

Smart INSECT:

Toyota's cloud-enabled
new concept electric vehicle



Maj Gen (Dr) R Siva Kumar

"Navigational maps will follow the trajectory set by the market dynamics as it is best developed by the private geospatial industry"



**Datuk Hj Shaheen
b Mirza Habib**

"Technologies such as GPS based tracking systems and solutions have benefitted both the technology providers, services and solutions providers"



Shane Murphy

M2M mainly faces the challenges of exploding growth (a good problem!)

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Auto industry not generating revenue from apps says IMS Research

LBS revenue to cross \$4 billion mark in 2012

ILS Technology inks partnership with Industrial Networking Solutions

u-blox introduces low-power GSM/GPRS modules

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It's time to move on

The telematics industry in India is engaged in an interesting discussion of what is the operational tracking units and hence the sustained revenue which is being generated from it. To an extent those who are raising this issue maybe correct that within short passage of time, the operational units become quite less than the numbers which are in the contract and installed. But does it give all the reason to hold a pessimistic view for an extremely promising industry?

We have seen policy push coming from government for the vehicle tracking services. It has been made an integral part of larger project like waste management system across the country. The state police departments have been mandated with the implementation the tracking of patrol vehicles for better service through Dial 100 in Integrated Mission Mode Project under the NeGP. In PDS and Civil Supplies, the judiciary has intervened to ensure that efficiency and transparency is brought into this system through the use of better processes and tools like vehicle tracking. It may not really convert into the functional numbers overnight. But surely the push from the government highlights the applicability and usefulness of vehicle tracking system, and that it has passed the grilling eyes of consultants who write the DPRs and bureaucrats who mean business.

In the industry front, many of the leading logistics and supply chain companies have implemented the basic VTS for ensuring the safety and online status report. The logistics and transportation industry has many challenges which lead to the

high cost of freight movement, like: octroi, stoppages & check points, road, port and warehouse infrastructure etc. Even if vehicle telematics is able to marginally reduce the cost of freight movement through driver behaviour monitoring, better vehicle maintenance or regulating the stops and routes taken, it should recover a part of the initial investment made into this system. According to Deloitte, the market size of Indian logistics sector is around USD 90-125 billion, which according to them may be an under-estimate considering the Indian economy which is over USD 1.73 trillion. If we have the retail FDI come through, it will further add to the growth and perhaps hasten the consolidation of the fragmented logistics industry. The impact should percolate to the vehicle telematics industry.

It's time the telematics industry service providers move the battle ground from hardware to software application and help explore the ways in which it can help the enterprises increase their operational efficiency. The horizon for application software is vast and we have all the necessary skill sets here to provide the services. Vanilla tracking, with data used for providing customers an online report of where his goods are and use this device to track the vehicle in case its stolen has fulfilled its purpose and helped us cross the desired milestone, the 1st stage of Nolan's Growth Model i.e Initiation and we now need to prepare for 'Contagion'.

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Himachal Pradesh to introduce ITS

Himachal Road Transport Corporation (HRTC) is planning to introduce ITS in the state for enhanced commuter convenience and safety. It is expected that, in coming months HRTC may



introduce the full fledged ITS operations. The implementation plan is part of a Rs 6.9-crore ITS project under the centrally funded modernisation scheme.

Corporation has approved the proposal to install the vehicle tracking system (VTS) based on the GPS in 1,000 buses in the first phase to cover all long-route services. Infrastructure Leasing and Financial Services Limited (IL&FS) will be implementing the project over a period of three months.

Magnasoft NorthStar gets Red Herring 100 Asia Award

Magnasoft NorthStar, provider of location-based child safety platforms in the Amazon cloud has been named the 2012 Red Herring 100 Asia Award winner. NorthStar is an integrated child and school bus tracking and monitoring solution that enhances safety and accountability for children while they travel to school and back.

Amongst 700 participants from telecommunications, security,



software, hardware, biotech and mobile industries, the company was chosen as the winner on both quantitative and qualitative criteria, such as financial performance, technology innovation, quality of management, execution of strategy, and integration of solution.

Garmin: Voice guidance in five Indian languages

Garmin has introduced voice guidance in five more Indian languages — Punjabi,



Tamil, Kannada, Telugu & Malayalam — in all models above nüvi 1000 series and personal navigation devices (PNDs).

The product was earlier launched with Hindi and Indian accent English voice guidance. Now, the additional five languages facility will also be available in all models above nüvi 1000 series PNDs including nüvi 40 LM, nüvi 50 LM, nüvi 2465 LM and nüvi 2565 LM.

