TELEMATICS FOR YOUR BUSINESS

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Leasing and Rental

In recent years passenger cars are being used extensively by Leasing and Rental companies. Factors such as employer's fuel costs, work vs. private usage, driver behavior and more, all have dramatic economic effects on a planning and adhering to a business expenditure budget.

Galooli OTO
OPEX Saving Experts

GalooliOTO provides high-end fleet management solutions for a variety of industries. From real-time fuel readings to predictive maintenance and business intelligence, GalooliOTO increases businesses' revenue by carefully identifying areas where the company is overspending

Industry Needs

Preventive maintenance
- Reduce downtime and prevent unexpected malfunctions
- Identify patterns of vehicle usage opposite expenditure

Driver behavior
- Improve driving habits to reduce accidents, dangerous use of vehicles, and reputation damage
- Educate leasing drivers by studying their driving habits
- Analyze costumers' driving patterns to offer case-specific rental schemes

Geo-fencing
Ensure employees do not use company vehicles for personal or unauthorized uses

Business intelligence
- Match active driving hours with employee tasks
- Recognize multiple drivers using a single car by their driving habits

Track & trace
View all vehicle activity in real time

Use cases

- Galooli OTO's solution enables actual customer-based usage analysis.
- Galooli OTO's Mobileye ADAS® integration system enables company managers to eradicate bad driving. By tracking all drivers' scores, a company can promote safe driving practices to reduce accidents and damage, and improve company reputation.
- The advanced driver-assistance system can create accurate, customized management reports to show records of vehicle performance and driver behavior. The records can be then used to plan for significantly improved OPEX savings.
- Detailed real time and historical driving data is an added advantage in the competitive world of rental companies.

Mining

Mining operations require a daily transfer of heavy loads. Convergence of multiple critical events requires urgent attention and prevention of serious damage that can lead to decreased vehicle lifetime and to operational inefficiency.

Industry Needs

Preventive maintenance
Alerts on potential engine problems related to vehicle maintenance (e.g. servicing, inspection, replacement of parts, overhaul)

Engine diagnostics
Measurement of actual working time of vehicles

Track & trace
Real time vehicle location & theft prevention

Fuel management
Live, accurate fuel consumption measurements

Environmental sustainability
Meets strict SLAs and regulations

Business intelligence
Clear steps to improve future site operations and project management

MultiZON® alerts
Notification of desired/undesired events

Use cases

• MultiZON® alerts identify irregular events during heavy mining equipment and vehicle operation. Engine reliability and overhaul intervals are important to a mining company's profitability.

• Insight into haul truck engine diagnostics allows equipment operators and managers to service machines before they break down, reducing total number of annual overhauls.

User Based Insurance (UBI)

Auto-insurers strive to quote lower premiums for their clients based on a driver's risk level. Drivers are then incentivized to maintain good driving habits to control premium costs, lower accident rates, minimize number of claims and ensure savings for auto-insurance companies.

Industry Needs

PAYD & PHYD
Pay-as-you-drive (PAYD) and Pay-how-you-drive (PHYD) based premiums

Track and trace
Real time vehicle status, location, and aggregated mileage

Stolen vehicle recovery
Accurate last transmitted location of vehicles to aid stolen vehicle recovery efforts

Driver behavior
Accelerometer sensitivity configurable to businesses' preferences

Geo-fencing
Information on restricted zone breaches

Flexible auxiliary integration
Integration of additional systems and sensors (e.g. breathalyzer)

MultiZON® alerts
Alerts for simultaneous occurrence of multiple pre-set events

Data-based actionable reports
Easy-to-use data for future policy planning and risk evaluation

Use cases

• With a 0.0001 G-force sensitivity, Galooli OTO's tri-axis accelerometer is a highly accurate tool, enabling driver behavior ratings for more accurate premiums
.
• Vehicles are tracked via Galooli OTO's GPS and GLONASS integration for complete Geo-fencing capabilities and efficient stolen vehicle recovery, to save auto-insurers from additional claims and expenditure.

