

TEN OXe years overview

Aliaksandr Kuushynau

Chief Wialon Officer, Head of Wialon Division





GURTAM
gps satellite tracking systems developer

Начните Ваш бизнес
спутникового мониторинга



www.gurtam.com



GURTAM
gps satellite tracking systems developer

wialon
Начните Ваш бизнес
спутникового мониторинга



Expo in Moscow, long ago



10 years





2.1 mln
+ 480k
(+35%)

10 years





10 years

2.1 mln
+ 480k
(+35%)

2.375 mln
+ 350k
(+17%)

ORBCOMM™



AGROsturman
Russia
1,300,000th unit

AVL Logic
Mexico
1,400,000th unit

AVANTERN
Telematics
Russia
1,500,000th unit

Monitoring Net
Serbia
1,600,000th unit



Security Group Africa
Uganda
1,700,000th unit



KLOUDIP
Sri Lanka
2,000,000th unit



Integrated Solutions
Iraq
1,800,000th unit



Navion
Kazakhstan
2,100,000th unit



LaxsonGPS
Canada
1,900,000th unit



Wialon progress in 10 years

year	total units
2009	8,575
2010	33,000
2011	120,000
2012	307,219
2013	438,098
2014	619,718
2015	776,142
2016	1,021,129
2017	1,363,774
2018	1,843,890

Wialon progress in 10 years

year	total units	growth, units	growth, %
2009	8,575	8,575	0
2010	33,000	24,425	284.8%
2011	120,000	87,000	263.6%
2012	307,219	187,219	156.0%
2013	438,098	130,879	42.6%
2014	619,718	181,620	41.5%
2015	776,142	156,424	25.2%
2016	1,021,129	244,987	31.6%
2017	1,363,774	342,645	33.6%
2018	1,843,890	480,116	35.2%

Together since 2009

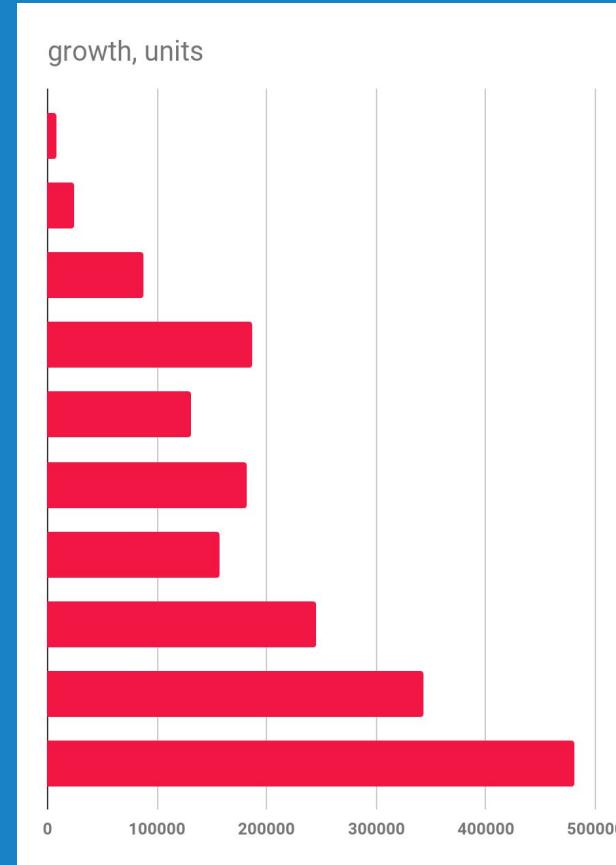
- CAST Engineering (Bulgaria)
- Кипер Интернешнл (Russia)
- Ares-Sun S.A. (Honduras)
- АгроШтурман (Russia)
- Галактика Глонас (Russia)
- КОНКОРД-ГЭИ (Ukraine)
- CapNavi (Belarus)
- Т-трэк-юг (Russia)
- Микротроник Украина (Ukraine)
- Yollar (Azerbaijan)
- TraceSolutions (Netherlands)
- Ю Онлайн (Ukraine)
- Global Position (Russia)
- Эксперт Телематика (Russia)