Bihar gets good results with computerized PDS

National Spatial Data infrastructure(NSDI-India) is a division of Department of Science and Technology, Ministry of Science and Technology and is headed by Maj Gen (Dr) R Siva Kumar.

Spatial Data Infrastructure has been acknowledged world over as a vital need for every nation for its growth and governance. India has made good progress under dynamic leadership of Maj Gen Siva Kumar right from its inception till date. Telematics Wire explores how NSDI-India would impact telematics industry from the perspective of availability of navigational map data, mapping policies and government initiative for vehicle telematics.



Maj Gen (Dr) R Siva Kumar

CEO NSDI, Head NRDMS, Dept. of Science & Technology
Ministry of Science & Technology

SDI is playing an important role in development and maintenance of spatial (map) data for infrastructure and utility services. In this context please share your vision of NSDI in India in 2020?

Since its inception, NSDI is striving to improve the spatial data management in this country and is working for the alignment of spatial tools and technologies to the business processes of the organizations. The interoperability and open standards are the fundamental to unlock the power of these technologies. Interoperability at the higher level at least up to organizational interoperability is the need of the hour. In the domain of standardization, NSDI is now actively working with BIS and all the standards developed by NSDI will be co-branded with BIS to have de-jure standards for the country in the geospatial domain. Soon we will have the status of participating member on ISO committees. In the coming years there will be ubiquitous OGC compatible web services and service chaining and on line digital rights management will take the centre stage.

Can NSDI also facilitate the meta-data of navigational maps in days to come?

Why not? Navigational maps are very much required by a common user and it is a common example of commercialization of map. However, I feel this will follow the trajectory set by the market dynamics as it is best developed by the private geospatial industry. NSDI is examining the feasibility of registering web services and the Metadata of non governmental agencies.

Is there any possibility that government mapping agency provide navigational map services specifically to the large segment of users in PSUs and government sector using VTS in near future.

Survey of India (SOI) has ambitious plans to establish a virtual reference system which should enable navigational map services by both private and government agencies.

Do you see further liberalization in geospatial data policy by the government, with the growing use of maps in various new emerging segments like VTS?

Government of India brought out National Data Sharing and Accessibility

Policy (NDSAP) which facilitates the access to data collected from public funds in a pro active manner. A data portal data.gov.in is now operational. Topographical map data of Delhi generated by SOI is now available on this portal as a Web Map Service being streamed from India Geoportal of National Spatial Data Infrastructure (NSDI). The policies are continuously fine tuned with changing needs and perspective of the society.

Recently there were media reports on capture of 3D navigational video of cities in India by Google for its StreetView. Can you throw some light on government view point on this?

The Government is encouraging technology applications to improve and enhance the quality of services to common man whether from Government agencies or from private sector. To that extent, 3D navigational data provides a real view as one would see when travelling and adds value to navigational solution besides opening avenues for other applications. However, we need to take into consideration the privacy and security issues while designing applications based on geospatial data.

whereabouts of the school bus and its estimated time of arrival, etc.

Bengaluru cab on location based app services

Ola Cabs in Koramangala has launched an app for Android, iPhone and web users. Through this app, one can book a cab, and track it on their mobile phone until it reaches them. Ola Cabs also has an app for drivers, which acts as an in-car navigation and communication device.

According to data provided by Ola Cabs, the sector is valued at around \$6 billion and is growing at close to 30 percent CAGR. The company already has a fleet of 2,000 cabs across two cities (Mumbai and Bangalore) and plans to expand to six Indian cities in a year's time.

Rosmerta's Multitrack to be powered by GPS/GSM technology from u-blox

Rosmerta has chosen u-blox as the GPS and GSM wireless module technology provider for its transport and road safety device Multitrack. The device integrates u-blox' NEO GPS receiver and LEON GSM/GPRS modules.

Multitrack is an integrated high security vehicle tracking device used in personal and corporate vehicles in the logistics & transportation industries, public and school transport, government vehicles, and taxis. Multitrack enables companies and organizations to track and locate their vehicles via mobile notifications and web interface, as well as keeps parents informed when students board their school bus, and when they are approaching their drop-off point.

GPS tracking system for waste management

in Jamshedpur

Under a Rs 33 crore solid waste management project for Jamshedpur, all the vehicles used in collection of wastes either through door to door or from dustbins and vats would be installed with GPS tracking system for better accountability and ensure that even small localities and by-lanes are covered for collection of wastes on a daily basis.