• Multivariate analysis is easily conducted with all information necessary for calculating a premium, in one centralized platform. Customize reports with parameters most relevant to your client.

Marine Vessels

Damage cost of a main marine vessel's engine has risen in 52%* over the course of ten years. Such statistics reflect excessive expenditure for businesses. Galooli OTO provides a full solution to ensure engine faults are detected ahead of time, achieving safer and longer sail time.

Industry Needs

Map visualization
Near-shore vessel positioning and tracking status

Fuel management
Monitoring of real time fuel consumption and detection of possible leaks, misuse or theft

Preventive maintenance
Plan upcoming technical servicing according to the system's actual requirements

Flexible auxiliary integration
Integration of additional systems and controls

Geo-fencing
Knowledge of restricted zone breaches

Data-based actionable reports
Generate customized reports to comply with regulator and customer requirements, as well as for internal usage purposes

Additional monitoring:
- Auxiliary power system management (generators and batteries)
- Engine control and safety
- Fire and smoke alarm systems
- HVAC remote system monitoring
- GLONASS and GPS maximum coverage for quick signal adjustment

*Main Engine Damage Study, The Swedish Club Corporate Communications, 2012

Use cases

- Visualize vessels in near-shore areas and read real-time fuel levels.

- Customize alerts which are sent when there is suspected off-shore fuel theft, or when a vessel breaches a pre-set Geo-fence.

  Timely and condition-based overhaul of engine components to facilitate lasting, cost-efficient vessel operation.
- Prevent and improve accident management through monitoring and detailed reports.

- Receive real-time notifications, and use data to deliver targeted training against accidents.

Construction

Construction companies require high operational efficiency of heavy machinery to complete site projects on time. Common problems contributing to project delays include machinery theft and unplanned machine breakdown.

Industry Needs

Preventive maintenance
Early detection of maintenance related issues and malfunctions (e.g. servicing, inspection, replacement of parts)

Driver identification
Record of actual working time of construction machine per operator.

Track and trace
Visualization location and on-site productivity via machine active/idle status.

Geo-fencing
Complete elimination of unauthorized work in prohibited locations.

Fuel management
Live status of fuel consumption and eradication of fuel theft.

Stolen vehicle recovery
Prevent theft of expensive heavy machinery.

Customizable alert parameters
Immediate notification of critical events and irregularities.

Use cases

• Vehicle efficiency in the construction business is paramount for a company to meet its objectives and deadlines, which in turn affects a company's reputation and ability to bid for future projects.

• Significantly improve your ability to meet clients' SLA. Heavy machinery manufacturers (OEMs) use data on fuel consumption, maintenance and equipment utilization to plan and build more robust machines.

• Visualize and control vehicles for better real-time management, while keeping them under close observation, receiving alerts on the most critical events.

Light Commercial Vehicle (LCV)

Logistics companies seek to keep their vehicles well-maintained to retain cost-efficiency and higher resale value. LCV downtime costs anywhere from €750-€950* a day, which can be lowered considerably with the right management solution.

Industry Needs

Preventive maintenance
- Prevent downtime and save customers real money.
- Retain overall resale value.

Live Fuel management
Detect patterns between driver behavior and fuel economy.

Driver behavior
- Improve driving habits to reduce accidents, downtime and reputation damage.
- Educate drivers by studying their driving habits.

Geo-fencing
Ensure employees do not use company vehicles for personal or unauthorized uses.

Business intelligence
Fleet managers want to stay on top of operational expenditure and correlate savings with reports on improved fleet performance.

Driver identification
Match active driving hours with employee payroll benefits.

Track & Trace
View all dispatched vehicles' road progress in one centralized platform.

Flexible auxiliary integration
Easy integration with additional systems (e.g. on-board imaging with MDVR cameras)

**Thomas Schröder, LeasePlan
(interview with Fleet Europe)*

Use cases

- Eliminate poor driving habits with Galooli OTO's Mobileye ADAS® integration.

