



TELEMATICS EXPERIENCE

ABOUT US

We are a proudly “Made in Italy” group of software companies, with more than two decades of integration expertise and a passion for innovation. Our mission is imprinted in our name: to create a veritable eruption in enterprise markets with innovative IOT solutions and integration products.

We have always been early adopters of emerging technologies, using these to improve and simplify communication between new and legacy systems, increasing their performances and our customer’s ROI.

With dedicated R&D facilities, we’re well poised to understand your unique needs and to provide a full spectrum of applications and services.



100+
SOFTWARE
PROJECTS

11
COUNTRIES

110+
ENGINEERS &
DEVELOPERS



GROUP TIMELINE

EAI Software enters the consultancy market

New branch opens in Boston

Launch of Sensoworks™, the ready-to-use cloud solution for infrastructure monitoring

2009

2017

2019



2001

2013

2018

Spin-off GreenVulcano to commercialize the Open Source Middleware

Launch of Automyo Claudio™, the Cloud Business Automation Tool

Launch of GAIA™, Integration Platform

OUR SERVICES

ARCHITECTURE

Our mission is to provide high-end software development and consulting services to our clients that are unmatched in the industry. Our expert team builds custom software solutions using the right tools, technologies, and frameworks to accomplish our clients goals. **Every custom software development project is just that, custom.**

SOLUTION

We take the time to get to know not only the project, but also the company and the client industry: custom platforms and products are tailored on specific needs.

