

# Cases around the Globe

**Denis Grebennikov**, CIS Business Development Director

**Esteban Hunt**, Head of Business Development, Latin America

**Sergei Leuchanka**, Managing Director, Americas

**Aliaksandr Smirnou**, Business Development Director, Middle East

**Olga Filonchuk**, Head of Business Development (Europe, Africa, APAC)

# 1. Corporate petrol station monitoring from Ukraine

## Challenges:

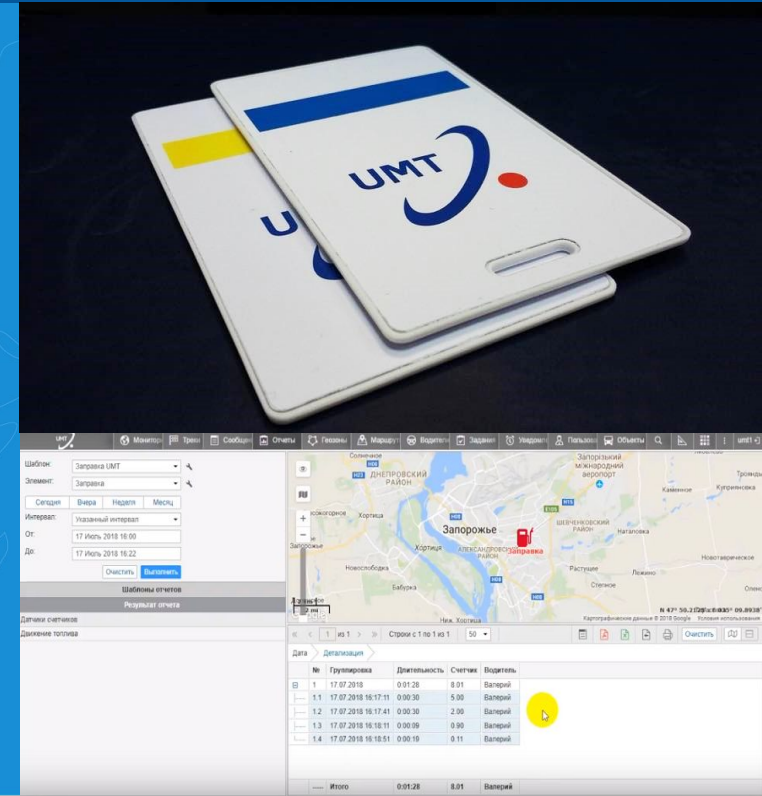
- ◆ Manual fuelling registration
- ◆ High mistakes percentage
- ◆ Manipulations with fuel data (stealing)



# 1. Corporate petrol station monitoring from Ukraine

## Implementation:

- ◆ Flow meter sensors
- ◆ RFID tags and readers
- ◆ LED panel, control keyboard
- ◆ Wialon fuel reports



# 1. Corporate petrol station monitoring from Ukraine

## Results:

- ◆ Detailed fuel reports
- ◆ Fuel expense minimized by 5%
- ◆ Full automation of fuel processing
- ◆ Time spent for fuel control cut by 90%



## 2. Stolen merchandise recovery with WiaTag from Costa Rica

### Challenges:

- ◆ Prevent the theft of valuable merchandise from cell-phone stores
- ◆ Recover stolen merchandise when it cannot be prevented





## 2. Stolen merchandise recovery with WiaTag from Costa Rica

### Implementation:

- ◆ Trial cell-phones with WiaTag installed
- ◆ Vault with GPS tracking device
- ◆ Geofence notifications
- ◆ Operator calls the authorities and notifies them of the updates



## 2. Stolen merchandise recovery with WiaTag from Costa Rica

### Results:

- ◆ Recovered more than \$30.000 in less than 6 months



### 3. Eco Driving on tank trucks from Myanmar

#### Challenges:

- ◆ Basic platform with no advanced features
- ◆ Accidents with tank trucks (150K+ USD losses)
- ◆ People fatality

