



# GNSS based vehicle tracking

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## Introducing ITware Ltd.

- ITware was established in 2001, present in Japanese market since 2008 with various solutions
- Core competency is on-demand custom software development and GNSS based vehicle tracking
- Major software developer for Deutsche Telekom in Hungary
- 100% Hungarian ownership, headquarters in Budapest
- Over 50 expert software engineers
- International projects: Japan, Germany, Finland

## Active vs. Passive tracking

- **Passive tracking:** Tracking device stores data (coordinates, speed, heading) which can be later downloaded from it either through cables or wireless means. Mainly this is used in Japan.
- **Active tracking:** Tracking and other vehicle data is transferred immediately to the servers through cellular or satellite networks. This type is used in Europe and the US.
- Active trackers can also store data in case data transfer is temporarily offline
- Active tracking is the future, as real-time data is a fundamental need for cost-effective decisions and quality customer service

# Introducing FLEETware

- FLEETware is a GNSS based active tracking software
- ITware developed the first version of FLEETware in 2010 for Deutsche Telekom's Hungarian subsidiary to track their **more than 1500 vehicles**
- In 2012 FLEETware was further improved to consolidate it with Deutsche Telekom's other vehicle tracking systems, and this new platform tracked **more than 3000 vehicles**
- In 2013 ITware created **FLEETware 3.0** with innovative functionality
- 2014: ITware introduced FLEETware as a service in Hungary
- **Success story:** In the last 12 months FLEETware service was contracted by more than 130 new companies

# Advantages of GNSS based tracking

**Reducing call center costs:** Your clients can track the status of their packages and shipments, providing a better customer experience

The screenshot displays the FLEETWARE software interface. At the top left is the FLEETWARE logo and 'Főképernyő'. At the top right, it shows user information: 'Név: admin', 'Flotta ügyfél: itware', and '3.0.0/revision:676'. Below this is a navigation menu with options like 'Főképernyő', 'Rendszeradminisztráció', 'Beállítások', 'Üzenetek', 'Statisztikák', 'Geofencing', and 'Súgó'. The main area is a map of Budapest with a blue line indicating a vehicle's path. On the left side, there is a sidebar with a list of vehicles and drivers, including 'ITW Volvo S60 2.0T', 'ITW Chevrolet Cruze', and 'ITW Opel Astra'. Below the map, there is a detailed data panel for the 'ITW Opel Astra (KGM326)' driven by 'Czibere Kornél'. This panel includes a speedometer showing '112.00 km/h' and a speed graph. The graph shows a peak speed of 148.0 km/h on 2014.07.28 at 08:21:47. Other data points include a speed of 112 km/h on 2014.07.28 at 08:21:37 and 112 km/h on 2014.07.27 at 23:06:19. The interface also features a 'Kilépés' button in the top right corner.

Advantages of GNSS based tracking

Reducing fuel costs: Unauthorized trips are easy to filter. Calculate the optimal route for the vehicle and avoid traffic.

The screenshot displays the ITWARE software interface. At the top, it shows the user name 'admin', the company 'Flotta ügyfél: itware', and version '3.0.0/revision:626'. Below this is a navigation menu with options like 'Főképernyő', 'Rendszeradminisztráció', 'Beállítások', 'Üzenetek', 'Statistikák', 'Geofencing', and 'Súgó'. The main area is a map of Budapest with various colored lines representing vehicle routes. A pop-up window for a specific vehicle provides the following data:

<b>Jármű/Sofőr</b>	<b>Seb.</b>	<b>Dátum</b>
ITW Volvo S60 2.0T MCC902 D. Szabó Lajos	31 km/h	2014.07.04 14:37:46
ITW Chevrolet Cruze MFJ689 Bálint Sándor	0 km/h	2014.07.04 09:40:47
ITW Opel Astra KGM326 Czibere Kómel	0 km/h	2014.07.04 14:37:31