- Track all drivers' scores and encourage good driving practices to reduce accidents, reputation damage and gain better insurance premiums for your company.

- Create accurate, customized management reports to show fleet efficiency and OPEX savings. Organized data means better planning and management of fleet operations.

Motorcycles

Tracking location, on-road behavior and progress status are some of the aspects crucial to fleet managers. Galooli OTO's Triton K2G2 unit traces the journey and sends real-time vehicle updates to fleet managers. Low power mode configuration, as well as other motorcycle customized features are designed to suit a motorcycle's small battery.

Industry Needs

Preventive maintenance
Minimize accidents and maximize productivity per motorcycle.

Stolen motorcycle recovery
Protect and reduce instances of motorcycle theft.

Track & trace
Be aware of your motorcycles' whereabouts at any given moment.

Motorbike telematics insurance
Record detailed information such as location, acceleration and driver behavior to determine the cost of coverage.

Power saving mode
Low power mode configuration prevents battery from draining.

Geo-fencing
Prevent employees from taking advantage of company assets into unauthorized areas.

Business Intelligence
Make concrete data-driven plans for improving fleet productivity.

Use cases

- In the case of motorcycle theft, you can rely on Galooli OTO's GPS and GLONASS integration to view the motorcycle's journey playback and identify its last transmitted location for immediate recovery.

- Guard against suspected fuel theft and receive real-time alerts when there is a sudden drop in fuel levels.
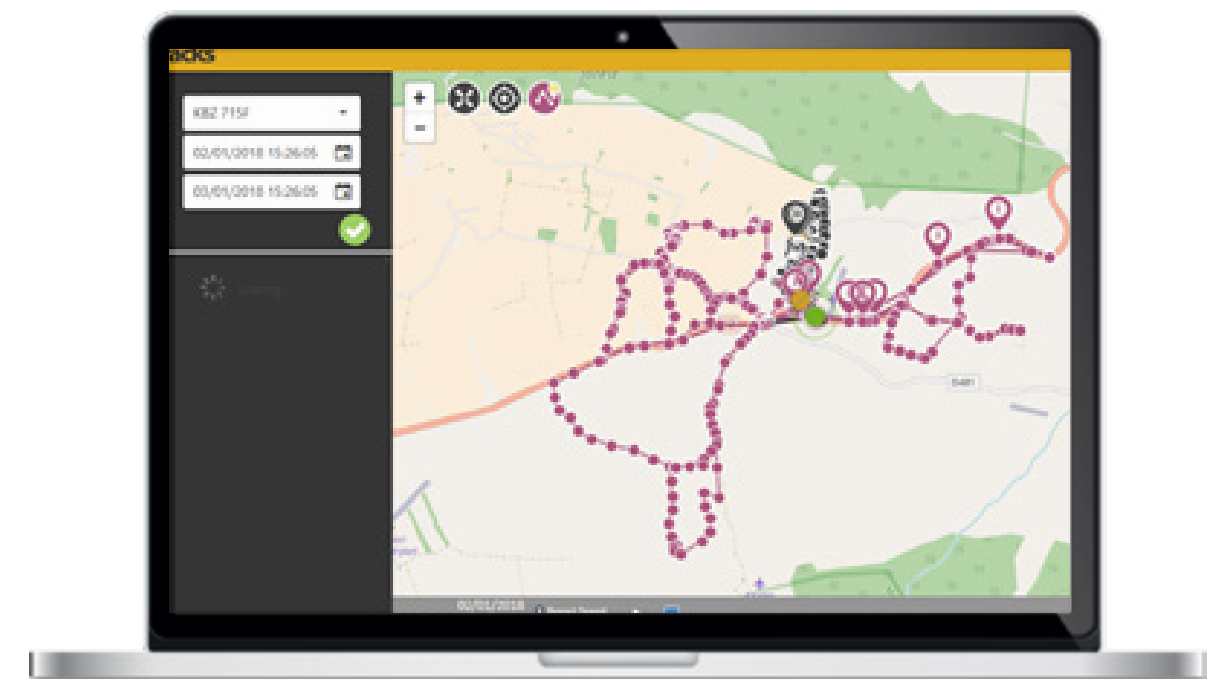
Logistics: Trucks and Trailers

Commercial fleet operators are tasked with improving the productivity, performance and safety of their fleet operations. Strategic objectives include increasing operational efficiency, meeting hard deadlines and improving service and driver performance, while complying with government regulations. In the era of information analysis, telematics technology collects data and makes it actionable, enabling operators to tackle issues ahead of time thus significantly saving operational expenses.