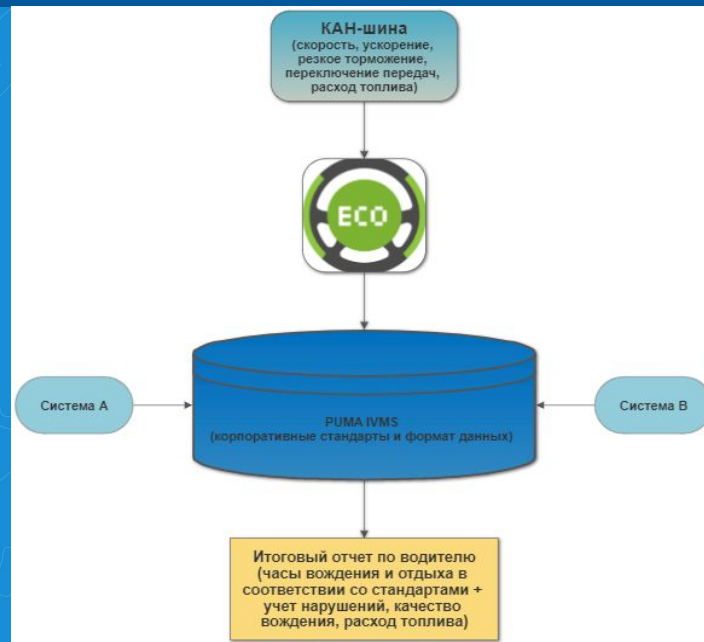




# 3. Eco Driving on tank trucks from Myanmar

## Implementation:

- ◆ Eco Driving module
- ◆ GPS devices
- ◆ RFID tags and readers
- ◆ Wialon API/SDK



S/ N	Driver's Name	Truck Number	GPS Status  (Y/N)	Working Hours			Driving Hours			Driving Behavior (time)					Route Taken (time)			Fuel Consumption & Filling			
				Does Not Exceed  (Y/N)	Not Exceeding <b>12hr/Shift</b>	Had at least <b>11hr</b> of rest before shift	Does Not Exceed  (Y/N)	Not Exceeding <b>9hr/Shift</b>	Does Not Drive exceeding <b>4hr/Time</b>	Speed Exceeded LSR	Maximum Speed  (KM/HR)	Speed Exceeded the Law	Harsh Acceleration	Harsh Brake	Taken undesignated Route	Parked at an undesignated rest area for more than <b>5min</b>	Park at a designated rest area less than <b>30min</b>	Filled	Stolen	Total Mileage	Average Km Per Liter

### 3. Eco Driving on tank trucks from Myanmar

#### Results:

- ◆ Decreased number of accidents
- ◆ Proof of innocence in one of the latest accidents



## 4. Mobile public bus app from Lebanon

### Challenges:

- ◆ Traffic congestion (81% of Lebanese prefer using own cars, 2017)
- ◆ Parking issues (\$7 per day)



# 4. Mobile public bus app from Lebanon

## Implementation:

- ◆ App for users YallaBus (UBER-like: locate, book, pay)
- ◆ Operator interface (routes, schedules)
- ◆ Wialon Javascript API

English Arabic Skip

**WELCOME TO YALLABUS**

lorem ipsum dolor sit amet  
is simply a dummy text used to fill

E-mail Address

.....

**Sign In**

Don't have an account?

**Sign Up Now**

Or Sign Up via

f G+

YallaBus

Dbayeh Main Road x

Jbeil Old Road x

+ Add Destination Filters

Most Relevant

**41 min**  
9:04 AM - 9:45 AM

Bus Name Long will arrive in 5 min

Total Walking 2 min Total Buses 2 Total Price 2.000 LBP

Maximize Buses

**41 min**  
9:04 AM - 9:45 AM

Bus Name Long will arrive in 5 min

Total Walking 2 min Total Buses 2 Total Price 2.000 LBP

Minimize Walking

**41 min**  
9:04 AM - 9:45 AM

Bus Name Long will arrive in 5 min

Total Driving 1 min Total Buses 2 Total Price 2.000 LBP

Driving

**41 min**  
9:04 AM - 9:45 AM

Bus Name Long will arrive in 5 min

Total Walking 20 min Total Buses 2 Total Price 2.000 LBP



## 4. Mobile public bus app from Lebanon

### Results:

- ◆ Making public transportation attractive
- ◆ Convenience for users



# 5. Mobile maintenance and repair service from USA

## Challenge:

- ◆ Implement mobile maintenance and repair service
- ◆ Optional: upsell into GPS tracking service