10 years
together

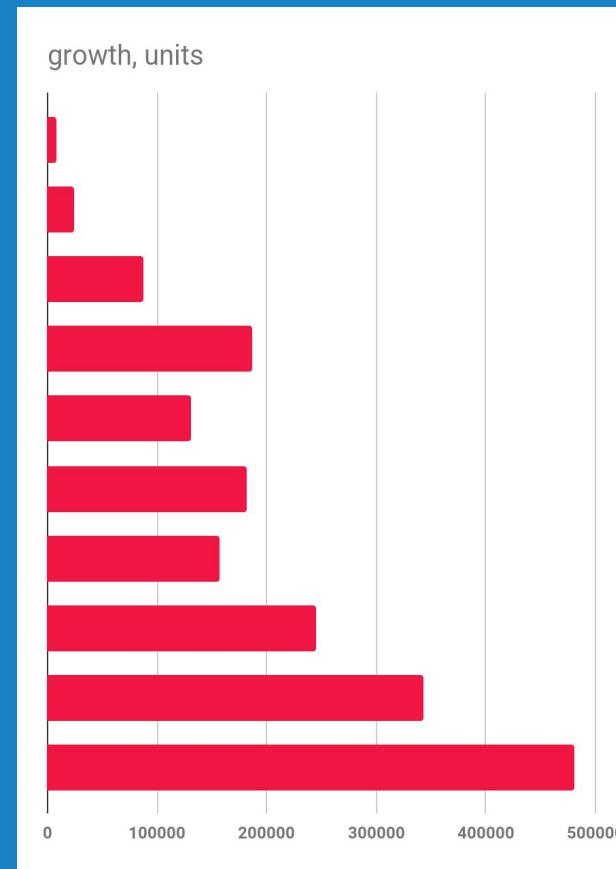
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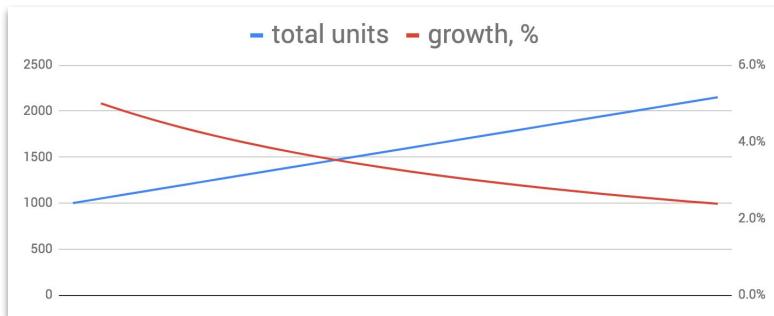
month	1	2	3	4	5	6	7	8	9	10	11	12
total units	1,000	1,050	1,100	1,150	1,200	1,250	1,300	1,350	1,400	1,450	1,500	1,550
growth, %		5.0%	4.8%	4.5%	4.3%	4.2%	4.0%	3.8%	3.7%	3.6%	3.4%	3.3%

