

## **Frost & Sullivan Honours Telematicus for Offering Customised, Cost-effective Telematics Solutions**

*Telematicus' application framework and components provide a closed loop system that allows for the connection of multiple devices to deliver results.*

LONDON — 16 June 2014 — Based on its recent analysis of the telematics platform market, Frost & Sullivan recognizes Telematicus with the 2014 Europe Frost & Sullivan Award for Customer Value Leadership. Telematicus offers price-competitive solutions that fit the business requirements of insurance companies, fleets and vehicle manufacturers. Its ability to tailor solutions to clients' needs and continuously interact with them has boosted customer satisfaction and loyalty.

Telematicus' application framework is built on the established CABIS platform handling multiple data feeds and scale for large volumes, as well as being mobile compliant, allowing the provision of driver risk assessment and management. Telematicus also offers second-by-second data granular GPS data collection, which benefits its fleet and insurance telematics clients.

Telematicus aims to offer access to smart technology solutions that are not restricted to devices or closed software environments. Its latest generation of products, the Global Green Drivers & Smart Green Drivers applications, are designed to help businesses and drivers understand the impact of their driving behaviour in the core areas of efficiency, safety/risk and the environment.

"In addition, the capability and functionality of its applications can be extended to ensure that the solution delivered is sustainable," said Frost & Sullivan Research Manager Sathyanarayana Kabirdas. "Evolving functionality, open architecture and device-agnostic strategy has helped it acquire strategic customers in insurance, risk management and driver behaviour."

"We are seeing the early stages of the expected growth of Telematics data. As telematics becomes mainstream successful companies in the market will be those who can capture, store and analyse granular telematics data. This opens up FNOL, crash reconstruction even new payment business models linked to the car. Successful delivery of this vision requires cloud technology to scale, grow and be delivered at a price point that makes this economic. As a result we are delighted to support Telematicus's CABIS platform on Microsoft Azure making a compelling offering for our clients." Commented Bruce McKee, Financial Services Industry Lead at Microsoft

Each year, Frost & Sullivan presents this award to the company that has demonstrated keen focus on enhancing the customer value, beyond mere good service, leading to improved customer retention and expansion.

Frost & Sullivan's Best Practices Awards recognize companies in a variety of regional and global markets for outstanding achievement in areas such as leadership, technological innovation, customer service, and product development.

## **About Telematicus**

Telematicus is an innovative company that provides software solutions to a number of markets, including Construction, OEM's, Insurers and Fleets, using the following brands: CABIS Business Solutions, Global Green Drivers and Smart Green Drivers. We are focused on delivering end to end solutions for clients and our technology is deployed in over 10 countries. We work with a number of key partners in delivering these solutions including Microsoft, Meta System for Telematics technology and Telefonica for Device connectivity

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## **About Frost & Sullivan**

Frost & Sullivan, the Growth Partnership Company, works in collaboration with clients to leverage visionary innovation that addresses the global challenges and related growth opportunities that will make or break today's market participants. For more than 50 years, we have been developing growth strategies for the global 1000, emerging businesses, the public sector and the investment community. Is your organization prepared for the next profound wave of industry convergence, disruptive technologies, increasing competitive intensity, Mega Trends, breakthrough best practices, changing customer dynamics and emerging economies? [Contact us: Start the discussion.](#)

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