# 5. Mobile maintenance and repair service from USA

## Implementation:

- ◆ Maintenance service can come to customer and executed without ANY disruption to business operation
- ◆ Install tracking devices
- ◆ Set up maintenance intervals in Wialon
- ◆ Dispatch service technicians to perform service when needed without disturbing the customer



# 5. Mobile maintenance and repair service from USA

## Results:

- ◆ Business expanded
- ◆ Customer satisfaction improved





## 6. Deep CAN data analysis from Russia

### Challenges:

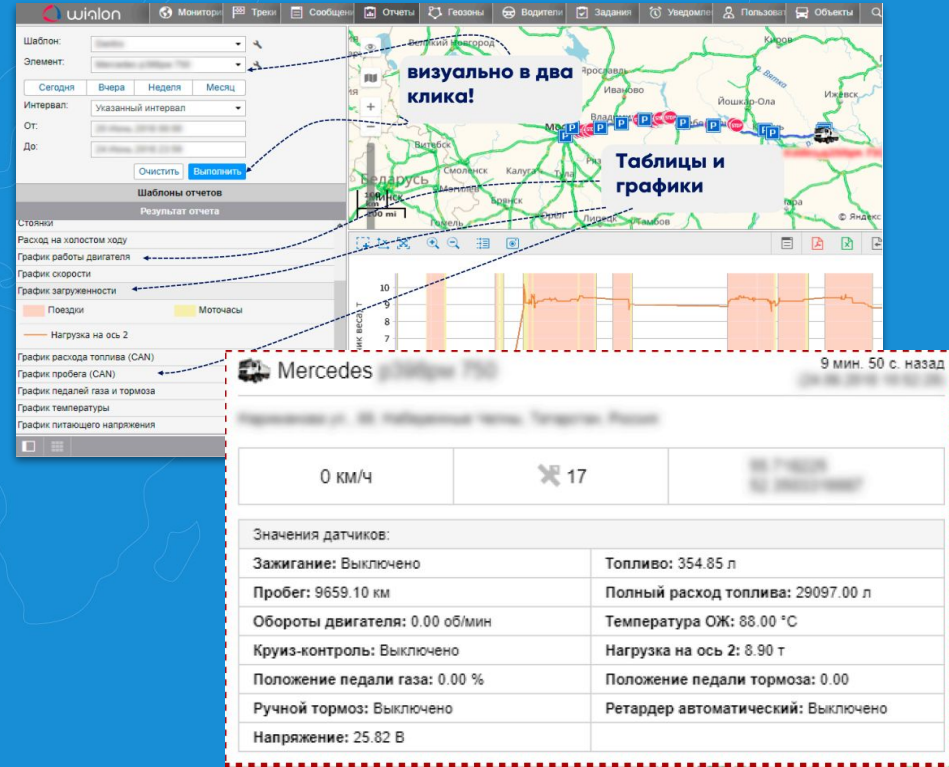
- ◆ Fleet of 800+ units
- ◆ 100,000+ rides in 2017
- ◆ Reducing the monitoring costs
- ◆ Replacement of the truck manufacturer native platform
- ◆ Integration with ERP



# 6. Deep CAN data analysis from Russia

## Implementation:

- ◆ Special Firmware
- ◆ Unit's Tooltip
- ◆ Reports / Charts
- ◆ SDK
- ◆ EcoDriving



## 6. Deep CAN data analysis from Russia

### Results:

- ◆ Cost-effective alternative to truck manufacturer native platform without loss of data and functions
- ◆ Reducing the implementation costs





# 7. Prisoner tracking from Mexico

## Challenges:

- ◆ Remotely control > 500 house arrests
- ◆ Let the prisoners realize that they are being closely monitored
- ◆ Offer an economically efficient solution to Governments with overcrowded penitentiary systems

