

AIS – A LOGISTICS SERVICE PROVIDER

⇒ Services:

- Mobile order Management
- Tracking of shipments & vehicles
- Driver behaviour



HOW TO USE TELEMATICS FOR FLEET SECURITY IN THE 21ST CENTURY

⇒ Security process control:

- Monitoring
- Control
- Documentation

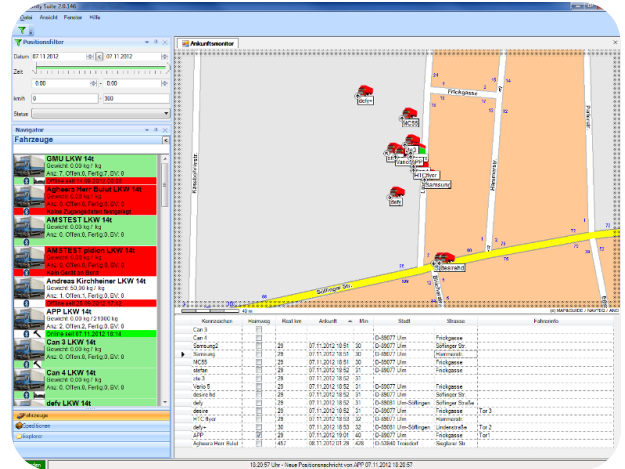


MONITORING TRUCK FLEETS INCREASE SECURITY

⇒ Monitoring:

- Vehicles
- Driver behaviour
- Drivers' working hours

KNOWING VEHICLE POSITIONS AND ETA SAVES MONEY AND PREVENTS THEFT

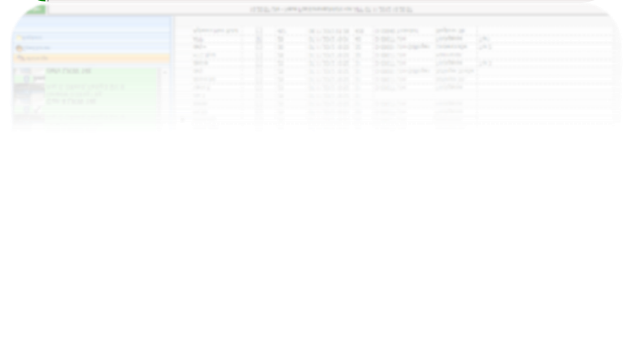


Hochkonjunktur für böse Buben

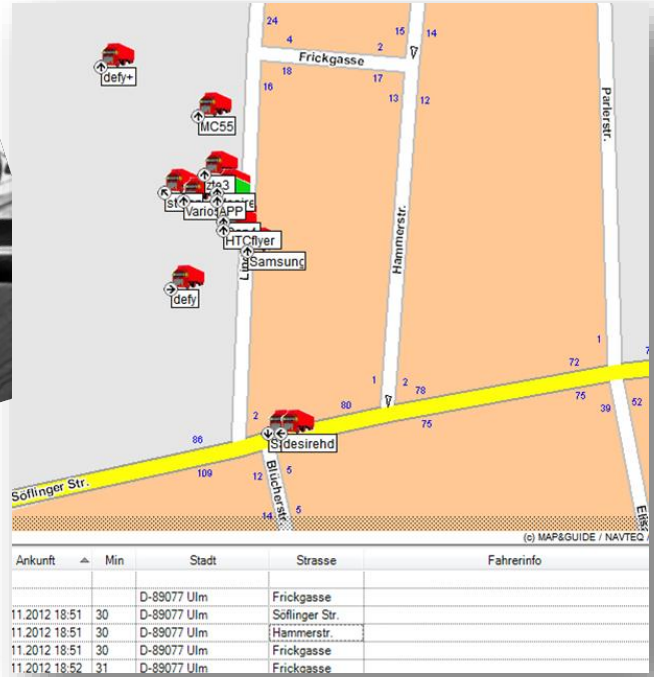
4. September 2009 0 Kommentare [Empfehlen](#) 0

Ein Überfall auf Euren Lkw ist wohl für jeden von Euch der Realität nehmen die gewalttätigen Überfälle besonders Osteuropa zu.