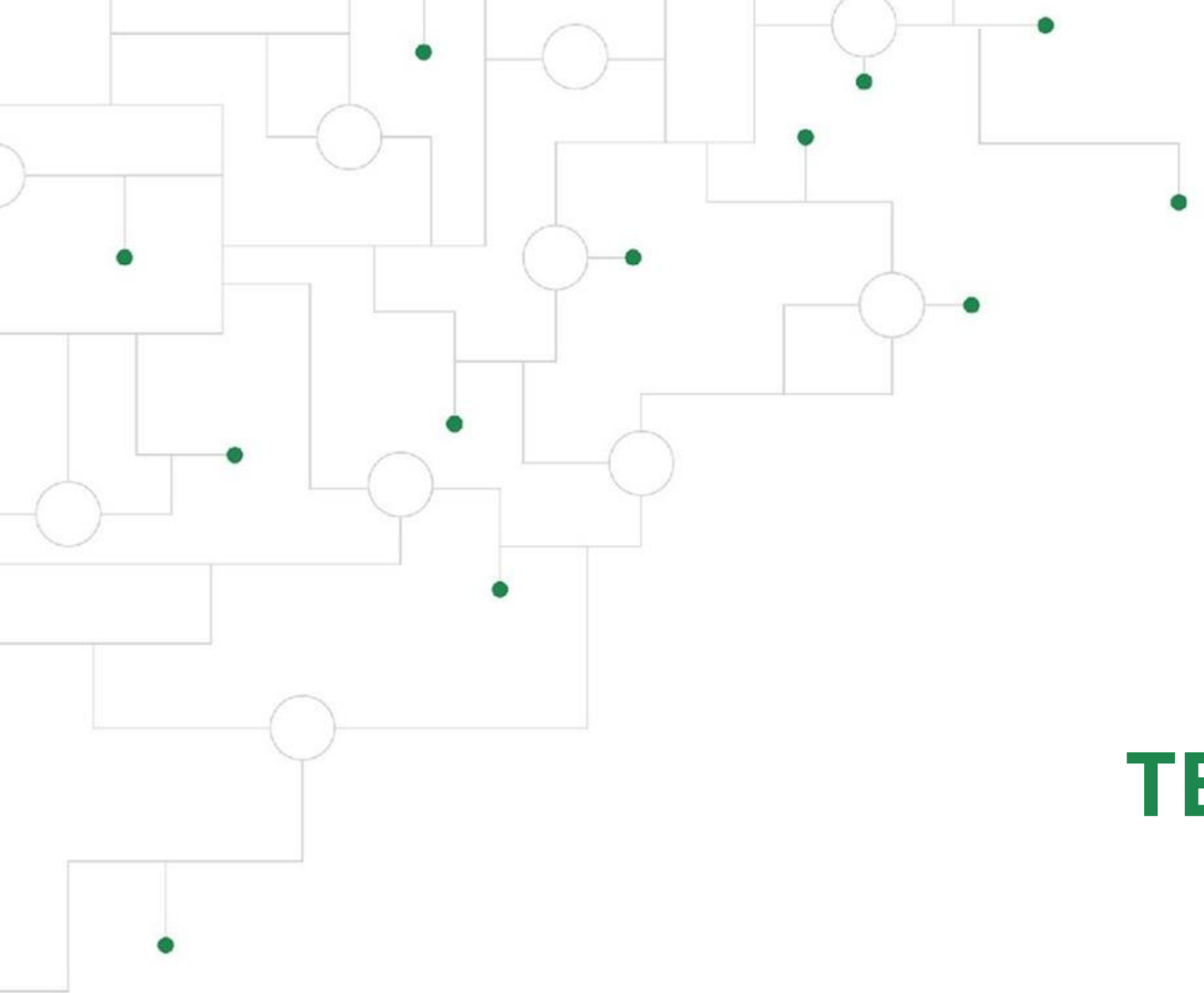
INTEGRATION

Our specialists provide enterprise application integration solutions, facilitating seamless communications between mission-critical business platforms.

ANALYTICS

It is about gathering billions of metrics from live production software, including mobile activity, end user experiences and transactions, and then making sense of those—providing you with business insights. It includes Application Performance Management, but extends to User Behavior, Business Transactions, Customer Insights and much more.





TELEMATICS USE CASES

DOCTO

OMOVE

IMS Insurance & Mobility Solutions

edriving[®]
Solera

popmove


MAGELLANO



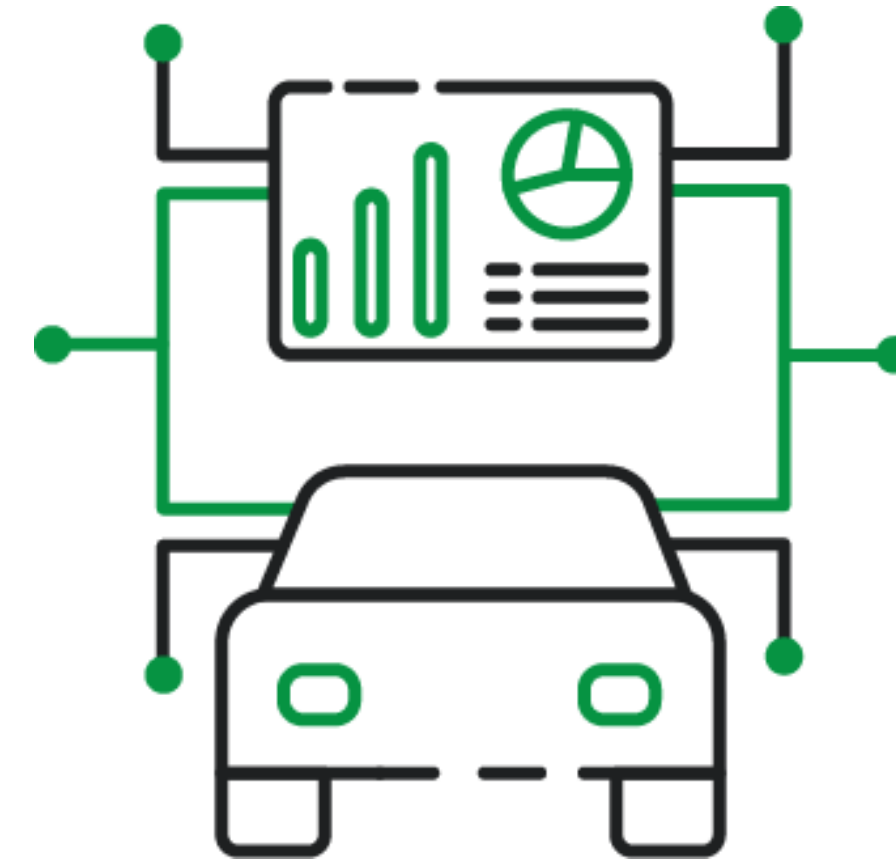
OCTO NORTH AMERICA

Design and implement a new insurance telematics platform

Founded in 2002, Octo is one of the pioneers of the insurance telematics industry. Octo has more than 6 million connected users and the largest global database of telematics data, with over 250 billion miles of driving data collected and 456,000 crashes analysed.