Below the map, there are sections for 'Kijelölés törlése' and 'Megjelenítés', and a detailed data panel for vehicle MCC902 (MFJ689, KGM326):

<b>Főbb adatok</b>	GPS: 47.4333, 19.0411
	Max. seb.: 74 km/h
	Gyújtás: Bekapcs.
<b>CAN adatok</b>	Sebesség: - km/h
	Üzema. szint: -%
	Fogyasztás: -l
	Km. állás: 194317.00 km
<b>Jármű adatok</b>	Azonosító: Fekete Volvo S60 2.5T
	Sofőr: D. Szabó Lajos
	Vezető Tel.: 0036303216694

# Asset protection: Using immobilizer, no unauthorized driver can start the vehicle. Set up alerts for vehicle movement.

Advantages of GNSS based tracking

**Geofencing - Riasztási területek**

Név: admin  
Flotta ügyfél: itware  
3.0.0(revision:626)

Főképernyő Rendszeradminisztráció Beállítások Üzenetek Statisztikák Geofencing Sütő

Jármű/Sofőr	Seb.	Dátum
<input checked="" type="checkbox"/> ITW Volvo S60 2.0T MCC902 D. Szabó Lajos	31 km/h	2014.07.04 14:37:46
<input checked="" type="checkbox"/> ITW Chevrolet Cruze MFJ689 Bálint Sándor	0 km/h	2014.07.04 09:40:47
<input checked="" type="checkbox"/> ITW Opel Astra KGM326 Czibere Kornél	0 km/h	2014.07.04 14:37:31

Kijelölés törlése Megjelenítés

MCC902 MFJ689 KGM326

**Főbb adatok**

GPS: 47.4333 19.0411  
Max seb: 74 km/h  
Gyújtás: Bekapcs.

**CAN adatok**

Sebesség: - km/h  
Üzema szint: -%  
Fogyasztás: - l  
Km. állás: 194317.00 km

**Jármű adatok**

Azonosító: Fekete Volvo S60 2.5T  
Sofőr: D. Szabó Lajos  
Vezető Tel.: 0036303216694



# Advantages of GNSS based tracking

**Safety:** Live data enables automatic alerts to show you if something is wrong, and you can act immediately. Overspeeding, temperature is too high for pharmaceutical shipment, the cargo door opened while moving etc.

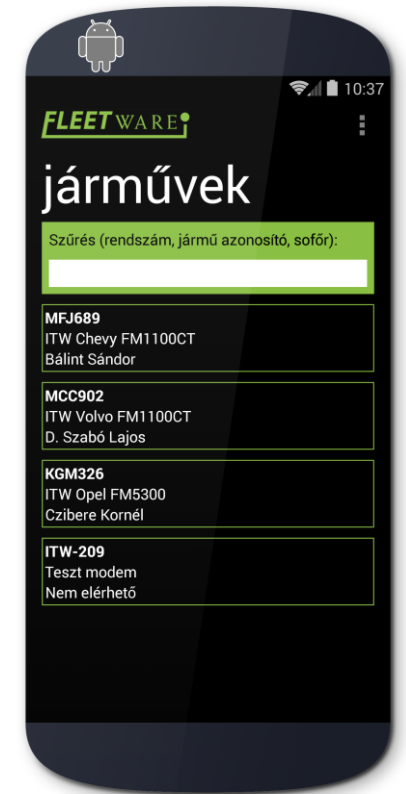
ITW Volvo S60 2.0T (MCC902) | D. Szabó Lajos