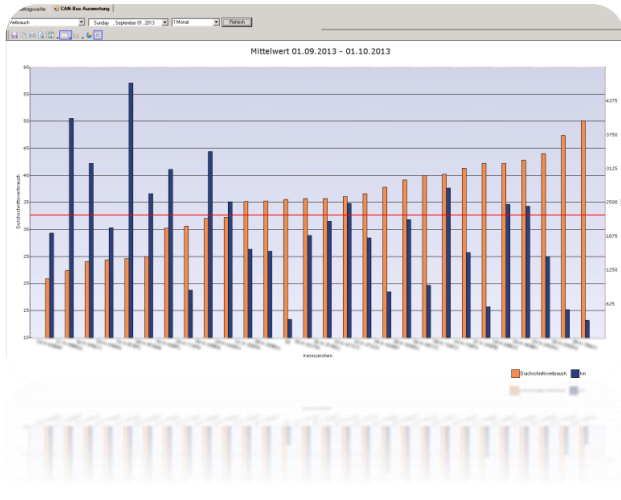
Hierauf weist die britische Eurowatchcentral hin. Durch die Lage sogar noch zu. Denn jetzt sind Raub und Weiterverkauf besonders attraktiv. Die Täter gehen dabei immer brutaler vor



KNOWING WHERE YOUR TRUCKS ARE MAY PREVENT FRAUD



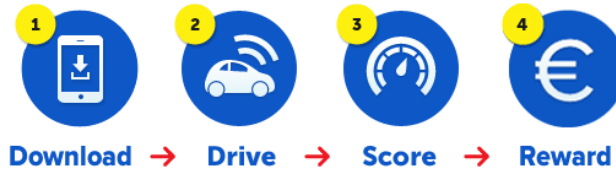
MONITORING AND INFLUENCING DRIVER BEHAVIOUR IMPROVES SAFETY



Name	Bundeslandanteil	Stadtanteil	VMA-Anteil	Leerteilanteil	Vollgasanteil	VMAanteil	Kickdownanteil	Tempomatanteil	TempomatPunkte	Schaltvorgänge	BremsenAutobahn%	SchaltenAutobahn%	Bremspunkte	Kraftstoff Nebenvertrieb (l/je)	Punkte Leerlauf	Punkte Vollgasanteil	Punkte VMax	Punkte Tempomat	Punkte Kickdown
0.00 %	42.62 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0	46	0.11	2.68	58	501.5	0.1	0.0	0.0	0.0	0.0
0.00 %	39.03 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	4	34	0.11	2.68	58	501.5	0.1	0.0	0.0	0.0	0.0
4.97 %	3.40 %	14.92 %	9.40 %	77.11 %	0.00 %	2.96 %	0.00 %	20.99 %	94.7	2005	0.08	3.28	58	2771.6	0.1	0.0	0.0	0.0	0.0
9.44 %	8.92 %	26.63 %	0.13 %	55.91 %	0.07 %	0.03 %	0.00 %	30.50 %	145.4	5083	0.11	0.85	53	3601.7	0.1	0.0	0.0	0.0	0.0
9.23 %	4.37 %	25.16 %	0.00 %	61.25 %	1.04 %	0.00 %	0.03 %	33.31 %	139.9	4382	0.11	0.85	53	3601.7	0.1	0.0	0.0	0.0	0.0
9.87 %	7.41 %	34.70 %	0.04 %	48.02 %	2.32 %	0.01 %	0.03 %	21.30 %	115.7	6395	0.41	1.17	39	1311.2	0.1	0.0	0.0	0.0	0.0
9.39 %	9.93 %	42.07 %	0.01 %	38.60 %	0.90 %	0.00 %	0.00 %	25.41 %	166.2	6197	0.17	0.83	36	1481.7	0.1	0.0	0.0	0.0	0.0
5.07 %	11.38 %	37.75 %	0.09 %	45.80 %	0.49 %	0.01 %	0.00 %	9.23 %	98.6	4878	0.06	0.40	51	3191.9	0.1	0.0	0.0	0.0	0.0
18.40 %	15.87 %	37.21 %	0.06 %	28.91 %	0.00 %	0.01 %	0.00 %	35.32 %	17.2	1392	0.04	5.80	48	1111.7	0.1	0.0	0.0	0.0	0.0
5.27 %	5.88 %	26.42 %	0.11 %	62.33 %	0.06 %	0.02 %	0.00 %	30.62 %	214.8	1991	0.00	0.00	62	2100.0	0.1	0.0	0.0	0.0	0.0
1.68 %	2.52 %	19.05 %	0.12 %	76.15 %	0.08 %	0.01 %	0.06 %	7.18 %	102.1	1947	0.29	6.22	43	2271.8	0.1	0.0	0.0	0.0	0.0
