses all the information needed** to manage fleets while saving money from day one and ensuring tax compliance.

The **flexibility of the rate plans and the simplicity of the ePortal subscription management** tools, gave Automile a competitive advantage that closed a deal for this connected car platform with a leading international car manufacturer valued at more than US\$4 million.



www.telit2market.com/5821/enabling-the-connected-car



automile.io/pro

▶ IoT MODULES AND IoT CONNECTIVITY

Road King's solution employs two Telit IoT modules, the HE910 Series and the Jupiter JF2. The HE910 is a compact seven-band HSPA module with built-in GPS and fallback to GSM/EGPRS. The JF2 offers developers and integrators the smallest, completely integrated GNSS solution for positioning applications.

Automile employs the Telit GE865-QUAD IoT module. This product enables the creation of reliable 2.5G cellular solutions that are perfect for size-sensitive and high-volume industrial applications.

TELIT'S IoT CONNECTIVITY SERVICE

allows companies to provision and manage their connected devices globally.

FEATURES INCLUDE:

Best-in-class coverage, 24/7 support and services at business-enabling life cycle costs.

ROAD KING USES THIS SERVICE OUTSIDE CANADA.

CONCLUSIONS

The fundamentals of asset tracking have not changed and today's primary objectives remain focused on productivity, accuracy, compliance and accountability.

However, while these business objectives remain, leading companies are now recognizing that the full benefits of asset tracking can only be realized when assets are seamlessly integrated with existing enterprise systems and back office operations of an organization.

In a nutshell, we have moved from 'dumb' asset tracking to 'smart' asset management.



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