PTOLEMUS
Consulting Group

2016 EDITION

USAGE-BASED INSURANCE

Global Study

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The reference report on telematics insurance

Uberising auto insurance



ABOUT PTOLEMUS CONSULTING GROUP



from Ptolemy, the Egyptian savant who built the 1st map of the world in the 2nd century

PTOLEMUS is the first international strategy consulting firm specialised in the connected vehicle and the Internet of Things (IoT).

We help our clients apply strategic analysis to this fast-moving ecosystem, across all its industries (automotive, consumer electronics, insurance, mobile telecoms, etc.) and on an international basis.

PTOLEMUS, founded by Frederic Bruneteau, operates worldwide and is present in 6 countries: Belgium, France, Germany, Italy, the UK and the US.

PTOLEMUS has performed 35 consulting assignments related to insurance telematics.

For any enquiry, please send a message to <u>contact@ptolemus.com</u>

Our consulting services

Strategy definition

Vision creation, strategic positioning, business plan development, board coaching & support

Investment assistance

Strategic due diligence, market & technology assessment, M&A, post-acquisition plan

Procurement strategy

Specification of requirements & tender documents, launch of tenders, supplier negotiation & selection

Innovation management

Value proposition definition, product & services development, architecture design, assistance to launch

Business development

Partnership strategies, detection of opportunities, ecosystembuilding, response

Implementation

Deployment plans, complex project & programme management, risk analysis & mitigation strategy

Our fields of expertise

Car infotainment & navigation

Connected services (Traffic information, fuel prices, speed cameras, weather, parking, points of interest, social networking), driver monitoring, maps, smartphone integration, smartphone-, PND- or embedded navigation,

Usage-based charging

Connected insurance, road charging / electronic tolling, fleet leasing & rental, car sharing, Car As A Service, etc.

Telematics & Intelligent Transport Systems

ADAS, connected vehicle, crowd-sourcing, fleet management, eCall, bCall, SVR, tracking, vehicle data analytics (OBD / CAN-bus), VRM, V2X, xFCD

Positioning / Location enablement

M2M & connectivity



YOUR PTOLEMUS CONTACTS

BRUSSELS

Frederic Bruneteau, Managing Director

+32 487 96 19 02

fbruneteau@ptolemus.com

PARIS

Matthieu Noël, Senior Consultant

+33 6 13 34 70 56

mnoel@ptolemus.com

LONDON

Thomas Hallauer, Research Director

+44 7973 889 392

thallauer@ptolemus.com

HANOVER

Hartmut Albers, Associate Partner

+49 175 16 500 16

halbers@ptolemus.com

MILAN

Sergio Tusa, Associate Partner

+39 33 51 02 19 95

stusa@ptolemus.com

CHICAGO

Valerie Shuman, Senior Expert

+1 (312) 972-0220

vshuman@ptolemus.com

And follow our news feed on Twitter: @PTOLEMUS



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LIST OF COMPANIES INTERVIEWED AND MENTIONED IN THIS REPORT

As part of our research, we **held discussions with 205 organisations in 18 countries** including:

- 82 insurers and brokers,
- 45 Telematics Service Providers (TSPs),
- 21 Telematics Technology Providers (TTPs),
- 19 automotive Original Equipment Manufacturers (OEMs) and tier-1 suppliers,
- 8 Mobile Network Operators (MNOs),
- 9 analytics and data management suppliers,
- 5 financial investors.

We would like to **thank these organisations** for their precious contributions to this report. They are listed hereafter and will benefit from a discount on the <u>UBI Global Study</u>.

We have also indicated the **431 companies mentioned** in this report.



LIST OF COMPANIES PROFILED IN THIS REPORT

We have built profiles of 69 major telematics providers in the world. We would like to thank these organisations for their precious contribution.

	Technology providers (TTPs)	Service providers (TSPs)	Analytics providers	Connected car services provider
Global players	CalAmp Danlaw Meta System Mobile Devices Novatel Wireless Orion Technology Queclink Vodafone Automotive (Cobra)	Baseline Telematics Cambridge Mobile Telematics DriveFactor (CCC) Driveway Himex IMS Modus Novatel Wireless (cTrack) Coto Telematics Scope Technologies The Floow Vodafone Automotive Wunelli (LexisNexis)	Accenture HERE IBM LexisNexis / Wunelli Octo Telematics The Floow	
Europe	Quartix Redtail Telematics Trak Global Trakm8	Amodo Arvento Detector Dolphin FMG Support Infrasure Masternaut Microlise MyDrive Solutions Movelo RAC Tantalum TomTom Telematics Trak Global Viasat	SAS Towers Watson	Automile Drust
North America	Xirgo Technologies	 Agero Censio iMetrik Omnitracs Teletrac Verizon Telematics 	 Cambridge Mobile Telematics LexisNexis Towers Watson Verisk Analytics 	AutomaticDashMojioZubie
Other continents	AnyDATA (Sierra Wireless) ATrack Chainway Launch Tech	Cesar Satellite Raxel Telematics		Golo (Launch Tech) Jooycar



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© PTOLEMUS
Rue Cervantes 15
1190 Brussels - Belgium
contact@ptolemus.com

Disclosure

The recommendations and opinions expressed in this study reflect PTOLEMUS' independent and objective views. However, PTOLEMUS cannot provide any guarantee as to the accuracy of the information provided or the reliability of its analyses and forecasts.

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