6.27 %	11.22 %	30.86 %	0.02 %	51.85 %	0.11 %	0.00 %	0.03 %	30.68 %	236.6	6525	0.23	4.22	50	2461.0	0.1	0.0	0.0	0.0	0.0
4.13 %	6.84 %	23.10 %	0.04 %	66.73 %	0.06 %	0.01 %	0.00 %	14.14 %	113.8	3527	0.37	7.99	61	3381.0	0.1	0.0	0.0	0.0	0.0
11.13 %	8.82 %	28.72 %	0.00 %	51.32 %	0.03 %	0.00 %	0.00 %	39.57 %	173.0	4382	0.00	1.96	73	1381.8	0.1	0.0	0.0	0.0	0.0
24.08 %	12.45 %	31.37 %	0.14 %	32.18 %	0.10 %	0.05 %	0.02 %	43.33 %	122.2	6647	0.09	2.53	43	961.0	0.1	0.0	0.0	0.0	0.0
5.31 %	3.50 %	29.85 %	0.00 %	61.11 %	0.00 %	0.00 %	0.00 %	19.62 %	143.7	2957	0.17	2.08	35	1571.0	0.1	0.0	0.0	0.0	0.0
7.15 %	7.36 %	32.77 %	0.21 %	52.72 %	0.00 %	0.03 %	0.00 %	19.37 %	138.1	6208	0.08	3.15	52	2531.0	0.1	0.0	0.0	0.0	0.0
6.04 %	7.46 %	25.96 %	7.76 %	60.95 %	0.41 %	1.19 %	0.00 %	15.92 %	104.0	4118	0.65	6.45	50	2081.0	0.1	0.0	0.0	0.0	0.0
7.06 %	6.23 %	23.63 %	0.02 %	63.88 %	0.03 %	0.00 %	0.02 %	19.76 %	103.3	3218	0.04	0.56	52	2861.0	0.1	0.0	0.0	0.0	0.0
1.81 %	3.85 %	27.82 %	0.00 %	66.41 %	0.01 %	0.00 %	0.00 %	12.41 %	228.9	3070	0.80	7.96	41	4501.0	0.1	0.0	0.0	0.0	0.0
10.43 %	11.31 %	38.52 %	0.03 %	29.75 %	0.13 %	0.01 %	0.01 %	20.82 %	120.9	6985	0.18	1.31	47	3081.8	0.1	0.0	0.0	0.0	0.0
17.54 %	11.40 %	28.75 %	0.11 %	42.31 %	0.00 %	0.03 %	0.00 %	59.88 %	170.7	4634	0.11	1.32	50	1611.0	0.1	0.0	0.0	0.0	0.0
2.16 %	7.50 %	25.45 %	0.14 %	54.98 %	0.00 %	0.04 %	0.00 %	7.64 %	199.9	6846	0.00	1.86	36	3281.0	0.1	0.0	0.0	0.0	0.0
7.54 %	4.95 %	11.81 %	0.00 %	75.70 %	0.00 %	0.00 %	0.00 %	45.17 %	145.6	2488	0.04	2.03	46	4981.0	0.1	0.0	0.0	0.0	0.0
12.20 %	6.13 %	28.06 %	0.03 %	53.81 %	0.00 %	0.01 %	0.00 %	29.31 %	111.4	4813	0.67	5.08	38	4061.0	0.1	0.0	0.0	0.0	0.0
8.12 %	22.26 %	38.71 %	0.00 %	38.98 %	0.00 %	0.00 %	0.00 %	22.41 %	1188.0	281	0.00	0.00	39	1001.0	0.1	0.0	0.0	0.0	0.0
10.03 %	11.90 %	36.66 %	8.91 %	41.41 %	0.95 %	1.46 %	0.00 %	28.35 %	165.1	5674	0.36	0.91	50	0101.0	0.1	0.0	0.0	0.0	0.0
4.48 %	9.94 %	34.41 %	5.39 %	51.18 %	0.00 %	0.49 %	0.00 %	17.40 %	189.7	4412	0.40	0.95	46	1111.0	0.1	0.0	0.0	0.0	0.0

