



TRACKER FOR INSURANCE TELEMATICS INDUSTRY

INTRO

The vast majority of all car crashes worldwide are caused by drivers' errors and unwanted behaviour what brings a lot of trouble for businesses, traffic participants, police, society, and costs billions every single year. To address this issue, here at Teltonika Telematics we have developed and manufactured a sophisticated GPS tracker with a unique feature set and accurate data dedicated to insurers and corporate fleets.

CHALLENGE

Many corporate fleet owners, insurance companies and traffic police are very familiar with unwanted drivers' behaviour - rapid acceleration, speeding, sporty and/or aggressive driving, tailgating, harsh cornering and harsh stops. Furthermore, nearly all car crash causes are due to driver error. According to the [National Highway Traffic Safety Administration](#), '94 per cent of serious crashes are due to dangerous choices or errors people make behind the wheel'.

To get a full-scale picture of the problem, consider this [World Health Organization](#) data:

- Around 1.35 million people are killed on roads all over the world each year.
- Almost 3,700 people are killed every day globally in road traffic crashes and more than half of those killed are pedestrians, motorcyclists, and cyclists.

Going further, traffic accidents cause considerable road infrastructure and property damage, cargo and driving license loss, delays, higher insurance, medical and collateral costs, and a reduction in business revenue and productivity. The price tag - tens of billions of dollars every single year, and motorist numbers keep growing in most of the countries around the world.

On the other hand, the global motor insurance market is estimated to be more than \$880 billion, and it is expected Compound Annual Growth Rate (CAGR) growth of approximately 6.2% by the year 2025. This market niche insured losses decrease is highly demanded and would be appreciated a lot, which creates an up-and-coming business opportunity.

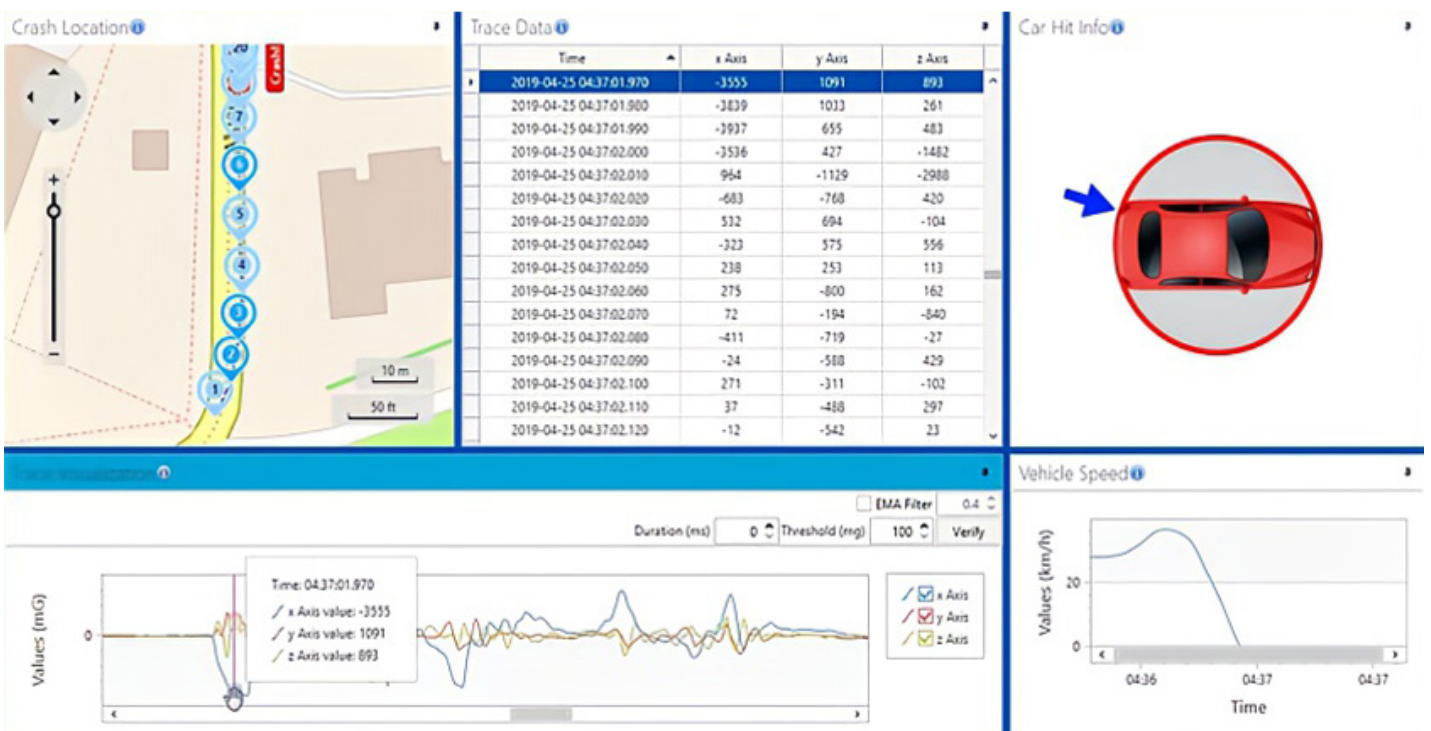
So, the question is this - can advancing IoT technology and Teltonika Telematics, as an industry leader, assist insurance companies, fleet operators, car owners and help to prevent injuries, deaths on roads and financial losses? Yes, we can and here is how...