0.00 km/h  
2014.07.04 09:45:23

- Sebesség
- Gyújtás
- Összes grafikon
- Menetlevelek
- Járműadatok
- Tachográf

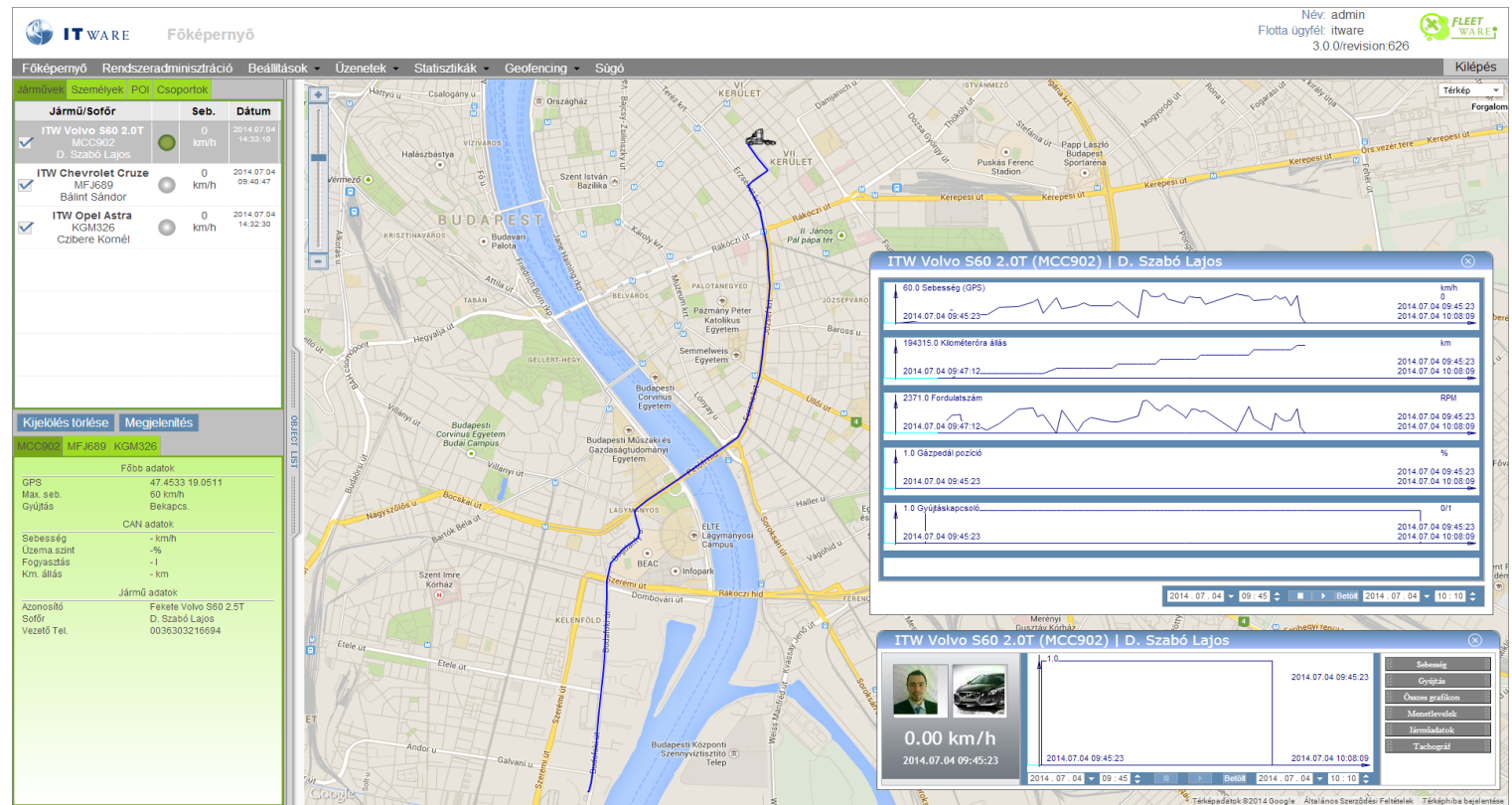
Jármű/Sofőr	Seb.	Dátum
<input checked="" type="checkbox"/> ITW Volvo S60 2.0T MCC902 D. Szabó Lajos	7 km/h	2014.07.04 14:39:14
<input checked="" type="checkbox"/> ITW Chevrolet Cruze MFJ689 Bálint Sándor	0 km/h	2014.07.04 09:40:47
<input checked="" type="checkbox"/> ITW Opel Astra KGM326 Czibere Kornél	0 km/h	2014.07.04 14:42:32