Officials said that the system also helps in better fuel and speed management. As per the project report of the Gurgaon based operation and maintaining agency for the solid waste management project SPML Infra (formerly Subhash Projects and Marketing Limited) over 600 work forces would be moving in nearly 100 auto tippers for door to door collections. The agency would be looking after the project for 30 years as per the agreement. Over 50 trucks, mounted compactors, two JCB excavators and six truck tippers (Hyva make) would be operational for the project.

Mangalore City Corporation to track its outsourced vehicle

Mangalore: City Corporation Commissioner Harish Kumar K recently announced that the Corporation will install tracking devices in all its outsourced vehicles. This move would particularly help to monitor whether the vehicle has been used for attending the complaint or not. Presently it is being implemented in the electrical wing and would soon be used in all the vehicles outsourced for maintaining sewage network, manholes, and pump houses.

Lepton Software unveils eNavMaps V 4.2

Delhi: Lepton Software has unveiled the new version of its Navigation Maps – eNavMaps. Covering 664 cities, the new version comprises added features like Mountain Peaks Points (listed points of high altitude mountains in India, crucial for tourism purpose) & Pass (route information regarding 2 areas separated by major mountain) and Ferry Routes (Crucial for sea navigation) & Terminals (crucial for ship loading and unloading) etc. The eNavMaps data is verified through extensive ground survey and provides large number of POIs across 100 categories.



Security Services Association of Malaysia (PPKKM) is a non-governmental organization which comprises of security companies registered and licensed by the Ministry of Home Affairs, Malaysia. It has over 400 members security companies in its fold. **Datuk Hj Shaheen b Mirza Habib, President PPKKM shares his views about the journey of the organization so far with Telematics Wire.**

Could you kindly provide an overview of the PPKKM and its activities in Malaysia?

Security Services Association Malaysia (SSAM) or Persatuan Perkhidmatan Kawalan Keselamatan Malaysia or PPKKM was registered in 1980 when there were only about 90 security companies. The Association is a governing body for the security services in Malaysia. The Association assists the members by providing information on government tenders and setting the minimum service charges to be charged to the customers. The Association keeps the record of all the training provided and the statistic is given to the Home Ministry to assist them in regulating this sector in terms of availability of trained manpower, training standards etc.

Security has seen lot of investments at various sectors across the world. Do you see this trend to continue and government organizations and industry will spend more for security in coming years in Malaysia?

As we all know that the smooth functioning and consistent growth of any country is primarily dependent on the highest level of safety and security of its people and key assets and infrastructures, hence, investments in the area of safety and security of people, assets and key infrastructures are of primary importance today. This has also allowed the safety and security industry to grow manifolds all across the world and also in Malaysia. Malaysia has seen a very interesting trend and immense growth in the safety and security segment with the technological advancements reaching the common masses. This trend is and will continue to grow right from an individual/personal

security to various businesses, un-movable and movable assets, to vehicle and cargo safety etc. as safety ensures the integrity.

What are the security challenges faced in Malaysia today? Do you think it is necessary to invest in security and secured solutions especially in the transportation and supply chain logistics sector?

Like any other country or place in the world, there are security challenges faced in Malaysia as well, some of the challenges are personal safety safeguarding the transportation and supply chain logistics, security of installations etc. Today hundreds of millions of people and goods are transported not only all across the country but also cross borders and, any kind of compromise with the safety and security at any point of this transportation and supply chain logistics can be devastating to all.

Could you kindly provide us your views about the usage of GPS based tracking system in security service solutions?

In the case of security services solutions especially, the use of technologies such as GPS based tracking systems and solutions have benefitted both the technology providers, services and solutions providers and as well as their customers, end users and consumers. Such as in the case of cash-in-transit vehicles, high value consignments, cold chain logistics, pharmaceuticals etc. requiring an extremely high level of



Datuk Hj Shaheen b Mirza Habib

President Security Services Association of Malaysia (PPKKM)

integrity and a real time control and end-to-end monitoring to ensure safe, secure and timely transit and deliveries, which indeed can only be achieved via the use of technology such as GPS based tracking systems and solutions.

Will PPKKM look forward to sensitisation and awareness creation of technologies like M2M and Telematics for security services?