- By using the App you could get up to 30% off your No Nonsense insurance premium with our SmartDriver option
- One in three drivers will get the full savings and one in two will get some savings!*

How does TopDriver work?



1. You download the free app to your smartphone (iphone or android).
2. You activate the app before each journey to allow it to use your mobile device's GPS to monitor your TopDriver score.

Insurance Telematics and Driver Behaviour Measurement with Ctrack



Insurance Telematics and Driver Behaviour Measurement with Ctrack

In the efforts to reduce road accidents and insurance claims, car insurance companies are searching for ways to better measure driver behaviour and to find the best scientific data to calculate what is safer driving!

Insurance is all about measuring and calculating risk. Insurance companies evaluate the level of risk and then set premium rates and coverage per the measurement in question. We would like to share in this section an analysis of how the leaders in vehicle telematics are assisting our car insurers to measure driver behaviour by using the tools of vehicle and insurance telematics.

Question 1: What is Ctrack's approach to Insurance Telematics?

(Note: Usage Based Insurance (UBI) programmes are about evaluating the risk of the insured based on vehicle movement, whereas other programmes

include aspects to entice the insured to become better (lower risk) drivers and vehicle users. How can Ctrack help with this?)

Ctrack has a long standing vision for insurance telematics which stretches solutions are cost-effective and particularly suitable for short-term vehicle



HOME

Usage-Based Insurance and Telematics

last updated 09/18/2013

Usage-Based Insurance (UBI) is a recent innovation by auto insurers that more closely aligns driving behaviors with premium rates for auto insurance. Mileage and driving behaviors are tracked using odometer readings or in-vehicle telecommunication devices (telematics) that are usually self-installed into a special vehicle port. The basic idea of telematic auto insurance is that a driver's behavior is monitored directly while the person drives. These telematics devices measure a number of elements of interest to underwriters: miles driven; time of day; where the vehicle is driven (GPS); rapid acceleration; hard breaking; hard cornering; and air bag deployment. The insurance company then assesses the data and charges insurance premiums accordingly. For example, a driver who drives long distance at high speed will be charged a higher rate than a driver who drives short distances at slower speeds. With UBI, premiums are collected using a variety of methods, including utilizing the gas pump, debit accounts, direct billing and smart card systems.

Driver behaviour awareness key as technology changes future of auto insurance

2013-09-25

TEXT SIZE

NICC 2013 - As vehicle and road technology evolves and becomes mainstream, the insurance industry can encourage consumers to use those tools to become better drivers, according to some industry experts.



Barriers to more automation in vehicles, up to the point of self-driving cars, is now largely political rather than technological, according to Craig Weber, CEO of Celent. Weber was one of several panelists speaking on the future of auto insurance at the National Insurance Conference of Canada (NICC) in Gatineau, Que. this week.