MCC902	MFJ689	KGM326
Főbb adatok		
GPS	47.4358 19.0260	
Max. seb.	16 km/h	
Gyújtás	Kikapcs.	
CAN adatok		
Sebesség	- km/h	
Üzema.szint	-%	
Fogyasztás	- l	
Km. állás	- km	
Jármű adatok		
Azonosító	Fehér Opel Astra	
Sofőr	Czibere Kornél	
Vezető Tel.	0036302073416	



# Avoid inefficient vehicle use: Monitor the key vehicle telemetrics and using the data educate your drivers on how to drive safely and how to increase your vehicles lifespan

Advantages of GNSS based tracking



# Advantages of GNSS based tracking

**Reduce administration costs:** Generate customized reports, graphs and evaluations. Electronic travel warrants will streamline enterprise workflows as they can easily be forwarded to accounting. Reduce time spent on vehicle database management.

ITWARE Beállítások - Járművek

Név: admin  
Flotta ügyfél: itware  
3.0.0/revision:626

Főképernyő Rendszeradminisztráció Beállítások Üzenetek Statisztikák Geofencing Súlyó

Járművek Személyek POI Csoportok

Jármű/Sofőr	Seb.	Dátum
<input checked="" type="checkbox"/> ITW Volvo S60 2.0T MCC902 D. Szabó Lajos	7 km/h	2014.07.04 14:39:14
<input type="checkbox"/> ITW Chevrolet Cruze MFJ689 Bálint Sándor	0 km/h	2014.07.04 09:49:47
<input type="checkbox"/> ITW Opel Astra KGM325 Czibere Kornél	0 km/h	2014.07.04 14:42:32

Kijelölés törlése Megjelenítés

MCC902

Főbb adatok

GPS	47.4326 19.0411
Max. seb.	74 km/h
Gyújtás	Bekapcs.

CAN adatok

Sebesség	- km/h
Üzemi szint	-%
Fogyasztás	- l
Km. állás	194318.00 km

Jármű adatok

Azonosító	Fekete Volvo S60 2.5T
Sofőr	D. Szabó Lajos
Vezető Tel.	0036303216694

Keres Módosít Töröl

Egyedi azonosító	Rendszám	Jármű kategória	Jármű típus	Alváz/motor szám	Modellkód	Státusz	Üzemanyag	Tank kapacitás	Ablakmosó tartály kapacitás	Szín	Zoldkártya besorolás
No modem - ITW Chevy	MFJ689	Kisteherautó	Chevy	BC1RSS45632611123	-	Aktív	Benzin		6 liter		
Opel Astra	KGM326	Kisteherautó	OPEL	147852963	Astra	Inaktív				fehér	
ITW Volvo S60 2.0T	MCC902	Kamion	Volvo	YV1RS95272616972	S60 2.5T	Aktív	Benzin	70 liter	5 liter	Fekete	
ITW Chevrolet Cruze CAN	MFJ689	Kisteherautó	Chevrolet	123654789	Cruze	Aktív					
ITW Opel Astra	KGM326	Személyautó	Opel	AA1212	Astra	Aktív	95	45		Fehér	
Teszt modem	ITW-209	Személyautó	ITware	AAATeszt	Teszt	Inaktív					
Virtuális autó (mock)	VTM001	Személyautó	Virtuális autó	A1	A1	Inaktív					

# With FLEETware Active Tracking Platform anyone can track any device

Introducing  
FLEETware  
ATP to Japan

**FLEETWARE** Main Screen

Name: admin  
Fleet customer: bitoi  
3.0.0/revision:1000

Főképernyő Rendszeradminisztráció Beállítások Üzenetek Statisztikák Riasztások Súlyó