PPKKM at all times keeps itself most updated and informed on various technological advancements by way of its participations in various prestigious technology, security and business workshops, seminars, colloquiums, conferences & exhibitions etc. and also encourages each of its member companies to also actively participate, learn and benefit from such prestigious events. One of the examples of which is PPKKM's participation in the 'Business Security Conference' the theme of which is "Improving Business Through Crime Reduction", organized by the Malaysian International Chamber Of Commerce & Industries (MICCI) on the 31 October 2012, at the Royal Chulan, Kuala Lumpur, where we will have speakers from M2M and Telematics industry, this will be a very good opportunity for PPKKM and its member companies to actively participate and learn and benefit from the event on M2M and Telematics technologies. So you will realize that PPKKM is already doing its best to sensitize and create awareness of the focussed technologies for security services industry.

Freescale and ALPS to develop automotive infotainment and telematics solutions



Tokyo: Freescale Semiconductor and Alps Electric have inked partnership to develop automotive infotainment and telematics solutions based on the Freescale i.MX 6 series of applications processors. Alps Electric's connectivity modules will leverage the peripheral I/O available on high-performance and scalable i.MX 6 series applications processors to provide comprehensive platforms targeting next-generation driver information systems.

With this collaboration, automakers and tier one suppliers of infotainment and telematics systems can access a broad range of ready-to-use, cost-effective connectivity solutions for their next-generation systems using Freescale i.MX 6 series applications processors.

Common platform for CAR 2 CAR communication to be ready in five years

USA: Volvo Car Corporation has united with CAR 2 CAR Communication Consortium together with other European automakers and suppliers. Volvo aims to have a common platform for CAR 2 CAR communication ready within five years. Volvo Car Corporation has inked a memorandum of understanding with the members of the CAR 2 CAR Communication Consortium pertaining to the implementation of standardized technology for communication between cars from 2016 and onwards.



Etisalat and GAPCorp to provide mobile communication solution for vehicle tracking



UAE: GAPCorp FNI FZ LLC has signed a business partnership with Emirates Telecommunications Corporation [Etisalat] to offer mobile communication solutions for GPS vehicle tracking systems and Radio Frequency Identification [RFID] based solutions. Both GPS tracking devices as well as the RFID readers will use Etisalat Mobile SIM Cards to send or receive the data. As a result of this partnership, GAPCorp plans to sell over 100,000 units of its GPS vehicle tracking systems in the first year and increase it to over 350,000 units by 2016.

TeleNav acquires ThinkNear



USA: TeleNav has acquired ThinkNear for \$22.5 million, including \$18.5 million in cash. The ThinkNear location-based advertising network reaches tens of millions of customers and it gets more than seven billion impressions per month. ThinkNear ad engine comprises Situational Targeting, showing up ads based on location (geo-targeting down to 100 meter) and context (weather, traffic, population density, local events, etc.). With this acquisition TeleNav combines their own 34 million users of mobile turn-by-turn navigation with 7 Billion location-tagged mobile impressions per month.

Swedish Transport to use TomTom's OpenLR



Sweden: TomTom has announced cooperation with the Swedish Transport Administration (STA) to exchange updates on road traits eyeing the improvement of the map database quality. As part of this cooperation, STA has adopted TomTom's OpenLR location referencing technology which will enable STA to share speed limit changes with TomTom on a daily basis.

Smart INSECT: Toyota's cloud-enabled new concept electric vehicle

U S A :

Toyota has unveiled a new concept of cloud



enabled passenger car – Smart INSECT, that stands for “information network social electric city transporter,” it would connect the home, vehicle, and people in new ways through Toyota's cloud services. The Smart INSECT's cabin features flashy gull-wing doors, and comprises new features like face and voice recognition. Motion sensors and cameras recognize pre-registered drivers as they approach, and will greet him or her with blinking lights, sounds, and messages from the instrument panel. It also anticipates the driver's intentions by tracking body movements, such as opening doors automatically when the driver reaches for them.

The interior comprises a big display above the steering wheel that offers a detailed GPS navigation system, which is connected to the cloud-based Toyota Smart Center, which hosts a virtual agent that can provide navigation instructions via voice command. Can you detail out this news into a half page article

Partnership with local companies a must for license under new telematics regulations in Chinese market



London: According to a news report from ABI Research, the new regulations rolled out in China, are emerging as a driving factor for boosting business of the Chinese commercial telematics market. But the only glitch that restricts the involvement of western companies is the licensing requirements that require multinational telematics service providers (TSPs) to partner with local companies.

Auto industry not generating revenue from apps says IMS Research



USA: Recent consumer survey by IMS Research indicates that a very less number of people from the U.S., U.K. and Germany have shown willingness to pay for apps in the car, if they were available. IMS report states the consumer attitude as a bad sign for the automotive industry as it searches for ways to monetise the in-car experience.