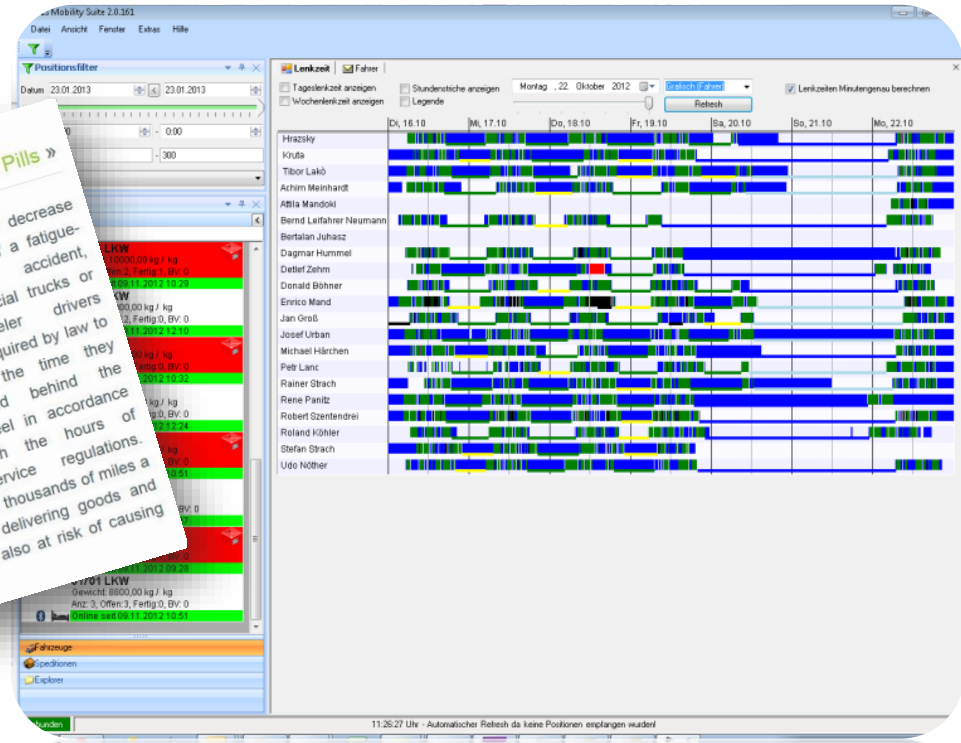
MONITORING DRIVER'S WORKING HOURS PREVENTS FINES & ACCIDENTS

« News On A Recent NJ Nursing Home Medical Malpractice Case Teenagers and Birth Control Pills »

Truck Accidents Caused by Hours of Service Violations



In order to decrease the risk of a fatigue-related commercial trucks or 18-wheeler drivers are required by law to limit the time they spend behind the wheel in accordance with the hours of service regulations. These truck drivers spend hours driving hundreds of thousands of miles a year. And while these drivers are essential for delivering goods and products to vendors across the nation, they are also at risk of causing accident due to driver fatigue.



„VERTRAUEN IST GUT; KONTROLLE IST BESSER“ AS THE KRAUTS PUT IT



Zustellung 628 Zugestellt [AISZE01.3000] 15:28 21.10.13

Abs. Bert Homann Homanns Backhaus Brückstr. 56 D-44787 Bochum

Empf. AIS GmbH Söflinger Str. 100 D-89077 Ulm

Zustellung 627 Zugestellt [AISZE01.3000] 15:28 21.10.13

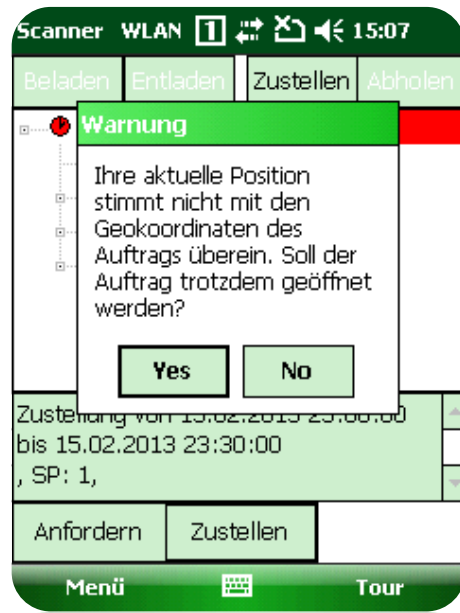
Abs. Auftragshistorie 606

Anzeigen: Exportiert

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21.10.2013 15:06:46	Gesendet			AISZE01.3000

NAVI & GPS CHECKING PREVENTS FREIGHT GOING INTO WRONG HANDS



TRACKING PALETTES & CONTAINERS PREVENTS 6-DIGIT LOSSES IN SME



Scanner GPRS 13:08

Lademitteltausch

Typ	Status	Anzahl:
FP	geliefert(ist)	1
GP	geliefert(ist)	2
FP	abgeholt	1
GP	abgeholt	0

