

CONNECTED FLEET UPDATE

News from the World of
Automotive Telematics



C3 MANAGEMENT

Car-to-Cloud-to-Company:
The innovative fleet management of the future



MSS HOLDING

Swiss mobility provider digitizes rental car fleets



ROADSURFER

Europe's largest campervan supplier invests in vehicle management system



OTHER TOPICS ► MOSOLF COOPERATES IN LARGE FLEET BUSINESS | ROAD PRICING 4.0 | CONNECTED CAR SERVICES "OTA"

Fleet Operators: Escaping the Cost Trap – New Telematics Solution Detects Minor Damage

In a test, DEKRA, a public safety organization, focused on the often undetected consequences of minor damages to a vehicle. In the experiment, a Mercedes C-Class collided with an unbraked obstacle featuring a trailer coupling. The impact speed was just 9.9 km/h. An accident that happens countless times a day and, thanks to flexible bumpers, usually leaves no trace. At first glance, the external damage to the Mercedes was minimal: a bent license plate and slight deformation of the bumper. Taking a closer look, however, the DEKRA experts discovered damage totaling € 7,400 after removal. Undetected minor damages are expensive everyday occurrence for rental car and car sharing companies. According to internal findings, a rental car has four undetected accidents in its term of use with damages totaling an average of € 1,100 each time. The total cost for a company can easily run into the millions.

With the most powerful xTCU interface currently available and its Car-to-Cloud-to-Company-Management, Globalmatix AG is providing a telematics solution that detects the smallest accidents, analyzes them and delivers a damage report "over the air" within seconds.



Minor collision – major impact:
€ 7,400 in damages. Photo: DEKRA

Just a Word!



Dr. Wolfgang Trier
Chairman of the Board
of Softing AG

In 2017, the Economist claimed: "The world's most valuable resource is no longer oil, but data." Just as oil once revolutionized industry, "Big Data" is having a similar effect today. But lots of companies are asking themselves how we can process the mountains of data in a target-oriented way. If data is the new oil, then data engineering is the new gold. Data and oil have something in common: Both need a "refinery". And the refinery of the future is a "data driven company"!

New Car-to-Cloud-to-Company-Management Offers Contactless and Stationless Customer Service

Rental car and car sharing companies see station-free and contactless customer management as the largest cost savings source for the future. In order to achieve this goal, there has to be constant communication between the vehicle and fleet operator, resulting in an enormous wealth of data, the like of which has never existed before. Furthermore, there must be comprehensive software solutions paired with artificial intelligence that can analyze the data in just seconds with detailed reports over the air. The abbreviation "3CM" stands for three innovations of Globalmatix AG which in combination provide the range

of information that guarantees the efficient and transparent interaction between vehicle and fleet. "Car" stands for the xTCU interface from Globalmatix that can acquire virtually all the data available by the on-board electronics and its own sensors and send it to the "cloud". This is where this data is analyzed and prepared in real time in the programs specified by the customer and transmitted to the "company" as a report. Globalmatix thus offers a multitude of applications for fleet management: from automatic door opening to the detection of minor accidents.

"Our biggest digital challenge is identifying and settling small claims. The solution from Globalmatix and its partner Spearhead is an enormous help. For the first time, it makes it possible to bill the largest share of small claims digitally. This saves us millions every year."



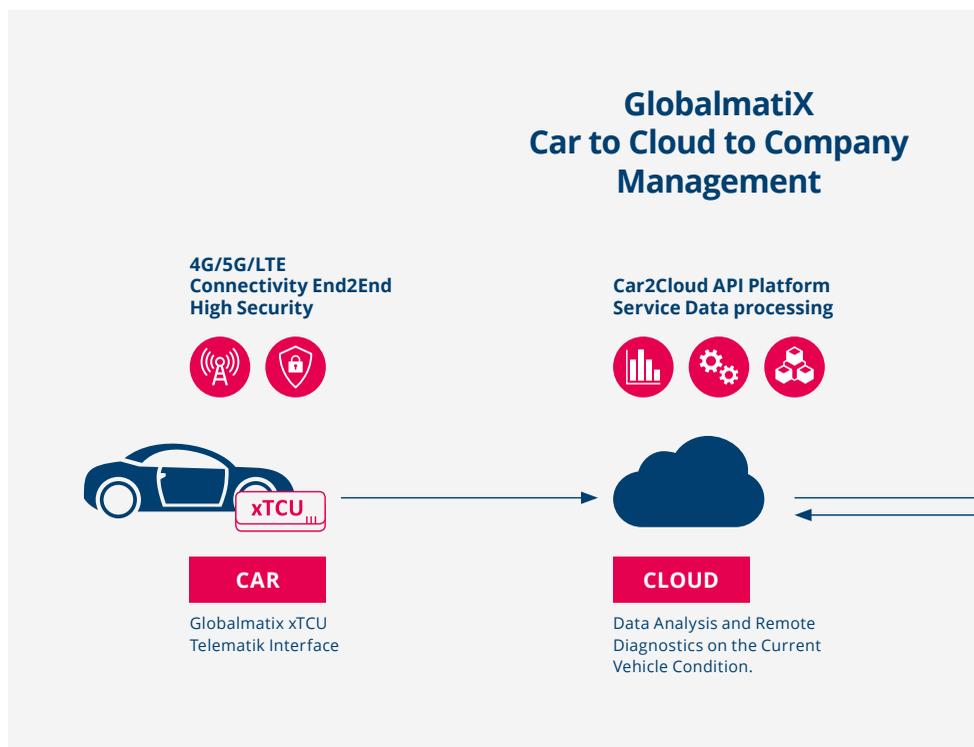
Marco Ventorini
CEO,
Enterprise
Switzerland