SOLUTION

By utilising telematics-based products, solutions, analysis and tariffs, insurers undoubtedly may reduce some common risks associated with insuring drivers, leading to fewer claims and higher profits. When a vehicle is equipped with a GPS tracker, it transmits the vehicle geographical location, average trip speed, fuel consumption, driving style details (aggressive acceleration, braking, cornering) and patterns, traffic violations, a fact of the road accident and more.

Thanks to this approach, insurers and customers are getting feedback that informs consumers on how to improve their behaviours and apply the best driving practices. It works for both parties and it is a win-win situation for businesses, traffic participants, police and society.

Keeping all the above in mind, here at Teltonika Telematics we have designed, developed, manufactured and rigorously tested the FAST & EASY category insurance telematics tracker **FMT100** supremely suitable for usage-based insurance (UBI), including various prominent services such as pay-as-you-drive (PAYD), pay-how-you-drive (PHYD), manage-how-you-drive (MHYD), first notice of loss (FNOL), as well as claims processing, accident reconstruction and more.



There is a good reason why FMT100 stands out from the crowd. This is the model specifically dedicated for the insurance industry keeping in mind its specific requirements, extensive market research and best practices in mind. Let's go through some key features and benefits to learn why it is unlike any others:

Installed in under 5 minutes, literally. FMT100 is a top choice for trouble-free fast and easy installation. Connecting this device is so simple that no dedicated professionals are needed. No wonder FMT100 proves to be a highly desirable and preferred solution in the cases of the global pandemic or other uncommon circumstances that require quick actions.

Accelerometer ensures detailed acceleration data in case of a vehicle collision or traffic accident. 200 Hz data frequency for accident reconstruction allows insurance providers to establish what exactly happened. A highly accurate and timely accident data recreation makes the device particularly attractive for insurance companies. No guesswork, confusing eye-witness report analysis or assumptions any more.

Swiftly fitted in tight spaces. The biggest in its class internal high gain GNSS antenna and slim design ensure the required signal strength and allow to mount it directly on a car battery under the bonnet. Also, FMT100 is equipped with double-sided tape and a special clamp connector for the fast and hassle-free power cable connection to a car battery.