- **Octo NA needed a new telematics platform capable of managing gigabytes of driving data in real-time.**
- **Sensor agnostic (professionally installed devices, OBD2 – Danlaw, SunTech, Calamp, Octo - Smart Tag, Smart Phone).**
- **The data is collected with high granularity, analyzed in real-time and stored on big data for scoring and advanced services.**
- **We used GAIA Integration platform to manage the connections with all the integrated software and applications.**
- **Implementation of award winning Insurance telematics products (Personal Line, Commercial line, fleet) and dedicated CRM.**

Products: GAIA ESB



PROJECT STARTING DATE

2011 - ongoing

VEHICLES GENERATING DATA

> 7 million

SERVICES

Infrastructure, Solutions, Products

GEOGRAPHIC AREA

US/Canada deployments





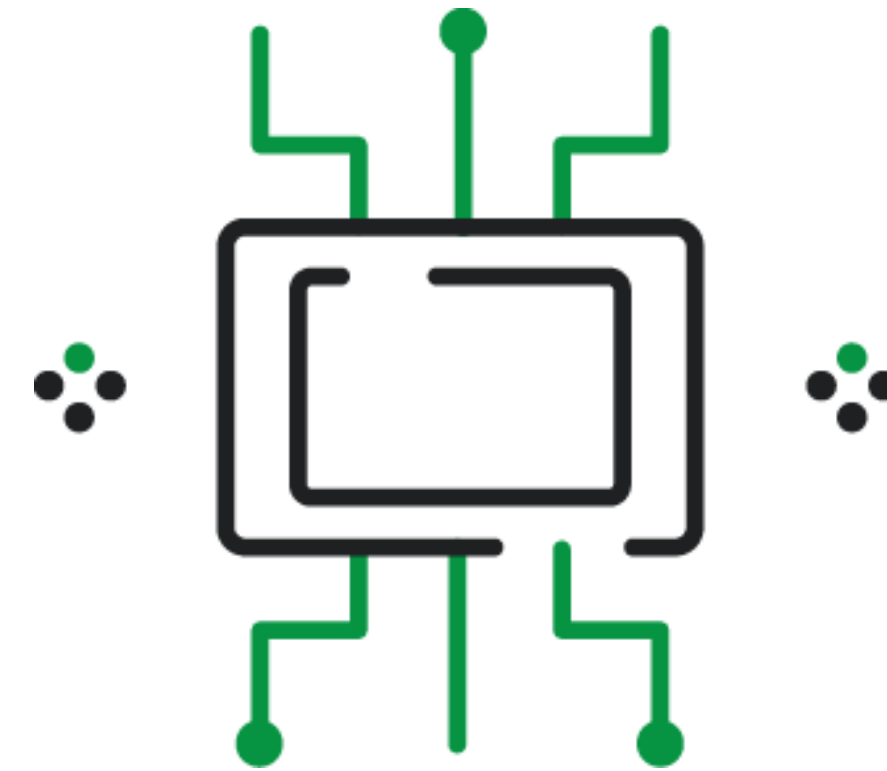
OMOOVE

Process automation and application integration.

Omoove is the European leader in technological solutions for the Mobility market, and operates more than 10 car sharing services in 15 cities with about 200.000 connected vehicles, 900.000 registered users and over 400.000 rentals per month.

- **oMoove needed automation of the billing process and integration of its cloud product with the company data.**
- **Deployment of Claudio, our business automation tool, to automate business flows to support the IT operation activities.**
- **Integration of the telematics platform with the company's DB.**
- **Car sharing rules and thresholds dynamically managed by Claudio.**

Products: Claudio



PROJECT'S DATE

2019 - ongoing

SERVICES

Consultancy, Process Automation, System Integration and Product

GEOGRAPHIC AREA

Europe





IMS – TrakGlobal Solutions

Implementation of new features in the European and North American Platforms

IMS is an established global leader in vehicle connectivity and actionable data insights, serving some of the world's leading insurers, mobility operators, vehicle OEMs and governments across multiple countries. IMS is the only technology partner with direct-to-consumer insurance expertise having run a successful insurance arm in the UK.

