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Octo, Scope and LexisNexis are the big winners in the 2016 Usage-Based Insurance Supplier Rankings

PTOLEMUS Consulting Group has leveraged its market leading expertise to deliver the most comprehensive, worldwide ranking of usage-based insurance (UBI) providers and suppliers available. A total of 24 companies have received prominent rankings across 15 categories such as best UBI global technology provider and best Asian UBI service provider.

The ranking results show that Meta System is still the uncontested leader of the UBI hardware market, for now. Octo has reaffirmed its leadership in the market with big wins in the US, where it is now a dominant player within OBD dongle programmes. Scope has continued their global expansion, opening new markets in Asia. LexisNexis retains its position in Europe through its Wunelli brand, whilst growing market share in the US and making huge steps in smartphone-based UBI. Finally, a new category of pure smartphone UBI service providers sees Cambridge Mobile Telematics becoming a dominant force globally.

The UBI Supplier Rankings were calculated using data and insight from the UBI Global Study, launched earlier this year. The industry reference document comes with a [Global Supplier and Markets Handbook](#), profiling and analysing the strengths and weaknesses of 38 Telematics Service Providers, 14 Technology providers and 16 mobile UBI service providers.

The rankings were then processed using a large variety of market specific criteria across each of the distinct categories. The list of criteria is detailed in the ranking presentation, which can be downloaded [here](#).

Despite volumes growing significantly since 2013, the UBI landscape has not changed dramatically in the last 3 years: A sign the industry is reaching a first level of maturity. Developments which have led to a successful ranking include:

- Wireless operators consolidating their position. Both Verizon and Vodafone are key winners,
- New markets and models offering opportunities for smaller TSPs to shine, such as Hubio, IMS, TomTom, Baseline, Modus and RAC,
- Innovation in hardware types and requirements, making smaller players shine such as Redtail and Trak Global,
- Rapid development of smartphone-based UBI service provision with initial leaders being followed by a long list of hopefuls. Among the most successful are The Flow and Infrasure.

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Some technology providers have been able to keep their place in the market purely on the basis of the success of their service partners. As competition surrounding models and process continues, we expect to see changes in that department in the next ranking.

[Download the full rankings presentation here.](#)

About PTOLEMUS Consulting Group

PTOLEMUS is the first strategy consulting firm entirely focused on connected vehicle services and the Internet of Things. It assists leading insurers, carmakers and service providers in defining and executing their strategies and the end-to-end development of their telematics programmes.

For press relation and more information about the study, please contact Thomas Hallauer, Research Director, on thomas@ptolemus.com or call +44 79 73 889 392.