



Octo Telematics

Octo chose an Orange global IoT solution to provide insurers with powerful insights into driver risk across the world

“ As a pioneer in the telematics arena, we are continually innovating to provide our customers with an enhanced platform for behavioral, contextual and driving analytics. ”

Jonathan Hewett
CMO
Octo Telematics

Highlights

- Pioneer and number one global provider of data analytics and solutions for the auto insurance industry
- Goal to reduce costs and increase global vehicle connectivity capabilities, including reach and reliability
- Orange IoT Connect Express solution with global SIM management and a connectivity platform with portal delivering real-time data
- Octo Telematics now has the capability to deliver its brand promise of real-time data to the auto insurance industry, with reduced costs and enhanced customer service levels



Founded in
2002



No 1
Global insurance
telematics
provider



5.6m
Connected users
worldwide*



Business
Services



Issues and challenges

Octo Telematics is a pioneer and today is the number one global provider of data analytics and solutions for the auto insurance industry. Octo is revolutionizing the way auto insurers work by maintaining the largest global database of telematics data – it has over 5.6m connected users – with over 207 billion miles of data and more than 447,000 crashes*. Its headquarters is in Rome, Italy, and it has offices in the UK and USA.

The company has a range of vehicle telematics solutions, including automatic crash alerts, on-call assistance and car accident liability analysis. It works with vehicle drivers, automobile insurers, car rental companies and vehicle manufacturers. To support rapid growth, Octo was looking for a partner with the expertise and experience to develop and manage an innovative IoT global connectivity solution with embedded SIM cards in each vehicle.

The objective

Ensure the successful launch and global delivery of innovative telematics solutions in new markets.

The benefits

Octo now has a single global IoT connectivity platform to more efficiently manage its connected users 24/7.

- A solution that completely fits Octo's needs and ambitions
- A single SIM management platform to supervise and operate the Orange connectivity solution in full autonomy

The Orange Business Services solution

- Orange IOT Connect Express solution with global SIM management and connectivity platform with portal delivering real-time data
- End-to-end responsibility, from logistics efficiency to dedicated service management
- Flawless GSM coverage in Europe

The results

- Unrivaled worldwide coverage
- Secure and reliable IoT solution
- Best-in-class service management

“ Orange IoT global connectivity will enable us to build services that seamlessly integrate the data provided by the SIM cards with Octo's platform, allowing fleets to be managed in real time across Europe. ”

Jonathan Hewett
CMO
Octo Telematics

For more information about Orange Business Services, visit www.orange-business.com

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*As of 30 June 2018.