- **We support IMS implementing critical telematics features on their platforms bringing the UBI experience of the North American products**
- **We support the data ingestion of the Danlaw, Xirgo and Teltonika devices**
- **We implemented the algorithm for the crash detection from Smart Phone**
- **We support the North American market through the launch of pilot pay per mile and UBI platforms, based on GV Telematics Platform**

Products: GV Telematics Platform



PROJECT STARTING DATE

2020 - ongoing

VEHICLES GENERATING DATA

> 2 million

SERVICES

Software development, Platform deployment and support, Crash detection algorithm design

GEOGRAPHIC AREA

UK, US and Canada deployments



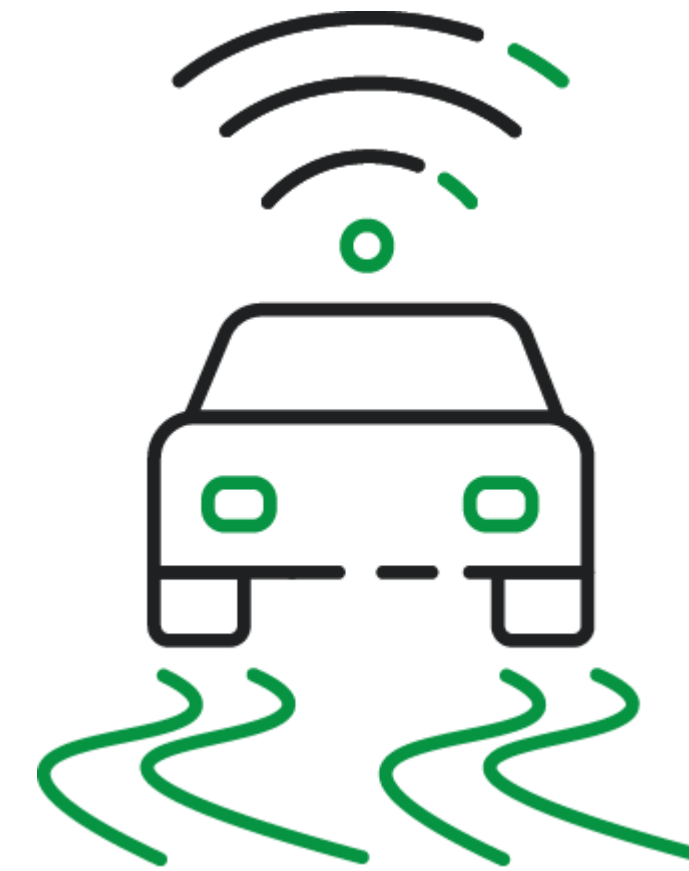


System integration and merge of eDriving's independent platforms

eDriving's mission is to help their clients reduce collisions, injuries, license violations and Total Cost of Ownership, thereby ensuring that all drivers return home safely to their loved ones at the end of each day. They cover 1 million fleet drivers over 96 different countries.

- **We were called in to analyze two separate platforms and then design, implement, test and release a merged solution to production.**
- **We oversaw the implementation of the next generation telematics and integration platform roadmap.**
- **We expanded eDriving's analytics offerings with new Analytics Dashboards for their 'Mentor for Business' solution.**
- **We introduced the use of a smart tag device associated to a mobile app and built the crash reconstruction service.**
- **Our solution was able to create reports from multiple data sources and we introduced Agile Scrum process across continents.**

Products: Claudio (60+ daily reports to clients and to administration)



PROJECT'S DATE
2019 - ongoing

SERVICES
Business analysis, task automation, data collection and analysis, report creation, graphical reconstruction

GEOGRAPHIC AREA
North America, Europe





POPMOVE

Development of a telematics solution with gamification and algorithms monitoring drivers' behaviour

Popmove is a certified and guaranteed community where you can share your vehicle when you're not using it, and find one when you need it. It's an innovative model of circular mobility on which everyone benefits from a private vehicle being shared: the owner earns money, the user gets low cost use of a vehicle.