The results from the survey also showed that a 'willingness to pay' for apps doesn't always equate to extra revenue. The survey showed that 55 percent of smartphone and tablet owners would be willing to pay for apps, but in actuality nearly 70 percent have never paid for an app.

Globally 49% of new vehicles to be equipped with safety and security telematics by 2017

UK: The latest research "Safety and Security Telematics" from ABI research forecasts that penetration of safety and security telematics solutions in new vehicles will increase from 10.2% in 2012 to 49% in 2017.

Even though most of the OEMs prefer to opt for embedded systems as only reliable way to implement telematics safety features, Ford continues defying this paradigm by bringing emergency calling functionality via its hybrid phone-based SYNC system to Europe in 2012. In a similar vein, Ford has partnered with insurance vendor, State Farm, in the US to launch smart phone-based UBI solutions. In both instances, Ford is aiming to roll out products across its entire vehicle range to all its customers at no additional cost, bringing safety telematics and UBI within reach of the mass market.

Global commercial vehicle telematics market to grow at a CAGR of 9.09 percent by 2015



USA: TechNavio's latest research report on global telematics forecast that the global commercial vehicle telematics market will grow at a CAGR of 9.09 percent in terms of revenue over the period 2011-2015. One of the main drivers for this growth is the emerging fleet tracking and trailer

tracking system subscriptions, which directly influence the demand for commercial vehicle telematics. The Global Commercial Vehicle Telematics market has also been witnessing the increasing usage of cloud-based telematics during the forecast period. However, the high cost of telematics is seen as a hurdle to the market growth.

LBS revenue to cross \$4 billion mark in 2012

UK: A recent report from ABI Research forecasts that the revenue generated



from the location-based service will cross the \$4 billion mark in 2012. The report indicates that the LBS market is gaining momentum and sustainability due to the availability of free turn-by-turn navigation on all major smartphone OS as well as a combination of other application segments and advertising will also be a crucial element to sustain a healthy LBS market.

Vehicle navigation leads the GPS application market says RNCOS report India: According to a latest research report by RNCOS, "GPS Market Forecast to 2015," vehicle navigation market is predicted to have the largest share in overall mobile location technologies market. Based on the current market scenario, the report predicts that the vehicle navigation market will grow at a CAGR of over 9% during 2012-2015. With the said figure, the vehicle navigation share in the total mobile location technologies market will hit more than half of the total market, majorly due to higher use of portable car navigation devices.

McLeod Software teams up with Spireon FleetLocate for integrated trailer tracking



UK: Spireon and McLeod Software have announced the integration of Spireon's FleetLocate real-time trailer data into the McLeod LoadMaster Enterprise system. With the integration, fleets can gather and leverage business intelligence to save significant costs, enhance customer service and make faster, more profitable business decisions. FleetLocate's real-time trailer visibility enables fleets to see which trailers are underutilized, and helps identify where there's a real need for more trailers. This data also allows transportation companies to minimize their overall trailer count while maintaining the same amount of workload. The first transportation company to use the integrated system is Tuttle & Tuttle Trucking based in Cleburne Texas.

Zonar launches V3 telematics platform

USA: Zonar has launched the V3 telematics platform for optimizing fleet management operations. The V3 gathers data directly from the vehicle ECM, integrates that information with satellite GPS readings and transmits the data over 3G networks for quick



and insightful high precision reporting.

The new V3 comprises GPS tracking capability, 3G high speed data connection, built-in accelerometer, WiFi, and ultra low power sleep mode—all at OEM quality levels reportedly far above any other devices in the industry. The new technology equips fleet managers with essential information to make important operational decisions, improve data and tracking accuracy, and increase overall safety and efficiency.

Fleet Genius PRO - Cloud based fleet management application



Prova Systems has unveiled its new cloud-based Fleet Genius PRO fleet management application. The fleet management app functions with Prova's Fleet Manager-in-a-box fleet management plug-in VHM OBD-2 monitors and Zigbee/802.15.4 wireless access points. The upgraded Fleet Genius dashboard enables customers to streamline their fleets easily with bold, visual KPIs (key performance indicators), in-depth fleet metrics, and alerts all available from the home screen. The system supports full analysis of vehicle emissions system health and automated DTC decodes (diagnostic trouble code). Customers can trace the detailed history of any vehicle or driver to obtain critical fleet information and history.