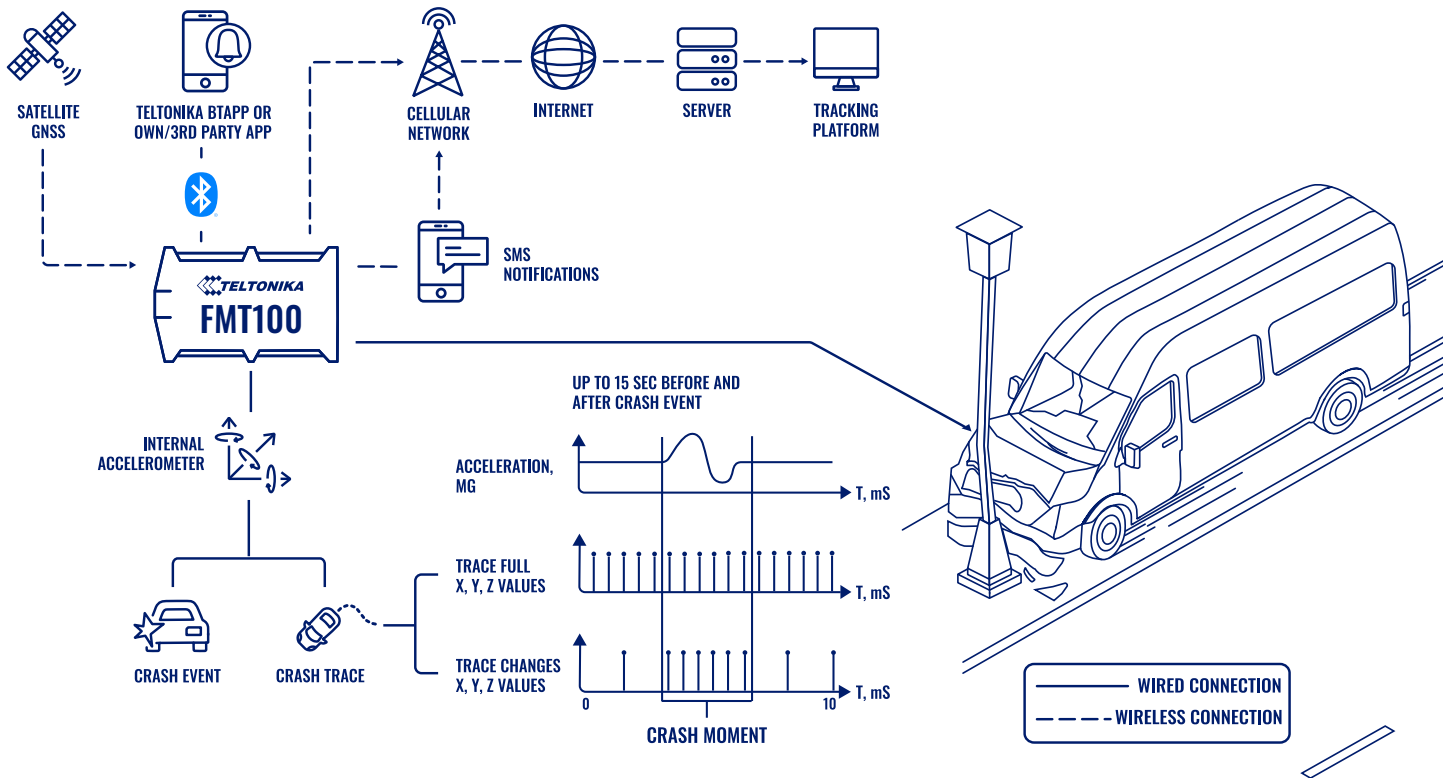
Instant tracker Unplug Detection feature in combination with the internal battery eliminates any attempts to compromise data transmission or deception. Moreover, thanks to its small size, slim shape and potent antenna, this GPS device can be utilised as a secondary hidden 'backup tracker' to ensure a stolen vehicle recovery effectiveness, if the main one has been disconnected, tampered or broken.

Bluetooth® 4.X connectivity to expand its usage scenarios by supporting a wireless OBD dongle, headset, ID beacons and various sensor connections.

Robust IP65 ingress protection casing withstands poor weather and/or freezing winter conditions. Let's dig deeper into crash detection and driver scoring specifics and benefits gained.

Crash detection. Thanks to FMT100 advanced feature set, an insurer can get very detailed crash event data with exact forces, timings, table with coordinates, table with timings and forces and speed changes, various relevant graphs of X, Y, and Z axis changes, table of hits calculations, marked a side and direction of impacts, track events some period before the accident happened, etc. Alternatively, these data protocols can be provided for the insurer's own or Telematic Service Providers [software platforms](#).