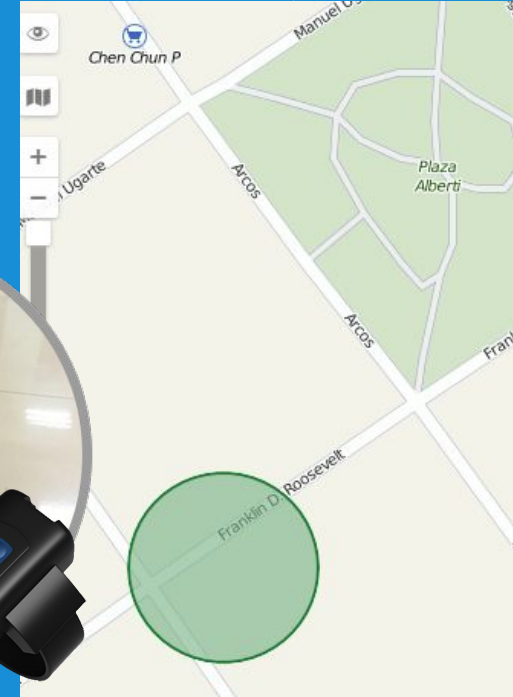




# 7. Prisoner tracking from Mexico

## Implementation:

- ◆ Ankle-bracelet device
- ◆ Fiber optic to prevent tampering
- ◆ Geofence notifications
- ◆ LBS as secondary location source
- ◆ Vibration alert for prisoner
- ◆ RFID Tag + Home beacon



## 7. Prisoner tracking from Mexico

### Results:

- ◆ The District saves up to 70% per prisoner
- ◆ 500 prisoners are securely controlled
- ◆ No runaways since the implementation



## 8. Fuel monitoring on coffee plantation from Tanzania

### Challenges:

- ◆ Fuel consumption reduction
- ◆ Fuel purchase planning
- ◆ Fueling process control



# 8. Fuel monitoring on coffee plantation from Tanzania

## Implementation

- ◆ iButton
- ◆ Water level sensor, FLS
- ◆ Commands
- ◆ Sensolator





## 8. Fuel monitoring on coffee plantation from Tanzania

### Results:

- ◆ 25% economy on fuel fillings
- ◆ Planning fuel purchases



# 9. Delivery Monitoring with WiaTag from Kuwait

## Challenges:

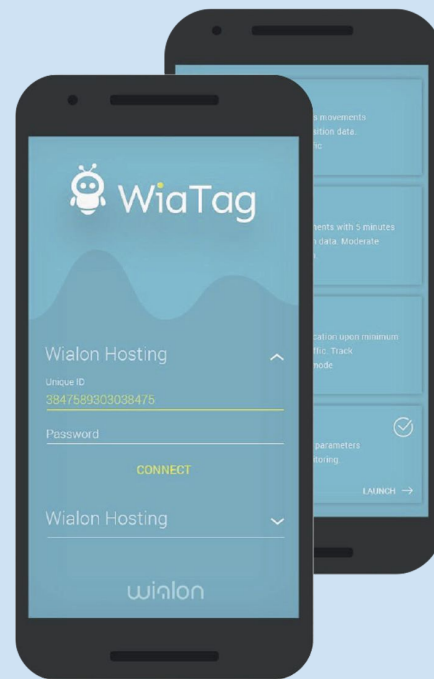
- ◆ Connecting 500+ delivery vans, motorcycles, cars
- ◆ Tracking delivery anytime and view history
- ◆ Integration with Zitaat Order Processing system



# 9. Delivery Monitoring with WiaTag from Kuwait

## Implementation:

- ◆ WiaTag App
- ◆ Wialon API
- ◆ Live tracking, reports, notifications



# 9. Delivery Monitoring with WiaTag from Kuwait

## Results:

- ◆ Customers can track their order online
- ◆ Zitaat can get historical information on deliveries