55%

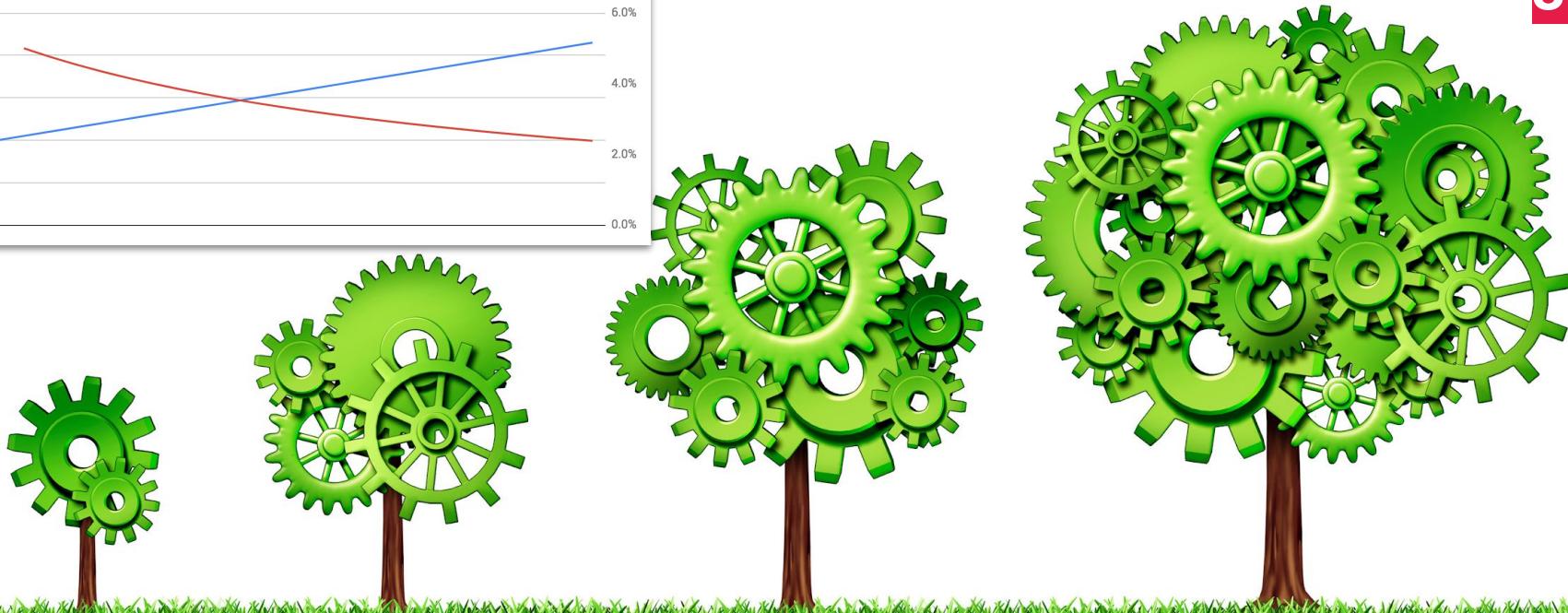


month	1	2	3	4	5	6	7	8	9	10	11	12
total units	1,000	1,050	1,100	1,150	1,200	1,250	1,300	1,350	1,400	1,450	1,500	1,550
growth, %		5.0%	4.8%	4.5%	4.3%	4.2%	4.0%	3.8%	3.7%	3.6%	3.4%	3.3%

month	13	14	15	16	17	18	19	20	21	22	23	24
total units	1,600	1,650	1,700	1,750	1,800	1,850	1,900	1,950	2,000	2,050	2,100	2,150
growth, %	3.2%	3.1%	3.0%	2.9%	2.9%	2.8%	2.7%	2.6%	2.6%	2.5%	2.4%	2.4%



35%

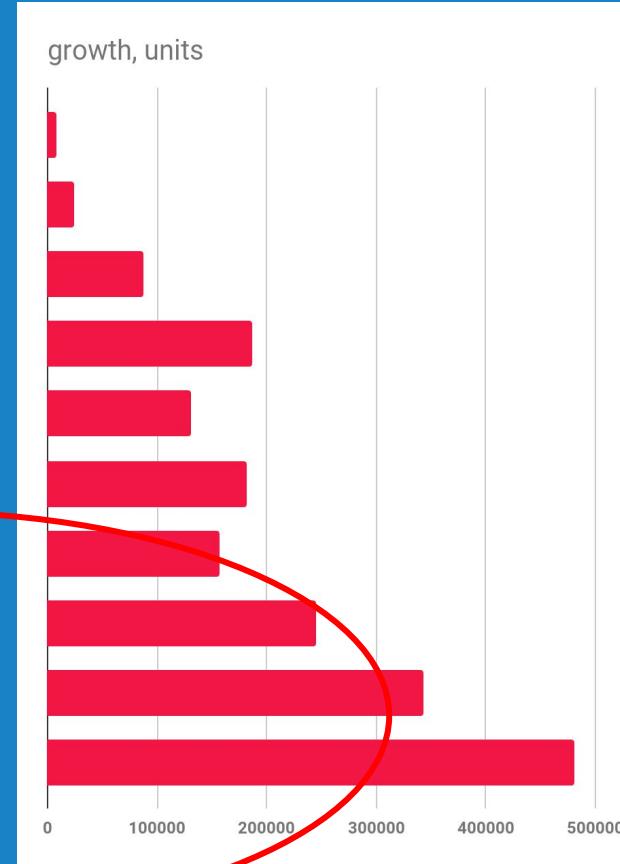




new bill, surprise

Wialon progress in 10 years

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2018	1,843,890	480,116	35.2%