Industry Needs

reventive maintenance
Alerts on potential maintenance issues (e.g. servicing, inspection, replacement of parts and other faults)

Track and trace
Real time monitoring of vehicle status, location, and aggregated distances

Fuel management
Live, accurate fuel consumption measurements

Driver behavior
Accelerometer sensitivity configurable to businesses' preferences

Map visualization
Visualize fleet positioning and tracking status

Business Intelligence
Make concrete data-driven plans for maximizing operational fleet productivity

Live diagnostics
Measurement of actual working time, engine diagnostics, coolant temperature and much more.

MultiZON® alerts
Notification of desired/ undesired events

Use cases

- Derive key insights from your connected fleet to help facilitate cost savings, efficiency and productivity in real time.
- Ensure delivery time matches SLA.
- Give businesses the ability to run their entire mobile equipment on one centralized platform.

Agricultural Machinery

Farm managers and equipment operators can incorporate modern technology with traditional farming methods to maximize agricultural productivity, implementing telematics solutions to improve their efficacy and control tasks based on actual information transferred from the agricultural machinery. Parameters such as fuel consumption, engine status and vehicle location are combined with smart alert system notifications that inform operators when planters, sprayers, combines and other machines are operating outside predetermined parameters.

Industry Needs

Preventive maintenance
Alerts on potential engine problems related to vehicle maintenance (e.g. servicing, inspection, replacement of parts and other faults)

Track and trace
Real time vehicle status, location, and aggregated distances

Stolen vehicle recovery
Accurate last transmitted location of vehicles to aid with recovery efforts

Fuel management
Live, accurate fuel consumption measurements

Geo-fencing
Prevent machinery from moving into unauthorized areas

Business Intelligence
Make concrete data-driven plans for improving work productivity

Engine diagnostics
Stay informed of engine status with real-time diagnostics

MultiZON® alerts
Notification of desired/ undesired events

Use cases

- Define and manage efficiency levels by pre-setting location specific routes and work goals. Each asset is benchmarked against the fleet to eradicate undesirable spending of time and money.
- MultiZON® alerts identify irregular events during heavy mining equipment and vehicle operation. Engine reliability and overhaul intervals are important to a mining company's profitability.
- Prevent assets leaving their designated working areas by pre-setting location based Geo-fences.
- Ensure work-time matches field results by means of enhanced operator control.
- Avoid fuel theft and fuel fraud by operators or by third parties.

Trains and Locomotives

The locomotive business requires management of parameters such as on-time arrival, positioning, railway transport security, fuel theft prevention, technical safety, as well as railway operational safety. Implementing telematics technology ensures the safety of passengers as well as optimal planning of timetables.

Galooli is a leading innovator of smart end-to-end solutions for remote asset performance management.

Galooli's IoT-based solutions use cutting-edge technology to convert operational inefficiencies into financial savings. Our artificial intelligence based systems make it easy to visualize the big picture and make data-driven decisions through full-coverage workforce, stationary and mobile asset management.

Industry Needs

reventive maintenance
Alerts on potential maintenance issues (e.g. servicing, inspection, replacement of parts and other faults)

Track and trace
Real time vehicle status, location, and aggregated distances

Fuel management
Live, accurate fuel consumption measurements

Business Intelligence
Make concrete data-driven plans for maximizing operational productivity

Live diagnostics
Measurement of actual working time, fuel and engine diagnostics.

