

First global ranking of telematic suppliers released

Insurers should select different solutions for different targets

International strategy consulting firm PTOLEMUS Consulting Group has published the **most comprehensive report ever written on Insurance Telematics**.

The **400-page strategic report** is set to become the industry's reference document, covering the global car insurance landscape, new telematic technologies, how they are turning the economics of the market upside down and much more.

A **free 60-page abstract** of the study is available at www.ptolemus.com/insurance

The study includes the **evaluation of 60 telematic suppliers** and the **in-depth analysis of 13 distinct solutions** including Danlaw, Mobile Devices, Qualcomm, Trimble, Xirgo Technologies, etc.

With over 2 million customers, the Pay As You Drive (PAYD) market has reached its tipping point. Insurers need to make decisions about which suppliers can meet their specific strategies.

Frederic Bruneteau, Managing Director, describes why this change is happening:

"The era of one-size-fits-all devices is over. To succeed, insurers now need to deploy technology solutions that are consistent with their commercial target segments. There is now a large range of possible solutions available: from black boxes to OBD dongles but also line-fitted OEM on-board units and... smartphones in the near future. Thus we believe it is crucial for insurers to make their opinion about how they can combine different technologies and suppliers to address distinct segments and geographies."

The report evaluates the solutions of Telematics Technology Providers based on 10 criteria and Service Providers based on 14 criteria listed in the report.

Along with **220 tables and graphs**, the report includes

- A list of 96 purchasing criteria to select a telematic supplier;
- Clear recommendations on how to professionally address privacy issues;
- A list of **40 patents** applicable to PAYD;
- The results of **insurer business case studies in 4 countries**;
- **10-year market forecasts** for motor insurers, Telematic Service Providers, Telematic Technology Providers and mobile operators.

The Full Study and its free Abstract can be downloaded at www.ptolemus.com/insurance

GLOBAL RANKING OF INSURANCE TELEMATICS SUPPLIERS

Top Telematics Technology Providers (TTPs) by technology

	Black box	OBD
Europe	Mobile Devices	Texa
North America	Mobile Devices	Danlaw
Other continents	Scope	Scope

Top TTPs by customer segment

	Personal line	Commercial line
Europe	Mobile Devices	Aplicom
North America	Danlaw	Mobile Devices
Other continents	Scope	Mobile Devices

Top Telematics Service Providers (TSPs) by technology

	Black box	OBD
Europe	Octo Telematics	Octo Telematics
North America	Octo Telematics	Hughes Telematics
Other continents	Tracker	Telogis

Top TSPs by customer segment

	Personal line	Commercial line
Europe	Octo Telematics	TomTom Business Solutions
North America	Hugues Telematics	Qualcomm Enterprise Services
Other continents	Tracker	Telogis

PTOLEMUS

Consulting Group

About PTOLEMUS

PTOLEMUS Consulting Group is the first strategy consulting firm entirely focused on the domain of location-based services and telematics. Run by Partners in Brussels, Paris, Milan, Munich and Boston, PTOLEMUS assists leading companies in defining and executing their strategy.

For press interviews or to ask questions about PTOLEMUS' methodology to rank suppliers, please contact the Partner in charge of the study, who is speaking at the Insurance Telematics Conference in London (9-10 May).

Frederic Bruneteau
Managing Director - Brussels Office
Fbruneteau@ptolemus.com
+32 4 87 96 19 02

Tags: connected car, consulting, ITS, location-based services, M2M, motor insurance, Pay as you Drive, PAYD, PHYD, PTOLEMUS, report, research, telematics, strategy, Usage-based Insurance