220 people, 9 locations





24/7

**Tech consulting
and training**

Hardware group

Development teams
(Bugs and special cases)



- 33 trainings
- 4 keynotes
- 14 workshops
- 10 panel discussions
- 72 presentations
- 1 Hackathon

DAY 2: July 31, Wednesday

Feel like

09.00-10.00	Coffee and registration	🕒
10.00-10.30	Year overview - Alaksandr Koushynau	Falcon EN
10.30-11.00	New telematics market. Our vision and expectations of the future - Aliseek Shchurko	Falcon EN
11.00-11.30	Gurtam Products. Results and development plans - Tatjana Kots - Pavel Chabal	Falcon EN
11.30-12.00	Coffee	🕒
12.00-12.30	Gurtam Community. 10 Facts about the biggest telematics force - Anastasiya Enro	Falcon EN
12.30-13.00	Group photo	📸
13.00-14.30	Lunch	Fornello and Riverside Restaurants ✂️
14.30-16.00	Panel discussion and workshops	➤ ➤ ➤
Select one of the workshops or panel discussions on the next page. Выберите одну рабочую группу или панельную дискуссию на следующей странице		
16.00-16.30	Coffee	🕒
16.30-18.00	Panel discussion and workshops	➤ ➤ ➤
Select one of the workshops or panel discussions on the next page. Выберите одну рабочую группу или панельную дискуссию на следующей странице		
18.00	Dinner	Fornello and Riverside Restaurants ✂️

Panel discussion and workshops

14.30-16.00 How to increase telematics service "stickiness" with Wialon

- Barnes Ojield, Traklink, Jordan
- Fabrice Fuchs, CARTTRACK, France
- David Gosselin, WIALON SECURITY, USA
- Kalayan Kunum, NIK Electronics, Bulgaria

Внедрение телематического решения в крупном коммерческом клиенте

- Никита Кузнецов, Ильинская ТЭС
- Денис Кузнецов, Ресурстурец, РФ
- Игорь Титарев, Bitrek, Украина

Regional Cooperation, Collaboration and Cooperation when working in the telematics market

- Olga Filimonchuk - Alaksandr Koushynau

Маркетинг партнеров: разбираемся успешной и успешной в чужих нудах

- Каролин Кукен - Ульяна Несицкая

Technological ROI calculations for end users, how to calculate it?

- Ольга Чимашко - Валерия Зинченко

Technical Support for 2 million units. Discussion on ways to organize and optimize

- Yulisa Komarovska - Oleg Zharkovsky

How can our Implementation Specialists and Technical Support team help our partners in projects more effectively?

- Ricardo Sandoval - Nizhal Hussen Kapapally

Wialon Local. What's next?

- Olga Horbat - Сергей Лапин

How can Gurtam Dev teams improve cooperation with Wialon partners?

- Esteban Hunt - Татьяна Чубарова

Best practices for hiring people in Wialon business

- Olga Filimonchuk - Anna Anistratova

Wialon Local. Why do we need it?

- Ольга Горбат - Сергей Лапин

Fortaleza de Wialon en Latinoamérica - cómo conservarla y fortalecerla

- Esteban Hunt - Ricardo Sandoval

Техническая поддержка на 2 миллиона. Как это сделать?

- Ольга Чимашко - Олег Жарковский

¿Cómo ganar clientes y aumentar ventas sin ofrecer los precios más bajos?

- Valery Chernovskiy - Carlos Rodriguez

Бизнес с GURTAM

ДЕНЬ 2: 31 июля, среда

DAY 3: August 1, Thursday

All things come to those

09.00-10.00	Coffee		
Wialon			
Falcon 1	EN	Falcon 3	RU
10.00-10.30 Fleetron - new solution for maintenance management • Мария Стаканова			
10.00-10.30 Нестора - новое приложение от Gurtam • Катерина Александрова			
10.30-11.00 Nimbus. A year overview • Victoria Sushkova			
10.30-11.00 Fleetron - новое решение для управления TO • Мария Стариковская			
11.00-11.30 Нестора - новое агрегаторное app • Катерина Александрова			
11.00-11.30 Пространственное программное решениe для планирования размещения • Татьяна Кот • Мария Стариковская			
11.30-12.00 Coffee			