TOPOLOGY 1

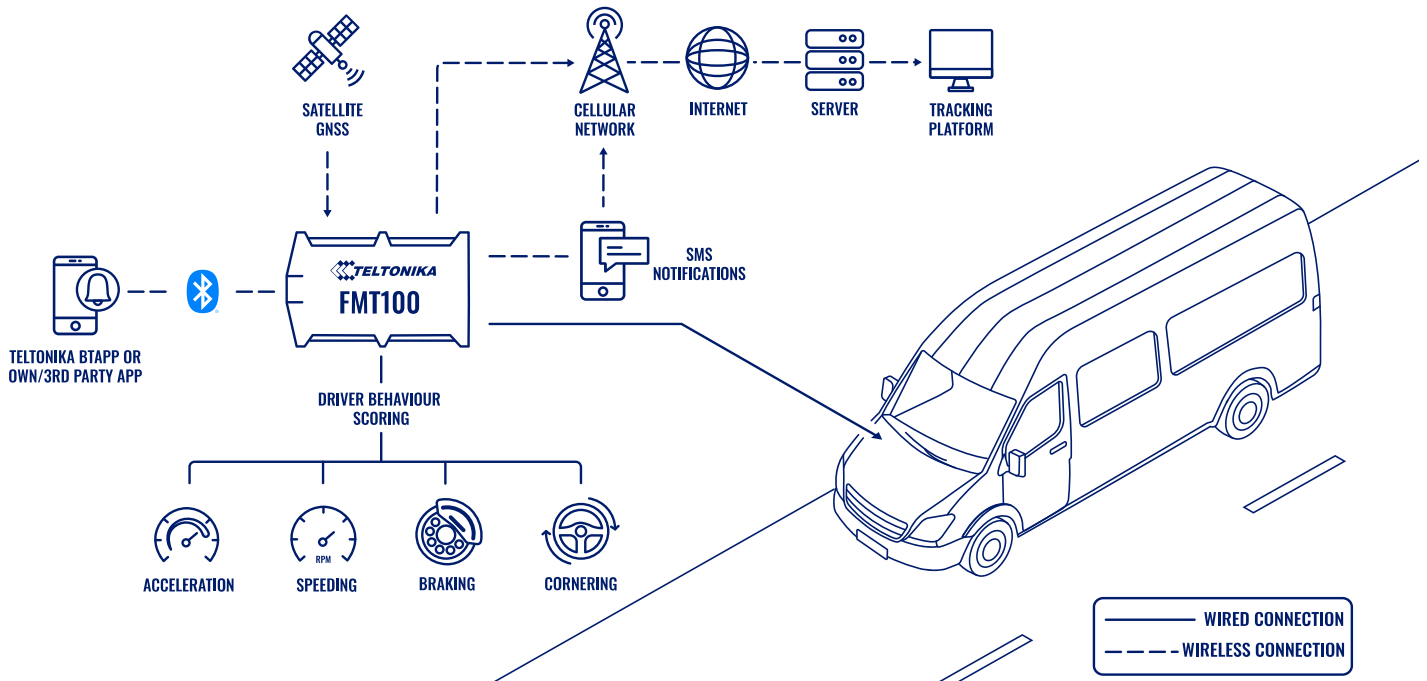


Based on it, an insurance provider will receive an accident notification (aka FNOL) at once and will see a detailed and unprejudiced picture of the accident online. An insurer can call an ambulance and/or police to the scene if needed, may arrange an interview with a driver using special scripts and compare the list of damage, claimed by a driver to the data captured by Teltonika GPS device.

Driver scoring (aka driver behaviour analysis). Based on FMT100 data, an insurance agent can calculate policyholders' scoring (dangerous manoeuvres, detailed vehicle usage pattern factors, driver's eco-friendliness to the environment and so on) and administer tariffs accordingly. This way, obedient drivers will pay less, and unruly ones will be charged more, which helps to improve the company loss ratio, and financial balance sheets and efficiently impact targeted individual driving habits.

By the way, the driver scoring method is perfectly suitable for corporate fleets, too. If applied correctly, this procedure will improve fleet personnel's driving style and safety, and lessen risky driving behaviours, events, accidents, repairs, maintenance and operational costs. For a 4G LTE connectivity solution, you can also choose the FMx880 series of trackers, from the same FAST & EASY category as FMT100.

TOPOLOGY 1



BENEFITS

- **All-in-one insurance industry dedicated feature set** - FMT100 tracker has been designed, developed, manufactured and rigorously tested with insurance industry specifics in mind. All relevant features you need and none of it you don't.
- **Comprehensive and accurate data you can rely on** - a complete and detailed set of data to monitor, analyse and generate relevant reports of client portfolio or corporate fleet drivers. Track vehicle geographical location, average trip speed, fuel consumption, driving style and patterns, traffic violations, facts of the road accident, etc. You name it, you get it. No excuses, full stop.
- **Compact, robust and easy to install** - slim, sturdy, durable and dust/chemical-resistant Teltonika GPS device with a special clamp connector can be swiftly installed in under 5 minutes in any parking lot. No technical skills, experience or prior training is required. If you can screw up a nut, you can do it. Simple as that.
- **Improved loss ratio and enterprise profitability** - by utilising FMT100 model particular feature set, businesses will improve targeted drivers' habits, discipline and safety, lessens risky driving behaviours, events, accidents, repairs, maintenance and operational cost, resulting in a better ROI, cash flow and profits.

WHY TELTONIKA?

For insurance providers and corporate fleets, we offer not 'just a tracker', but the time-tested easy-to-install unique hardware, firmware and feature set combo - the FAST & EASY category highly sophisticated GPS tracker Teltonika FMT100 ideally addressing the market niche requirements.

Here at Teltonika Telematics, we research, design, develop, manufacture, innovate, supply products and provide impeccable customer service to our clients and business partners in over 160 countries around the world. This is the right place to get all you need to succeed - an impressive variety of GPS trackers, accessories and solutions.

Our over 25 years of expertise and innovative approach, extensive global market knowledge, exemplary product quality, state-of-the-art production facilities with automated robotic assembly lines and customer support meeting your expectations give us a competitive edge and make Teltonika Telematics a business partner of choice.

FEATURED PRODUCT

FMT100

RELATED PRODUCTS

FTC881, FMM880, FMC880