وقت البداية	موقع البداية	وقت النهاية	موقع النهاية
2018-07-23 11:43:18	86 Street, Farwaniyah-Block 1, Farwaniyah, Kuwait	2018-07-28 13:20:27	113 Street, Farwaniyah-Block 4, Farwaniyah, Kuwait
2018-07-22 09:22:35	Qadisiya Block 7, Hawally, Kuwait	2018-07-28 12:54:20	79 Street 19-99, Qadisiya-Block 7, Kuwait City, Kuwait
2018-07-22 07:42:30	Abdullah Bin Massoud Street, Salmiya-Block 2, Hawally, Kuwait	2018-07-28 14:07:59	409 Street 5-23, Zabra-Block 4, Hawally, Kuwait
2018-07-22 09:19:49	Abu Ayob Al Anssar Street, Qurtuba-Block 1, Farwaniyah, Kuwait	2018-07-28 13:02:38	200 Street, Farwaniyah-Block 5, Farwaniyah, Kuwait
2018-07-22 11:48:47	Ibn Zuhair Street 72-82, Abraq Khatan-Block 9, Farwaniyah, Kuwait	2018-07-28 14:18:05	20 Street, Handicraft Area West Abu Fatira, Mubarak Al Kaboon
2018-07-22 07:53:45	5 Street, Omaniya Block 5, Farwaniyah, Kuwait	2018-07-28 12:18:35	5 Street, Shuwaikh Industrial Area, Kuwait City, Kuwait
2018-07-23 11:54:38	200 Street, Jeleeb Shoyoukh-Block 4, Farwaniyah, Kuwait	2018-07-28 13:43:59	Road 352, Hawally-Block 6, Hawally, Kuwait
2018-07-22 09:05:37	11 Street, Hawally-Block 11, Hawally, Kuwait	2018-07-28 14:18:05	20 Street, Handicraft Area West Abu Fatira, Mubarak Al Kaboon



# 10. Temperature Monitoring for Restaurants from USA

## Challenge:

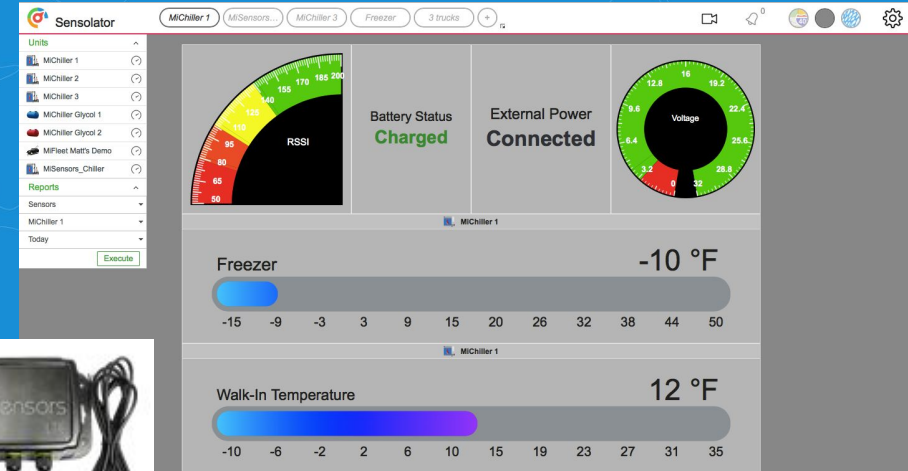
- ◆ An affordable temperature control solution for bars, restaurants, and food trucks



# 10. Temperature Monitoring for Restaurants from USA

## Implementation:

- ◆ Calamp TTU-2820 with custom script, rebranded by the client
- ◆ Sensolator & Wialon Mobile
- ◆ Sensors
- ◆ Notifications
- ◆ Reports



# 10. Temperature Monitoring for Restaurants from USA

## Results:

- ◆ Food safety needs are met
- ◆ Food spoilage is reduced
- ◆ Business profitability is increased



# Cases around the Globe

1. Corporate petrol station monitoring from Ukraine
2. Stolen merchandise recovery with WiaTag from Costa Rica
3. Eco Driving on tank trucks from Myanmar
4. Mobile public bus app from Lebanon
5. Mobile maintenance and repair service from USA
6. Deep CAN data analysis from Russia
7. Prisoner tracking from Mexico
8. Fuel monitoring on coffee plantation from Tanzania
9. Delivery Monitoring with WiaTag from Kuwait
10. Temperature Monitoring for Restaurants from USA



A faint, light blue outline of a world map is centered in the background of the slide.

# Thank you!