Fleet Genius, being cloud based, supports vehicle and driver trip tracking and analysis, preventive maintenance management, driver behavior monitoring, fuel economy tracking and analysis for vehicles and drivers. The system also enables sophisticated and configurable fleet management alerts which permits email alerts to be sent to drivers, vehicle maintenance teams and management teams. It can be accessed 24x7 on any browser and supports PCs, MACs, tablets and smartphones. The system is compatible with operating systems comprising the most popular from Microsoft, Apple, and Android used in business and government applications.

Zonar launches 2020 telematics tablet for transportation industry

USA: Zonar has launched the 2020 telematics tablet aiming to revolutionize the transportation industry. 2020 tablet is a portable device that can provide electronic inspection, hours-of-service, instant driver feedback, fuel efficiency, two-way messaging and advanced commercial navigation in an open platform that enables fleets to integrate other systems and customize its use.



zonar 2020 tablet

The all-new 2020 enables drivers to enhance productivity with upgraded vehicle operation applications and an easy to navigate touch screen. Data captured with the 2020 is instantly available to fleet managers for powerful reporting and process improvements.

Volkswagen infotainment to use NAVTEQ maps

USA: Nokia has announced that its Location & Commerce business is supplying NAVTEQ Maps and data to the Volkswagen Group for its new Discover Media and Discover Pro infotainment systems. Both the Discover Media and Discover Pro will offer global, premium quality NAVTEQ Maps with drivers opting for the high end Discover Pro also gaining perks from advanced features such as 3D visual guidance and a real-time traffic service. With Nokia, Volkswagen Group is enhancing its offering with 3D Landmarks and 3D City Models which are designed to help orientation in unfamiliar surroundings.

Mazda to continue TomTom partnership for connected navigation

France: TomTom has announced that it will continue to offer connected navigation to Mazda with TomTom navigation for the all-new Mazda6 models across Europe. The Mazda Navigation System NB1 is seamlessly integrated into the car's the dashboard, offering TomTom's LIVE Services including the HD Traffic. With access to this real time traffic, as well as TomTom's maps and navigation software, Mazda aims to offer an enriching navigation experience to the drivers.

Google introduces APIs for location based applications

USA: Google has introduced two new APIs for Google Maps specially for tracking the location of vehicles, mobile resources and employees. The new Google Maps Tracks API will enable developers to build apps that can store, display and analyze GPS data on a map. As per Google, the API will



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enable organizations "to develop customized location-based applications to meet specific business needs." The API will also allow developers access to features like geofencing.

The Google Maps Geolocation API allows developers to get more exact location data without the need to use a GPS. Instead, the service tries to triangulate the location by looking at the cell towers and WiFi access points around the location.

AutoNavi makes AMAP available on Windows 8

China: AutoNavi has announced the availability of its AMAP map application for Windows 8 as Microsoft kicked off the launch of their new operating system in Shanghai on Thursday.

Key features of the app include a 3D view, location sharing, location alerts and split-screen capability that enables users to perform other functions while still viewing their map.

u-blox introduces low-power GSM/GPRS modules

Switzerland: u-blox has introduced SARA, a new line of low-power GSM/GPRS modules targeted at cost-sensitive applications. Packaged in a compact 16 x 26 mm LGA module, SARA modules delivers solution to a wide range of M2M applications requiring dual or quad-band GSM/GPRS, voice and/or data, optional Internet suite (embedded TCP/IP, UDP/IP, HTTP and FTP), and in-band modem support for eCall and ERA GLONASS emergency call applications. Extremely low power consumption makes SARA compatible for portable applications.



SARA modules are suited for M2M and automotive applications such as Automatic Meter Reading (AMR), Remote Monitoring Automation and Control (RMAC), surveillance and security, road pricing, asset tracking, fleet management, anti-theft systems and Point of Sales (PoS) terminals.

Korea: D.O.Tel chooses Telit modules for logistics and parcel industry



Seoul: D.O.Tel has chosen M2M modules from Telit Wireless Solutions for integration into DOTH-200 and DOTH-300 scanning PDA devices for logistics and parcel services.

D.O.Tel's DOTH-200 and DOTH-300 boast compact dimensions, as small as a smart phone and only 220g in weight. At the same time, they are highly rugged, and therefore suitable for use as industrial PDAs. D.O.Tel has also successfully incorporated 45-degree scanning angle. The products feature 1D and 2D barcode scanner, HF RFID reader, Bluetooth, and GPS. By using the Samsung ARM11 800MHz CPU, these devices can process data in high speed, and because of Window CE 5.0, they have enhanced scalability, security and stability in operation.

