



# Smart Trucks, Smart Cities: The Connected Fleet Today (and Tomorrow)

Connected fleets, the Internet of Things (IoT), and Smart Cities — buzzwords, or reality? They're both. They're burgeoning technology concepts that translate to real dollars and real solutions for today's — and tomorrow's — fleets.

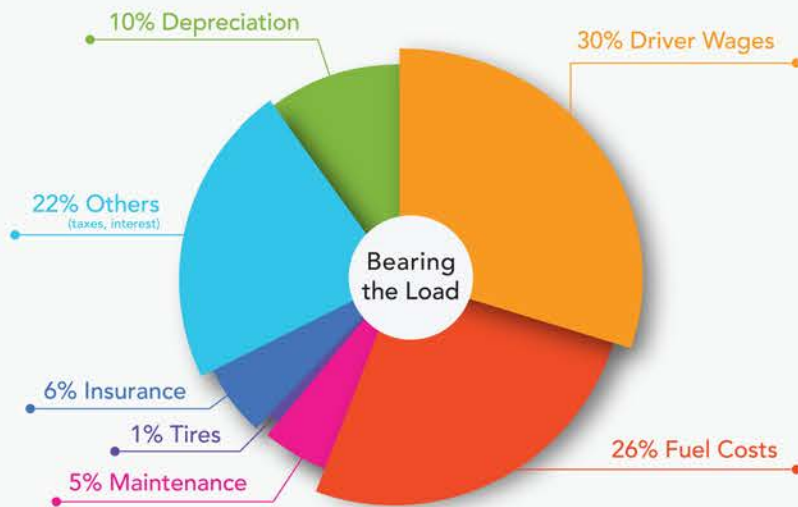


## ABI RESEARCH ESTIMATES THAT BY 2020<sup>1</sup>:

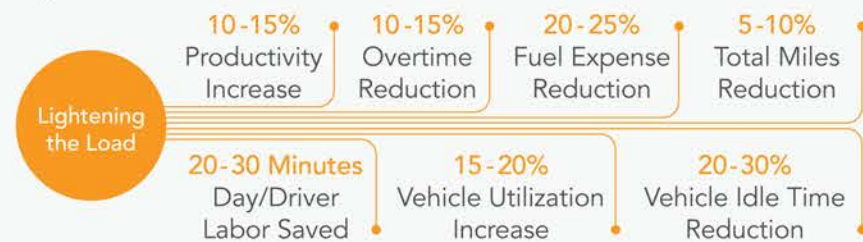
- \$16 billion of Transportation Industry revenues will be related to the Internet of Things.
- 40+ billion connected devices will interact, covering:
  - Smart Cities
  - Smart Transportation
  - Commercial Vehicle Telematics
  - Automotive Safety
  - Autonomous Driving

## WHAT DRIVES THE NEED FOR SMART TRUCKS?

Frost & Sullivan<sup>2</sup> reports that fuel, driver wages, maintenance, and tires together account for 62% of the total cost of fleet operation.



Implementing connected truck technology makes a significant impact on those costs?

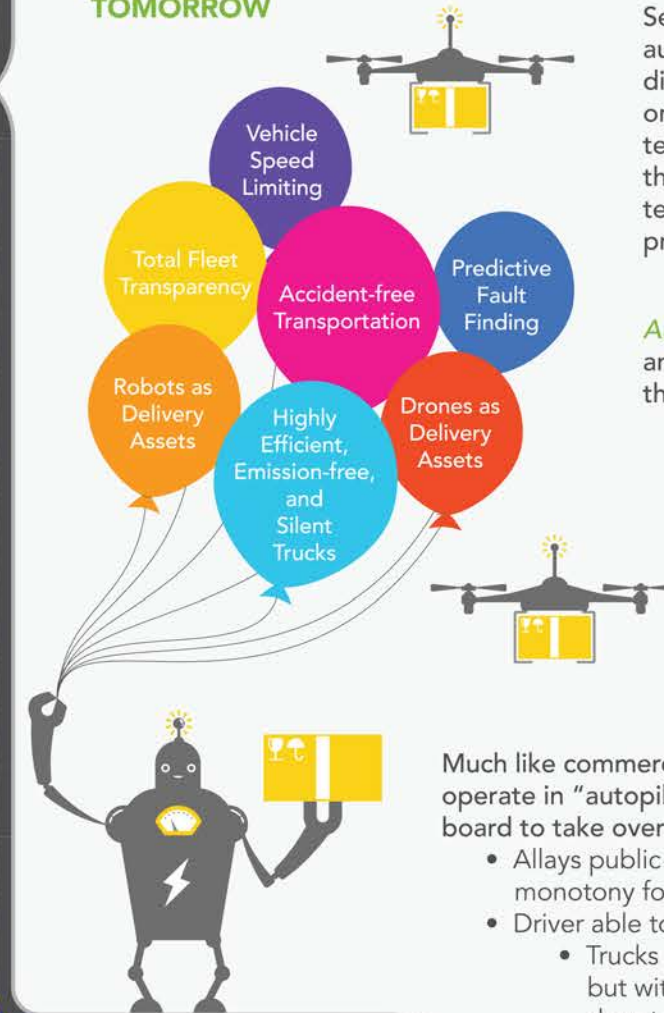


## REALITIES FOR TODAY

But those savings just scratch the surface. Today's *Smart Truck* technology enables:

- Accumulation of Actionable Safety Data
- Critical Event Alerting
- Driver In-Cab Productivity Applications
- Driver Downtime Minimization
- Dynamic Navigation
- Electronic Vehicle Inspection
- Geofencing
- Green Routing
- Telematics for Compliance (for hire)
- Telematics for Tracking (private)
- Telematics for Asset Diagnostics
- Telematics for Preventative Maintenance
- Vehicle-to-Fleet Communication
- Vehicle-to-Vehicle Communication
- Vehicle Uptime Maximization

## POSSIBILITIES FOR TOMORROW



## CONTROVERSY: The *smartest* trucks?

Self-driving trucks and driverless, autonomous trucks — would they disrupt the transportation industry or solve its problems? Legal and technology hurdles aside, consider the two leading applications for this technology and their value propositions.

*Autonomous trucks* handle long haul and hand-off to a human driver for the last mile:

- Autonomous truck handles the monotonous part of driving
- Drivers spend less time on the road, stay closer to home
- Trucks maximize speed, increase MPG by operating at optimal performance levels, and even in platoons to reduce wind resistance

Much like commercial air travel, *self-driving trucks* operate in "autopilot" mode with a rested driver on board to take over when needed:

- Allays public fears while reducing stress and monotony for driver
- Driver able to multi-task while "driving"
  - Trucks maximize speed, increase MPG, but without a need to insert a regional depot into the supply chain for hand-off

And smart trucks make for *Smart Fleets!*



- Asset/Capacity Mgmt
- Business Analytics
- Delivery Confirmation
- Delivery Windows
- Dispatching
- Driver Performance Pay
- Driver Retention
- Route Optimization
- Safety Monitoring and Mentoring
- Scheduling
- Streamlined Back Office Automation



<sup>1</sup> ABI Research — <https://www.abiresearch.com/pages/ioe/>

<sup>2</sup> Frost & Sullivan — <http://www.slideshare.net/SathyarayananK/frost-sullivans-global-connected-truck-brochure-about-40-million-trucks-will-be-connected-by-2020>