- **Popmove needed a car-sharing solution to allow individuals to share their vehicles during their idle times.**
- **GreenVulcano designed a telematics platform based on GAIA, our Open Source Integration Platform, and implemented the entire solution (mobile app, CRM, integrations, Fleet Platform).**
- **Features: Telemetry, platform, advanced services and gamification to improve driver's behaviour.**

Products: GAIA ESB



FAST DELIVERY

Project designed and executed in a few months

SERVICES

Consultancy, Software Development, Quality Assurance, Support and maintenance

USERS ADOPTION

20k+ within 1st year



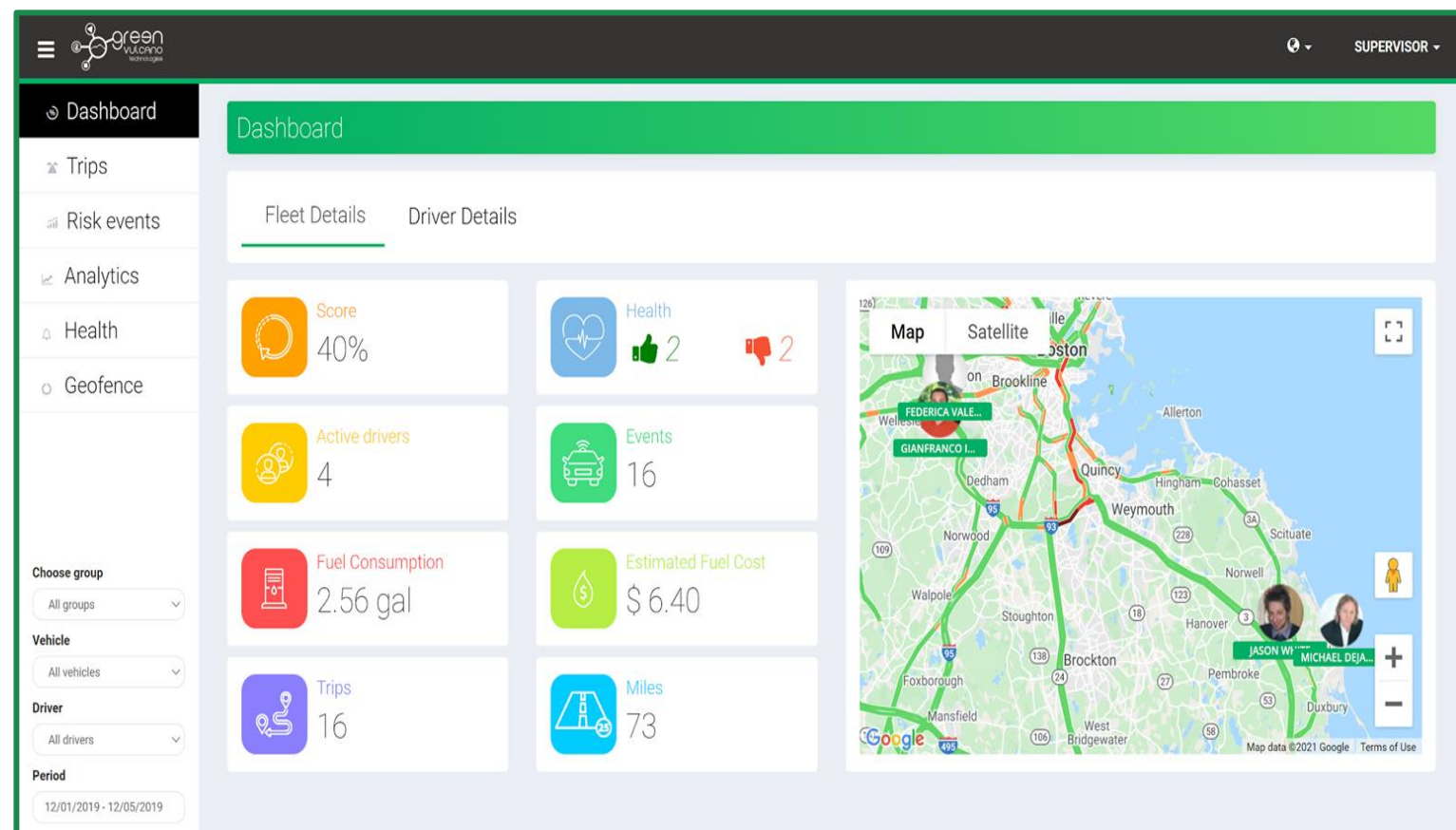
MAGELLANO - WHITE LABEL MOBILITY PLATFORM

ALL-IN-ONE SOLUTION FOR TELEMATICS AND SHARED MOBILITY



Magellano empowers our clients to launch their vehicle sharing platforms in days!
It reduces the struggles to quickly move to production a mobility solution.