By using these PDAs with Telit's

UC864-K, parcel service providers can track real-time delivery status information from the direct connection to systems in the head office. This enables a more accurate understanding of sales data and revenue statistics, and also helps provide accurate scheduling and optimal travel routes for high time and fuel efficiency. In addition, by quickly sharing sales information dramatic improvements in the sales process can be reaped resulting in increased sales productivity and customer satisfaction.

KORE Wireless join forces with Optus to expand M2M communications in Asia



USA: KORE Wireless Group has announced further expansion of its M2M network services to more effectively address the expanding Asian regional market. A new agreement with Optus Wholesale

enables KORE to deliver on its 'Regional EpiCentre' approach, bringing together best-of-class Tier One wireless carriers in clear geographic regions around the globe.

KORE Global Connect enables customers to connect into the KORE high-reliability M2M network hubs in Asia or North America to access the best regional networks for their business needs. The KORE global network supports 2G/3G data communications as well as SMS services. Managed through the leading PRiSMPro business management platform, KORE claims to provide a single view and centralized management capabilities of all devices throughout the world, with the ability to oversee inventory, provisioning, activation/deactivation, rate plans, technical support and much more from this single high-availability service platform.

ILS Technology inks partnership with Industrial Networking Solutions for M2M deployment



USA: ILS Technology and Industrial Networking Solutions (INS), have inked partnership to support new adopters of machine-to-machine (M2M) communications with a robust combination of products, engineering services and training.

INS will offer the ILS Technology deviceWISE M2M Application Platform as a stand-alone product and also integrated into a variety of M2M gateway products. In addition, ILS Technology clients in need of integration support can turn to INS for systems integration and logistical support.

Kore Wireless is a leading and specialized provider of wireless services for the M2M marketplace. It is the powering solution and application providers worldwide. **In an interview, Shane Murphy, VP and GM Kore Wireless Asia Pacific & Mach Communications talks about the industry and challenges.**

Could you kindly provide an overview of Kore Wireless and its businesses?

KORE provides access to GSM, SMS, 3G, LTE, and Satellite networks across the globe. Today we are operating in 10 locations throughout the USA, Canada, Australia and now Singapore. We service customers who operate in nearly every country – from the USA to Ukraine, Australia to Azerbaijan

Could you kindly update our readers on the industry solutions which Kore Wireless offers, globally and especially in the region of Asia?

KORE offers connectivity through our carrier partnerships in the region – Iridium Satellite and via our network of GSM/3G carriers. KORE's products are especially helpful to customers who have operations that either cross borders (i.e. tracking) or who operate in multiple countries. We can offer a multi country regionally based service with a standard price that covers for example: Taiwan, India, South Korea, Japan, Singapore, Malaysia, Hong Kong, Thailand, Indonesia, China and the Philippines.

we understand M2M applications require a high level of reliability and a long service lifespan. How does Kore Wireless plan to address these factors?

KORE's internal network is carrier grade and of the highest reliability. In each region we operate a fully redundant dual site data centre with automated failover in the event of an outage. We recognise that connectivity is the lifeblood on which our customers depend and we go to great lengths to make sure that the KORE network is available at all times.

What are the challenges faced in M2M domain today? Is the present comm-unications system a limiting factor to the growth of M2M and Internet of Things?

M2M mainly faces the challenges of exploding growth (a good problem!), and the nature of the telecoms industry which has regular network changes and upgrades over the lifecycle of our customer's business. These means building and maintaining good working relationships with our network partners so that we can work with them and our customers to ensure the best technology solutions are made.

For example in some countries a few networks are assertively working to close down GSM networks in the next 3-4 years. In these countries we work with our customers to implement upgrade strategies that minimise the impact on their business, while also working on 2G GSM in the majority of networks which are indicating to us that they see active GSM networks until at least 2020.

How is M2M Technologies making difference in the transportation and supply chain logistics sectors?

m2m has transformed logistics operations in ways that we only hoped for – it has enabled a real paradigm shift in the industry. Real time signature capture and billing, parcel tracking and driver management systems have in many countries done much to change not only the operational aspect of the business, but also the public face as they have helped to rationalise the industry and removed from the business many of the fringe operators with poor practices. M2m has enabled transport operators



Shane Murphy

VP and GM Kore Wireless Asia Pacific & Mach Communications

and customers to obtain both transactional data and real time management information that has significantly improved service times, delivery performance and safety across the board.

Could you kindly share your experiences of South East Asian markets for M2M?

