

## **Verizon Telematics, Danlaw, Octo and MetaSystem amongst companies honoured in the Insurance Telematics Supplier Ranking 2013**

**14 companies have been awarded top marks in the 2013 Insurance Telematics Supplier Ranking, broken down by geographic area, technology and business segment.**

London, December 2<sup>nd</sup>, 2013 - As part of its UBI Global Study, PTOLEMUS has identified a total of 78 technology suppliers and 44 UBI service providers with demonstrated PAYD / PHYD capabilities in Europe, North America and other Continents.

To help insurers in their selection, PTOLEMUS has ranked these suppliers based on 14 criteria, including their footprint, product range and track record.

Achieving the top ranks are 4 leaders in the US and European markets, but the list of ranked companies is much longer. AnyData, ATrack, CalAmp, Cobra Automotive Technologies, cTrack, Danlaw, DriveFactor, DriveProfiler, Geotab, Himex, IMS, Masternaut, MetaSystem, Mobile Devices, Movelo, MyDrive, Octo, Orion Technology, Pointer Telocation, Quartix, Redtail, Scope, Telefonica, Teletrac, TomTom Business Solutions, Tracker South Africa, Trimble, Verizon, Webtech Wireless and Wunelli have all been ranked at least once, taking into consideration the commercial/consumer markets split and the device types.

The classifications include 3 positions per category being awarded a ranking. The full results are now available on [www.ptolemus.com/ubi-ranking](http://www.ptolemus.com/ubi-ranking).

PTOLEMUS' Managing Director, Frederic Bruneteau commented: "The ranking shows that less than a dozen leaders now command the vast majority of the business, both in service and device provision. Yet the number of suppliers forming the long tail has grown rapidly - with noticeable effects on price competition".

Italian providers, such as Octo Telematics and MetaSystem, clearly benefited from the early success of insurance telematics in Italy.

**Octo Telematics'** current leading position may be challenged by the multiplicity of solutions and its primary focus on the black box model, yet, with more than 50 trials and programmes, it remains the world leader in UBI Service Provision, commanding a 43% share of the worldwide equipped vehicles (down from 60% in 2012).

**MetaSystem**, a new entrant in the Supplier Ranking, shot straight to the number one spot since moving out of the shadows of its past service division and working directly with insurance players such as InsureTheBox. Today, with more than 40 programmes and trials, it is the global leader in Insurance Telematics Technology Provision.

**Verizon Telematics**, also a new entrant, gained its top ranking as US service provider for the nationwide roll-out of the State Farm program *Drive Safe & Save*.

**Danlaw** establishes its mark on the leader-board as the biggest provider of OBD dongles in North America through programmes such as Allstate's *Drivewise*® among others.

The landscape is changing rapidly due to the emergence of many more smaller players. As a result, the 2013 edition of the Suppliers Ranking has seen many new entrants such as Redtail, Orion and MyDrive, but also departures by companies such as Steria, Texa and Airmax, which redirected their attention to other markets

The complete ranking, as well as more information about the 2013 UBI Global Study, can be downloaded here [www.ptolemus.com/ubi-ranking](http://www.ptolemus.com/ubi-ranking)

## About PTOLEMUS

PTOLEMUS Consulting Group is the first strategy consulting firm entirely focused on telematics and location-based services. Run by Partners in Brussels, London, Paris, Milan, Hamburg and Boston, PTOLEMUS assists leading insurers, car makers and service providers in defining and executing their telematics strategy.

PTOLEMUS also regularly assists insurance companies in their procurement strategies through identification, qualification and selection of telematics solutions.

PTOLEMUS is the author of the Usage-Based Insurance Global Study. The 800-page reference document is published this week and a [100-page abstract](#) can be downloaded freely.

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