Vehicles Persons POI Groups

Vehicle/Driver	Speed	Date
<input checked="" type="checkbox"/> Autó 14 LSU-771	0 km/h	2015.07.15 10:27:04
<input checked="" type="checkbox"/> auto 1_2 LTZ-844	0 km/h	2015.07.15 10:26:38
<input checked="" type="checkbox"/> Renault Master 3 MXD-408	0 km/h	2015.07.15 10:27:37
<input checked="" type="checkbox"/> Autó 6 MDW-642	77 km/h	2015.07.15 10:26:53
<input checked="" type="checkbox"/> Autó 4 MDW-643	4 km/h	2015.07.15 10:27:11
<input checked="" type="checkbox"/> Autó 7 MNP-021	22 km/h	2015.07.15 10:27:56
<input checked="" type="checkbox"/> Autó 12 NEN-632	0 km/h	2015.07.15 10:23:50
<input checked="" type="checkbox"/> Autó 16 NAB-629	0 km/h	2015.07.15 10:21:35
<input checked="" type="checkbox"/> Autó 15 NEN-631	59 km/h	2015.07.15 10:27:37

Uncheck All SHOW ON MAP

LTZ-884 LWF-763 MDW-644 LSU-773 NAB-627 »

Basic data	
Last stop	48.6177 09.8379
Top Speed	113 km/h
Ignition	ON
CAN data	
Speed	- km/h
Fuel level	-%
Fuel con.	- l
Mileage	- km
Vehicle data	
Vehicle	Autó 11
Driver	-
Phone	-

# What is FLEETware ATP?

- FLEETware ATP is web based software platform to which any GNSS/GSM capable device can be integrated
- You can see all your integrated devices on one user interface in a browser or through our mobile application
- The devices can send tracking and other data from anywhere on the world to FLEETware ATP cloud database
- FLEETware ATP can provide you Big Data for your own use
- FLEETware ATP can be integrated to corporate systems

# How does FLEETware ATP work?



# Why FLEETware ATP?

- One platform for all your tracking needs
- Active tracking enables fast decision making, reduces costs, increases safety, enhances customer experience
- Don't need to invest in new devices: Companies already own lots of GNSS/GSM compatible devices, which can be integrated into FLEETware ATP:
  - Smartphones
  - Tracking devices built into vehicles by the manufacturer
  - Personal trackers
  - Pet trackers



# Advantages of FLEETware ATP

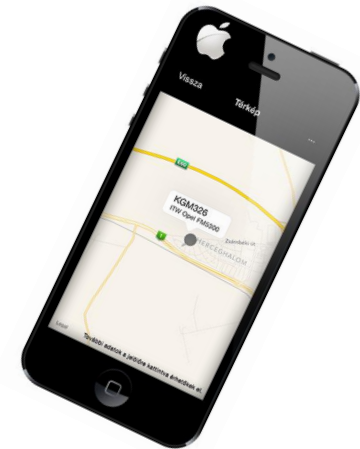
We licence the most dynamically updated map available



Access our system from your usual browser



Have the information in your hand at any time, anywhere





# Summary

- **FLEETware ATP** brings to Japan all the advantages of active vehicle tracking on one platform for all your devices
- Current events:
  - Bringing on board telecommunication companies (Domestic and GlobalSIM cards)
  - Aligning with device manufacturers, car manufacturers (integration of new GNSS/GSM devices into FLEETware ATP)
  - Partnering with Japanese companies for sales and support
- Future development road map concentrates on safety, supporting eco-friendly driving and integration to smart city environments

# Contact

## Thank you for your attention

**Hidenori Ebina / 海老名 秀教**  
**Sales Manager (ITware Japan)**

**hidenori.ebina@itware.jp | sales@itware.hu**

**www.fleetware.hu | www.itware.hu | www.itware.jp**