KORE has recently opened our first office in the South East Asia at Singapore. Local markets are developing fast and are very dynamic as carriers here respond to growing demand for M2M services. The product acceptance lifecycle here appears to be much quicker than it has been in Western countries as local ASPs and OEMs leverage the experience they have gained from export markets. We are very bullish on the growth prospects for this region – many commentators expect growth here to outstrip North America and Europe over the next 10 years and we would agree with that assessment.

Q. What are your plans for South Asia markets, particularly India?

Currently we intend to go slowly in South Asia. The market in India is complex and framed by a unique regulatory and technical structure. KORE currently supplies services from our global partners in to India, but they are not always best suited for local partners. At this stage we are working to learn how best we can work with partners in India and to determine the best path forward to obtain local connectivity equivalent with that we enjoy in other regions. Once we are confident that we can deliver a tier 1 product that is competitive and flexible, then we will look to deploy more services in the region.

Mobile roaming revenues to scale \$80billion by 2017 says Juniper Research

UK: According to "Mobile Roaming: Challenges, Opportunities & Market Forecasts 2012-2017," new report from Juniper Research, the operator revenues generated from mobile roaming is forecasted to exceed \$80 billion by 2017,

compared to over \$46 billion this year. The key factor for boosting the revenue will be the increasing data usage and a reduction in roaming charges. This equates to almost 8% of operator billed revenues by 2017.



Global mobility services assist MNC's to prosper in Asia-Pacific markets

USA: According to Ovum Research's Decision Matrix: Telco Mobility Services for MNCs in Asia-Pacific, the increasing demand for global mobility services contract has boosted global companies' advantage in Asia-Pacific markets. Key players in mobility services have maintained their strong position over the last year, but a range of new challengers have increased their presence in mobility services, and are closing the gap. But with no mobile network assets, the challengers continue to face difficulties in positioning their mobility services, as customers still tend to look at mobile operators as the natural providers of these services.

Ovum rates nine providers of mobility services in this report. These telcos are among the leading providers of mobility services to MNCs in Asia-Pacific today based on the scope of this study, which includes international roaming, remote access, mobile security services, FMC/mobile UC, managed mobility, mobilizing data applications, and emerging M2M services.

Connected Devices to generate \$1.2 trillion revenue opportunity by 2020

The wireless industry is forecasted to see a \$1.2 trillion revenue opportunity growth out of the connected devices market by 2020. Global Information Inc (GII) along with its research partner Machina Research has launched three new market research reports on intelligent buildings, smart cities, and utilities. M2M will be instrumental in enabling communications across wider "horizontal" platforms in several key sectors. Intelligent buildings, second only to Consumer Electronics, is one sector that represents a huge opportunity for M2M.

South East Asian smart grid markets to scale US\$3B by 2018

FROST & SULLIVAN

USA: Recent research from Frost and Sullivan predicts that the smart grid markets in Southeast Asia, Australia and New Zealand are expected to scale a revenue of US\$3 billion by 2018, up from US\$1.4 billion in 2011, and growth will be driven by those with well-developed industrial infrastructure.

The report states that countries with an advanced software market and a high acceptance for technology will accelerate the smart grid growth. It named Singapore and Australia as two ideal destinations for smart grid rollout, adding that the former has one of the most reliable electricity networks worldwide.

M2M software platform to generate more than \$3.85 billion by 2017

USA: According to a latest research by



ABI Research, on the path to billions of connections and the Internet of Things (IoT), M2M Software Platforms are facilitating the next wave of growth. ABI Research projects that revenues from two platforms currently dominating this market, Application Enablement Platforms (AEPs) and Connected Device Platforms (CDPs), will grow to \$3.85 billion by 2017. AEPs try to do what mobile application development platforms do for smartphone applications – decrease M2M application development time and extend application reach.

Global Satellite SCADA/M2M market to scale \$2.7 billion in 2021

USA: The recent research report on the global market for satellite telecom from



Global Information Inc. and Northern Sky Research, states that the satellite EO industry is progressively moving from growth fed by orders from governmental & military organizations to one based on a more balanced mix of end-users, laying the groundwork for a decade of growth in both data and value-added-services (VAS) segments. A healthy mix of satellite-based SCADA/M2M opportunities is projected over the long term, albeit via a shifting mix of vertical market demand. The global satellite SCADA/M2M market is forecasted to touch \$2.7 billion in 2021, growing more than two-fold from current \$1.2 billion annual revenue base. The market is currently dominated by L-band and is likely to remain the preferred platform over the long term.

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