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## Connected services represent a game changer for the tolling industry

Fully edited and updated, PTOLEMUS Consulting Group provides the most comprehensive study of the global electronic toll collection market, compiling interviews and analysis from Kapsch, Sanef, Xerox, T-Systems, Egis, TransCore and many others. The report finds that **connected mobility services will change the nature of road charging as operators seek to re-position themselves in the value chain.**

By taking a comprehensive look at the wider connected services market, the Electronic Toll Collection Global Study **outlines the range of potential telematics applications with direct potential in the tolling industry**, including usage based insurance, car sharing and stolen vehicle recovery.

The report assessed 30 worldwide tolling networks including Liber-T, GoMaut, Tis-PL, HU-GO and ViaTOLL and found that **basic services such as traffic information and account management are offered by less than 20 per cent.**

**Drivers in Italy and Portugal are particularly well catered for**, largely due to positive engagement from Autostrade and Via Verde respectively. Nonetheless, one third of the surveyed networks do not provide any services at all other than toll payments. This represents a **lost opportunity and lost potential revenue** for many network operators.

"We expect an increasing number of vehicles to embed technology, which can be used for various telematics/ITS applications including tolling. Toll operators will see the benefit of getting rid of the OBU. If that happens, these **embedded in-vehicle platforms may be a game changer for the tolling industry**," say Peter Ummenhofer and Marcus Handl of Kapsch TrafficCom.

The range of potential applications is detailed within the report, alongside short to medium-term technological trends affecting the connected car services market.

The report concludes that **road charging will only become mainstream globally if operators deliver more functions than plain payment solutions.** At a time when road charging schemes face increasing opposition from industry and the general public, the inclusion of connected services may represent a rare opportunity to boost the profile and perceived value of tolling.

Road tolls are at the beginning of a growth curve, however **the current combination of limited features with high unit costs will struggle to meet this growth if unable to adapt.**

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Download the free abstract [here](#). For more information about the full study contact [thallauer@ptolemus.com](mailto:thallauer@ptolemus.com)

### About PTOLEMUS

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

For press relations and more information about the study, please contact Thomas Hallauer on [thallauer@ptolemus.com](mailto:thallauer@ptolemus.com)