



## Konetik

# Introducing an innovative plug-and-play fleet management solution

“ Cars generate a large amount of accessible data which we believe could benefit SMEs in streamlining their fleet management to make data-driven decisions, making the whole process simpler and less time consuming. ”

Balazs Szabo  
CEO  
Konetik

## Highlights

- Konetik is a UK connected-car startup, developing innovative fleet management solutions that are simple and cost effective
- They needed a telecommunications partner with a high level of expertise and experience in the telematics industry to support them with the launch of their products
- An easily-provisioned SIM card solution from Orange Business Services provides secure, reliable connectivity; cost-effective cross-border roaming; and driver access to data that helps to increase driving skills and efficiency
- The solution is helping Konetik simplify and streamline SME fleet management



Headquarters in  
**London**



**3**  
countries



Business  
Services



## Issues and challenges

Konetik is a UK connected-car startup, developing innovative fleet management solutions that are simple and cost effective. Their focus is on new, data-driven car management solutions for European SMEs and providing contextual services, predictive analytics and driver coaching.

To support the launch of their products, Konetik needed a telecommunications partner with a high level of expertise and experience in the telematics industry and a reliable network with global coverage.

### The objective

Find an expert telecommunications and telematics partner with a reliable network and global coverage to simplify and streamline its SME fleet management solution.

## The benefits

With the Orange Business Services M2M solution, Konetik can now confidently launch new products supported by a fast, reliable, global network.

- Secure, reliable connectivity for the transmission of high volumes of vehicle data
- Cost-effective cross-border roaming
- Driver access to data via smartphone app that helps to increase driving skills and efficiency
- Ability to track vehicle usage and electronically handle routine administration, such as route optimization, job management, etc.

## The Orange Business Services solution

- Easily-provisioned SIM card for data connectivity
- Value-added services, including service management and access to a portal for SIM card management

## The results

- Secure, reliable platform for the launch of new products
- Cost savings
- Better trained and more efficient drivers
- Simplified and streamlined SME fleet management

“ As a start-up, it has been an enormous benefit having the ongoing support of the Orange Business Services team and their experts to provide our end users with the best customer experience. ”

For more information about Orange Business Services, visit [www.orange-business.com](http://www.orange-business.com)

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