Neu	Korrektur	Soll->Ist
getauscht		nicht getauscht

Zurück	Fertig
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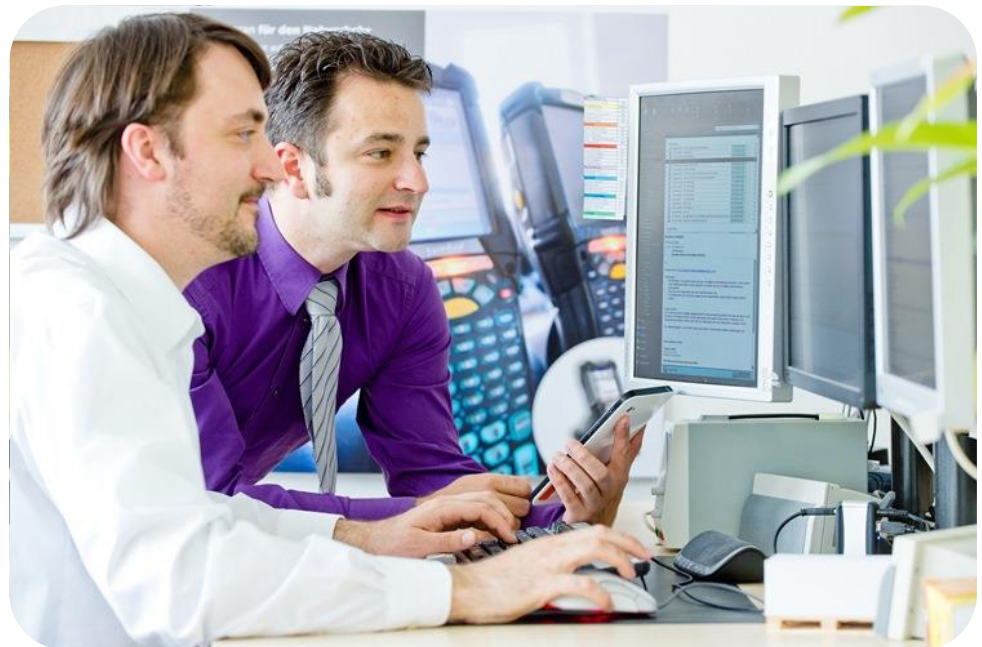
Menü	Tour	Home
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Zurück	Fertig
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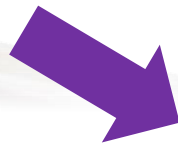
ELECTRONIC DOCUMENTATION ENHANCES SECURITY

⇒ Documentation:

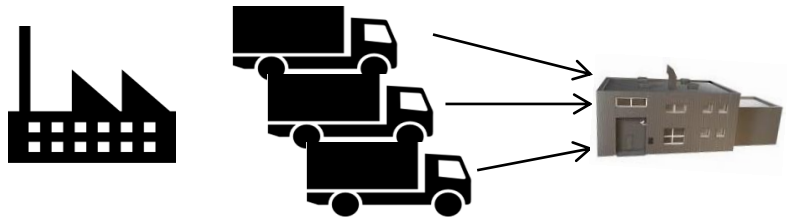
- Photo of damages
- POD
- Driving Track



DIGITAL PHOTOGRAPH TRANSMITTED TO THE RIGHT PERSON SAVES TIME



DOCUMENTATION IN FORM OF P.O.D. CONVERTS TO CASH



SAFETY CHECKLIST AVOID FINES AND PREVENTS ACCIDENTS



THE NEW WORLD OF TELEMATICS

⇒ Security risks:

- Theft of vehicles / freight / fuel
- Accidents
- Fuel waste and exc. wear
- Fines or even suits
- Merchandise in wrong hands

⇒ New world:

- Optimum fleet utilization
- Insurance savings
- Eco-nomical driving
- Drives are well treated
- Customers' goods are secure

NOW

2012: APPS AND CLOUD SOLUTION – THE REVOLUTION

⇒ Advantages:

- Download on any device
- 75% market share
- Solution w/o infrastructure
- Free-ware solutions proliferate
- Infinite computing power at almost no cost



INNOVATION MAY HELP SME TO COMPETE

- ⇒ Realise:
- It's not a crisis it's change
 - Think new or you're part of the problem
 - Invest and risk
 - Swift and smart
 - Choose the right partner