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Car-to-Cloud-to-Company-Management: Unique Over-the-Air Service

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The Globalmatix xTCU Gateway is a 4G/LTE/5G CAN data logger and GPS telematics interface specially developed for Car-to-Cloud-to-Company use cases. It is smaller than a smartphone and can be installed in any vehicle in just a few minutes, thus enabling the acquisition of OBD data or diagnostic data from the ECUs. The telematics box certified in accordance with CE, eMark and RED in the EU enables access to a wide range of quality vehicle data – regardless of the vehicle brand. With it, Globalmatix offers a previously unreachable level of security against unauthorized access by third parties with its unique encryption technology and proprietary 4G/LTE/5G wireless network. In other words, the Globalmatix xTCU, supplemented by state-of-the-art GPS tracking, can acquire and analyze virtually all data measured by the vehicle's ECUs and transmit the information to the vehicle operator over the air almost in real time. With the help of artificial



intelligence and Big Data, qualified analysis of vehicle data, events and changes to state is now possible for the first time and can be sent to the fleet management system in as detailed a form as the fleet operator desires. Thanks to cus-

tomized data acquisition and reporting tailored to the needs of each individual fleet operator, the system can be used for a wide range of applications including commercial vehicles, public transport systems, and in autonomous driving.

Multi-Brand Fleet Operator MSS Holding Invests in Future-Oriented Connected Car Service

Enterprise in Switzerland was the first rental car company to carry out an extensive test run with Globalmatix xTCU; in June 2021, they concluded a long-term contract on the use of the telematics interface. After an evaluation of the results, the

outcome is convincing in several areas: “Our major digital challenge is detecting and settling minor damage,” says Marco Venturini, CEO of Enterprise Switzerland. “Previous solutions based on expert opinions were simply too late, too time-consuming and too expensive. The Globalmatix xTCU, in conjunction with the MSS Holding AG software customized to suit rental car management, is a great help in settling these cases of minor damage and at the same time implementing vehicle diagnostics for all our brands.” Andreas Buhl, Chairman of MSS Holding AG: “The multi-brand capability, the modular and tailor-made applications for all vehicles over the xTCU interface, the high data resolution as well as the extent of applications over only one box were decisive in our awarding the contract to Globalmatix. By using the Globalmatix telematics solution, we have established the

basis for digitizing our Connected Car concept. This will enable us to simplify complex return processes in a customer-friendly way and make them more cost-effective. Creating a résumé increases the resale value of our vehicles and facilitates marketing before the vehicle is returned. Furthermore, keyless access to the vehicle allows us to put rental on the road.” There are currently four telematics applications in use which are of great significance for lessors and operators of passenger car and van fleets:

- Remote vehicle diagnostics and predictive maintenance
- Accident detection and automatic claims handling
- Complete résumé file (CarCV) for vehicles
- Keyless door opening for rental vehicles

“By using the Globalmatix telematics solution, we have established the basis for digitizing our Connected Car concept.”



Andreas Buhl
Chairman of the Board,
MSS Holding

View Data Reports



COMPANY

Reporting of the Current Vehicle Condition to the Fleet Operator.

Rental Car
Carsharing
OEM
Fleetmanagement
Car Sharing

MOSOLF Cooperates in the Large Fleet Business

The leading vehicle, technology and logistics service provider for the international automotive industry in Germany, MOSOLF SE in Kirchheim/Teck, has concluded a sales partnership agreement with GlobalmatiX AG. The focus is on the GlobalmatiX xTCU interface, an innovative telematics solution which, with the help of artificial intelligence, offers the widest range of data density and transfer security with its Car-to-Cloud-to-Company-Management (3CM). The MOSOLF Group is the leading vehicle converter and outfitter for large fleets in Germany. MOSOLF Logistics & Services

GmbH sees the GlobalmatiX telematics solution as an innovative approach which above all will make it much easier for its numerous rental car and car sharing customers with vehicle fleets in the sixfigure range to take the step into digital fleet management 4.0. Significant cost savings in the digital management of large vehicle fleets could still be achieved on the one hand and optimization around customer relations on the other. The trend is undoubtedly toward contactless and stationless handling between the vehicle lessor and lessee. MOSOLF sees itself as an advising service provider and as such wants to concentrate on the mediation of offers and the installation/removal as well as the reuse of the xTCU interfaces.



GlobalmatiX CEO, Alois Widmann: “The very high volume of detailed vehicle data for all brands enables digital analysis and use cases that, in the past, simply weren’t possible.”