The clients can focus on the go-to-market strategy while we take care of the technology.



- **Fleet Management**
- **Remote diagnostics**
- **Anti-theft solution**
- **Crash detection and reconstruction**
- **Geofencing and Curfew**
- **Pay per use**
- **Insurance Telematics**
- **UBI programs (driver's behavior: pay as you drive)**
- **Car/bike/scooter-sharing**
- **Micro-mobility**
- **Device agnostic**

- professionally installed, app only, smart tags, OBD2, on battery



PROCESS AND PROJECT MANAGEMENT

- **End to end project coordination, design & delivery**
- **Software and firmware development**
 - Requirement analysis
 - Design of the solution
 - Software development
 - Test plan
 - Support to on-field testing
 - Creation of dedicated complex algorithms
 - Research & development of new solutions
- **Project management**
 - Scrum
 - Agile
 - Shared documentation and status report
 - Collaborative procedures
- **Complete and accurate documentation**
- **No Vendor lock-in**
- **Fast delivery**

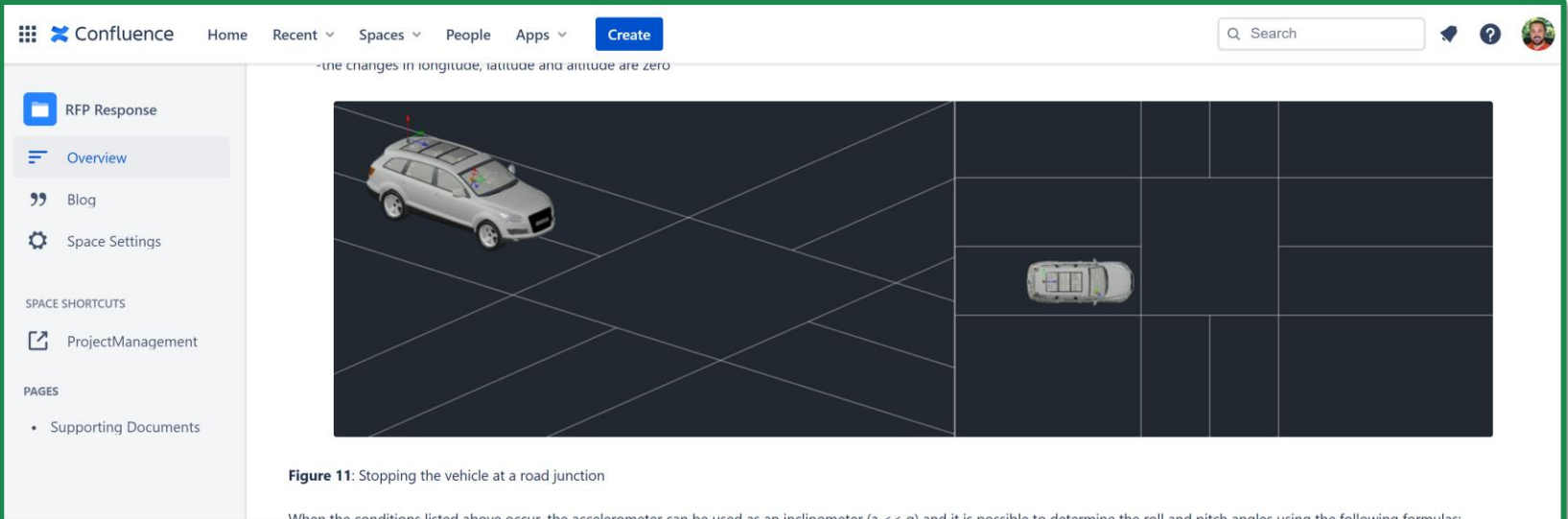
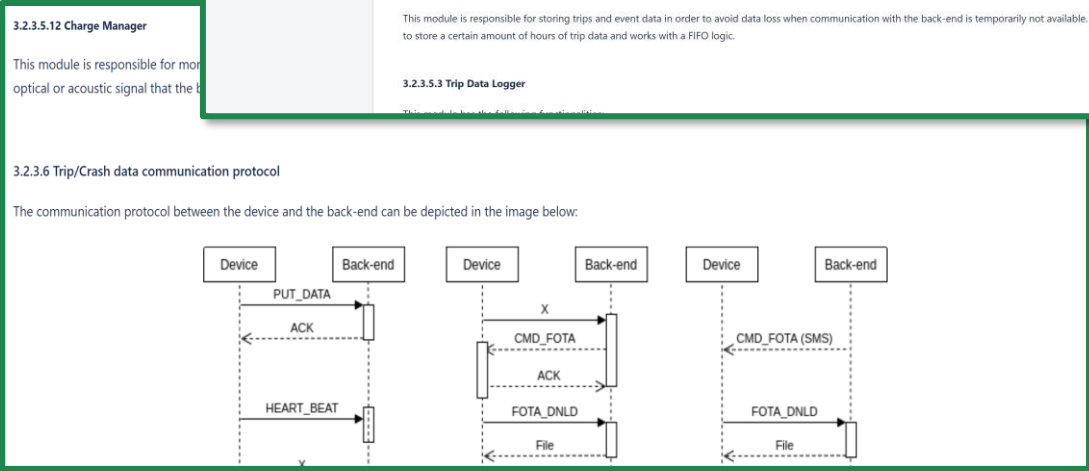
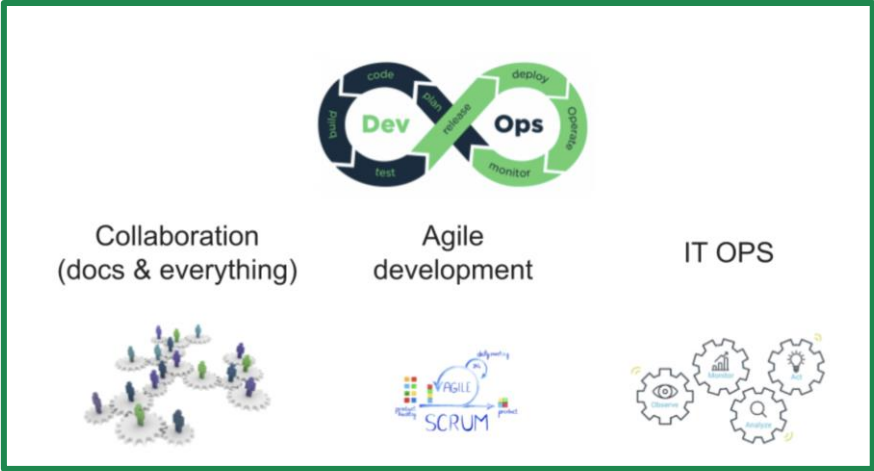
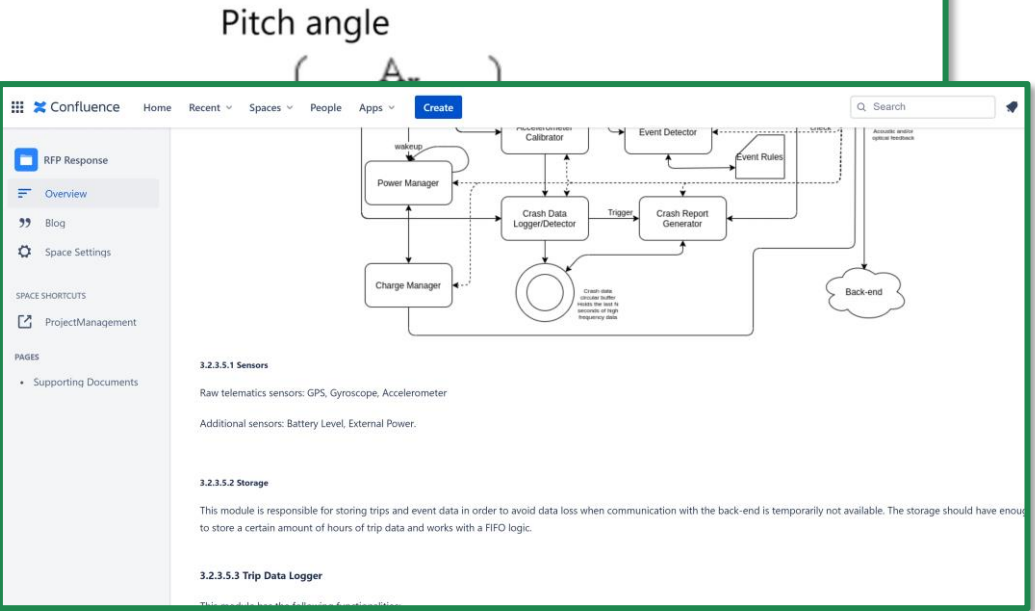
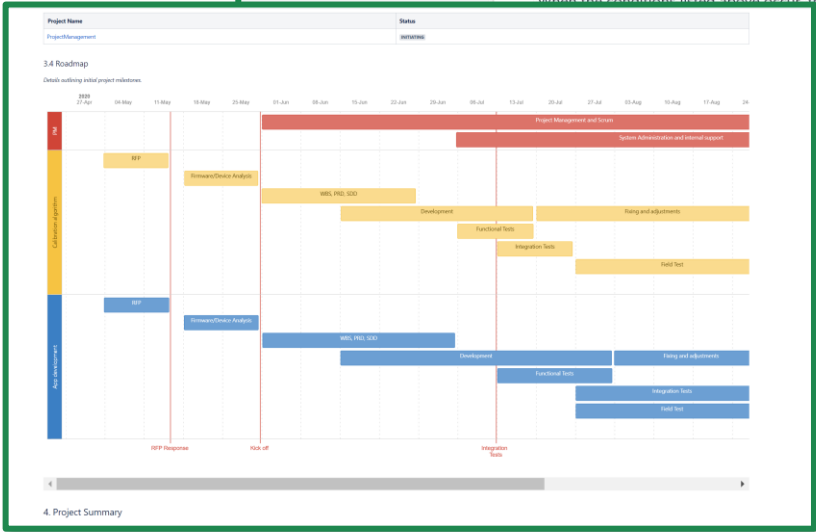
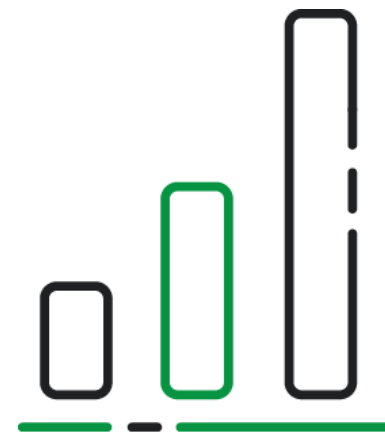