MultiZON® alerts
Notification of desired/ undesired events

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GalooliOTO provides high end fleet management and telematics solutions for a variety of industries. Our solutions include connected vehicle management, live fuel status, AI driven recommendations for maximum fleet efficiency and preventive maintenance, and more.

galoolipower

GalooliPower offers a variety of solutions for stationary asset management. Complex elements are being monitored and analyzed on one centralized platform, providing operators with guidelines and suggestions for maximum adherence to an asset's energy efficiency point.
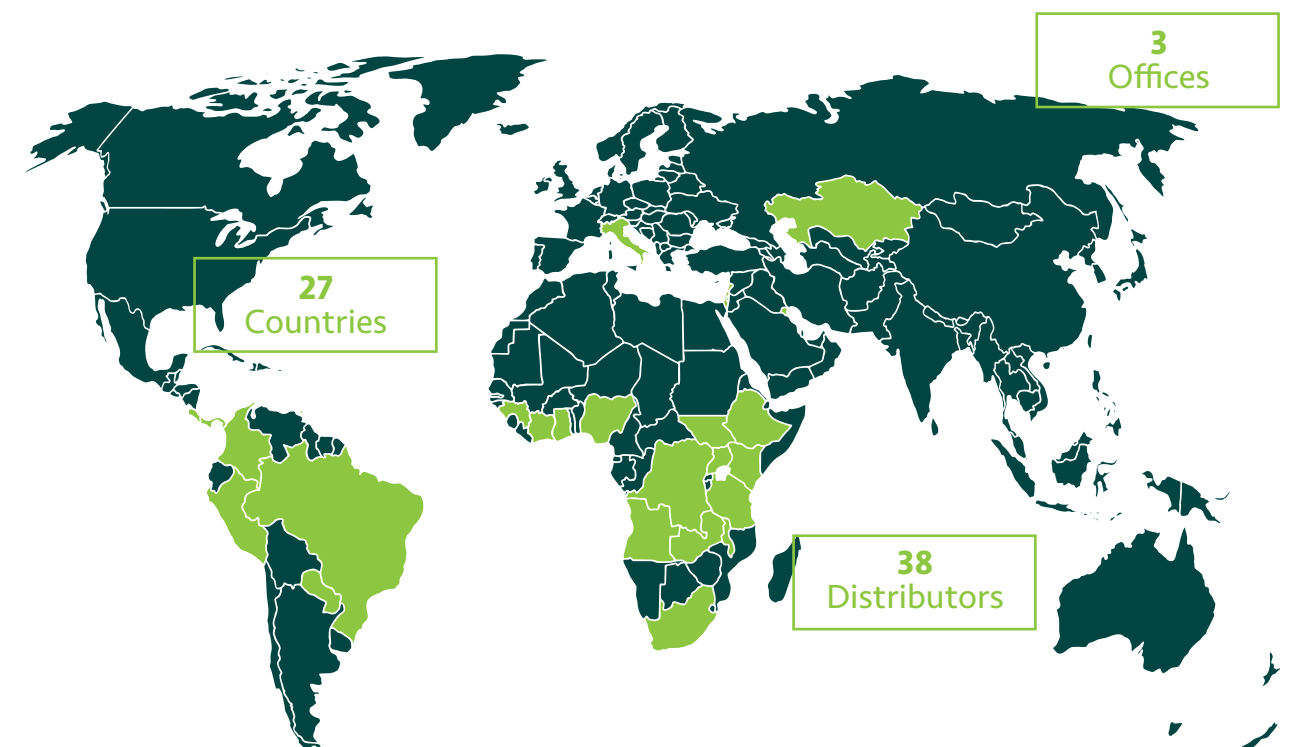
Use cases

- Mitigate unplanned maintenance and plan upcoming technical servicing.
- Read accurate measurements of fuel consumption in real time.
- Receive live train status, location, and aggregated mileage.
- Schedule departure and arrival times.
- Be advised of accurate load: fuel expense ratio.

3 Offices

27 Countries

38 Distributors