Application Examples for Car-to-Cloud-to-Company-Management Programs

The xTCU telematics interface can be installed in any vehicle in just a few minutes. All applications can be mapped with just one data transmission device. Unique patented and transaction-based encryption technology provides the highest level of security.

- Comprehensive remote vehicle diagnostics
- Early detection of impending defects, e.g., in the case of battery or engine defects
- Reporting upcoming service intervals
- GPS tracking with an electronic logbook
- Geofencing
- Exact vehicle location, e.g., in the case of theft
- Powering off vehicle components to avoid continued journey in the case of theft
- Opening/closing of doors without any additional hardware
- “Keyless to Go”, collection/return of vehicle without contact/station-free
- Final settlement upon vehicle return
- Reporting accidents
- Detection of minor accidents, which are often not immediately visible, incl. damage report and cost calculation
- Complete vehicle documentation (Car CV) with determination of current value when vehicle to be sold

“With the highly sensitive GlobalmatiX xTCU telematics box, even minor damage is sent in real time to our cloud for AI analysis and reported to the vehicle rental company in a digital damage report. This report can be billed directly to the responsible party or insurance company.”



Cees Van Dijk
COO,
Spearhead AG

Roadsurfer Equips Entire Campervan Fleet with GlobalmatiX 3CM Telematics Solution

In the future, the entire campervan fleet of roadsurfer GmbH, Europe's largest outdoor travel expert, will be fitted with the GlobalmatiX interface. The campervan fleet will total 5,000 vehicles this year. This means that roadsurfer's international fleet management will be possible for the first time, in conjunction with comprehensive software solutions, the GlobalmatiX cloud and artificial intelligence, with GlobalmatiX Car-to-Cloud-to-Company-Management (3CM). GlobalmatiX currently offers the widest range of data collection and data density, transfer security and software solutions in the management of mixedbrand large fleets "over the air". After a thorough and intense comparison of competitors, roadsurfer GmbH opted for the xTCU interface including the comprehensive 3CM software package. The GlobalmatiX package offered the best prerequisites for realizing the company's ambitious

expansion plans in Germany and Europe, also in terms of the IT. In 2022, the roadsurfer station network covers 50 locations in 12 countries. The campervan fleet consists mainly of VW, Mercedes, Fiat and Ford vans with pop-up roofs. With its "roadsurfer spots" booking platform, roadsurfer is also responding to the high demand for overnight stays on private and individual pitches in compact campervans as an alternative to large campsites and tourist hotspots. GlobalmatiX CEO Alois Widmann: "As young start-ups, roadsurfer and GlobalmatiX both have very ambitious expansion plans well beyond the confines of Germany. Our Car-to-Cloud-to-Company-Management offers a holistic solution to digitize a large fleet of vehicles and always have a detailed overview of that fleet despite of considerable distances. In this collaboration across countries, we can prove our capability and expand roadsurfer – with



just one quickly retrofittable control unit per campervan and different applications – cost-effectively." Markus Dickhardt, co-founder and CEO of roadsurfer: "The GlobalmatiX service portfolio will be a central component of our international expansion program and the digitization of our fleet. Long term, roadsurfer will be an ecological system for sustainable outdoor travel and for that we need smart solutions, particularly when it comes to fleet management, to be able to control our rapid growth in the best possible way."

Road-Pricing 4.0 can do without Camera-Based Vehicle Detection with the Help of Geofencing

Road pricing is a fair approach of directly distributing traffic costs to users by only charging them for the actual distance they traveled. At the same time, road pricing controls the volume and behavior of traffic positively and ultimately also reduces CO₂ emissions – as demonstrated in projects from cities including London, Stockholm and New York. Traffic experts have long since seen road pricing as one of the most significant solutions for reorganizing urban transport. While the state and cities are working on

political solutions, GlobalmatiX already has the solution for inexpensive road pricing concepts available. Work is already underway in collaboration with the authorities in Canada on a pilot project entitled "Car-to-Cloud-to-Government". The major advantage of the GlobalmatiX solution is the complete elimination of expensive infrastructure measures, such as camera-based recognition and evaluation of license plate numbers on all approach roads to the defined city toll area with state-of-the-art geofencing. The very compact

and fast-to-install xTCU interface from GlobalmatiX uses cloud-based artificial intelligence to determine the distance covered in a defined toll area, to the exact meter and precise time, and to charge the user the relevant fees via the municipal administration. A further advantage would be nationwide use by integrating all designated city toll areas in the GlobalmatiX software together with all individual city regulations and tariffs. This means that car users would not have to register individually per city.

Information on the publisher

GlobalmatiX AG, a subsidiary of Softing AG, is a Mobile Virtual Network Operator (MVNO) which offers mobile data communication for vehicles and machines of all kinds in Europe and North America, as needed in the areas of (partially) autonomous driving as well as in other "Connected Car Services" of vehicles and machines.

Address

GlobalmatiX GmbH | Richard-Reitzner-Allee 6
85540 Haar, Germany

Contact

Phone +49 (0) 89 456 56-0 | E-mail info@globalmatix.com
Internet globalmatix.com | @Globalmatix GmbH