Figure 11: Stopping the vehicle at a road junction



BENEFITS



**INCREASED
PRODUCTIVITY**



**OVERALL WORKFORCE
OPTIMIZATION**



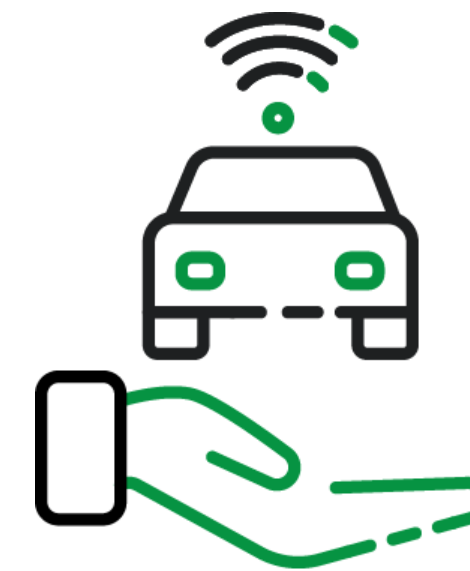
NO VENDOR LOCK-IN



REDUCED COSTS



**24/7 DEDICATED
SUPPORT TEAM**



**VAST EXPERIENCE IN
TELEMATICS PROGRAMS**



SOME OF THE COMPANIES THAT TRUST US



OCTO



edriving®



ALD
Automotive



OMCOVE



popmove



nts9



Sisal



ERICSSON



pwc



accenture



acea



SAP®



TIM



Q8



IMS
Insurance
& Mobility
Solutions





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THANKS!

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