Business			
Falcon 2	EN	Stork 2	RU
10.00-10.45 PANEL DISCUSSION Working with small/big fleets + pros and cons			
• Gubal Sherif, Afritrack, Tanzania • Anthony Weed, OneSimCard, USA • Michael GPR, USA • Mike Rodriguez, Olio Telematics, USA			
10.30-10.40 HW Системы мониторинга транспорта + Ульяна Кузнецова, ГЛОНАСС/ГЛОНАСС			
10.40-11.00 Роботизированный контроль работы транспорта + Линда Хуань, Тетон			
11.00-11.20 Решение для мониторинга + Татьяна Агапова, НПП ПланоСС			
11.00-11.30 Пространственное приложение + Александр Гурко, НПП ПланоСС			

Panel discussion

10.00-10.45 Current M2M connectivity trends

- Anna Stepanova, Pod Group, Spain
- Alex Filippov, OneSimCard, USA
- Michael GPR, CTTMX, Mexico
- Gregory Lee, Borderless Hub, Singapore

10.20-10.40 Fuel Consumption Dashboard

- George Evesque, Geoloc Conseils

10.40-11.00 Reliable connectivity for the telematics industry

- Tanya Knoll, Pod Group

10.45-11.05 Fleet Edge Master Wialon based solution for reducing the fuel consumption

- Nikolay Zubkov, Cloud Services Group

11.00-11.25 Connectivity in telematics - important considerations

- Alex Filippov, OneSimCard

11.00-11.30 Fleetron: la solución para el control del mantenimiento de flota

- Irina Rassilko

WIO with GURTAM PARTNERS

ДЕНЬ 3: 1 августа, четверг

Growth		
Albatross 2	EN	Pelican
10.00-10.45 PANEL DISCUSSION Current M2M connectivity trends		
• Anna Stepanova, Pod Group, Spain		
• Alex Filippov, OneSimCard, USA		
• Michael GPR, CTTMX, Mexico		
• Gregory Lee, Borderless Hub, Singapore		
10.20-10.40 Fuel Consumption Dashboard		
• George Evesque, Geoloc Conseils		
10.40-11.00 Fleet Edge Master Wialon based solution for reducing the fuel consumption		
• Nikolay Zubkov, Cloud Services Group		
11.00-11.25 Connectivity in telematics - important considerations		
• Alex Filippov, OneSimCard		
11.00-11.30 Fleetron: la solución para el control del mantenimiento de flota		
• Irina Rassilko		
Espanol		
Stork 1	ES	

Continues on the next page ▶ ▶ ▶

- 33 trainings
 - 4 keynotes
 - 10 panel discussions
 - 72 presentations
 - 1 package
- FUN**

DAY 2: July 31, Wednesday

Feel like

09.00-10.00	Coffee and registration	
10.00-10.30	Year overview - Aliaksandr Koushynau	Falcon EN
10.30-11.00	New telematics market. Our vision and expectations of the future - Aliaksei Shchukto	Falcon EN

Panel discussion and workshops

14.30-16.00	How to increase telematics service "stickiness" with mobile app	
16.30-18.00	Bigger competitive threats and opportunities in telematics globally in 2019 and beyond	

ДЕНЬ 2: 31 июля, среда

11.00-11.20 Нестаре - новая агротехнология приложения
• Катерина Александра

11.00-11.30 Превращение программных решений на примере разработки платформы
• Татьяна Кош
• Мария Старышева

good integrator from growing and how to overcome them
• Sanjeeva Cooray,
• Kandy, Sri Lanka
• Achim Mietz,
Afritrack, Tanzania
• Alejandro López Toledo,
Unique Connect, Mexico
• Valerii Chikov,
Avantex, Russia

11.00-11.20 Развитие бизнеса Автогонок, новые возможности
• Александр Гурко,
НПП ПОИДАСС

11.05-11.25 Connectivity in telematics - important considerations
• Alex Filippov, OneSimCard

11.30-12.00 Coffee

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11.00-11.30 Nimbus. Revolución anual
• Irina Rascilko

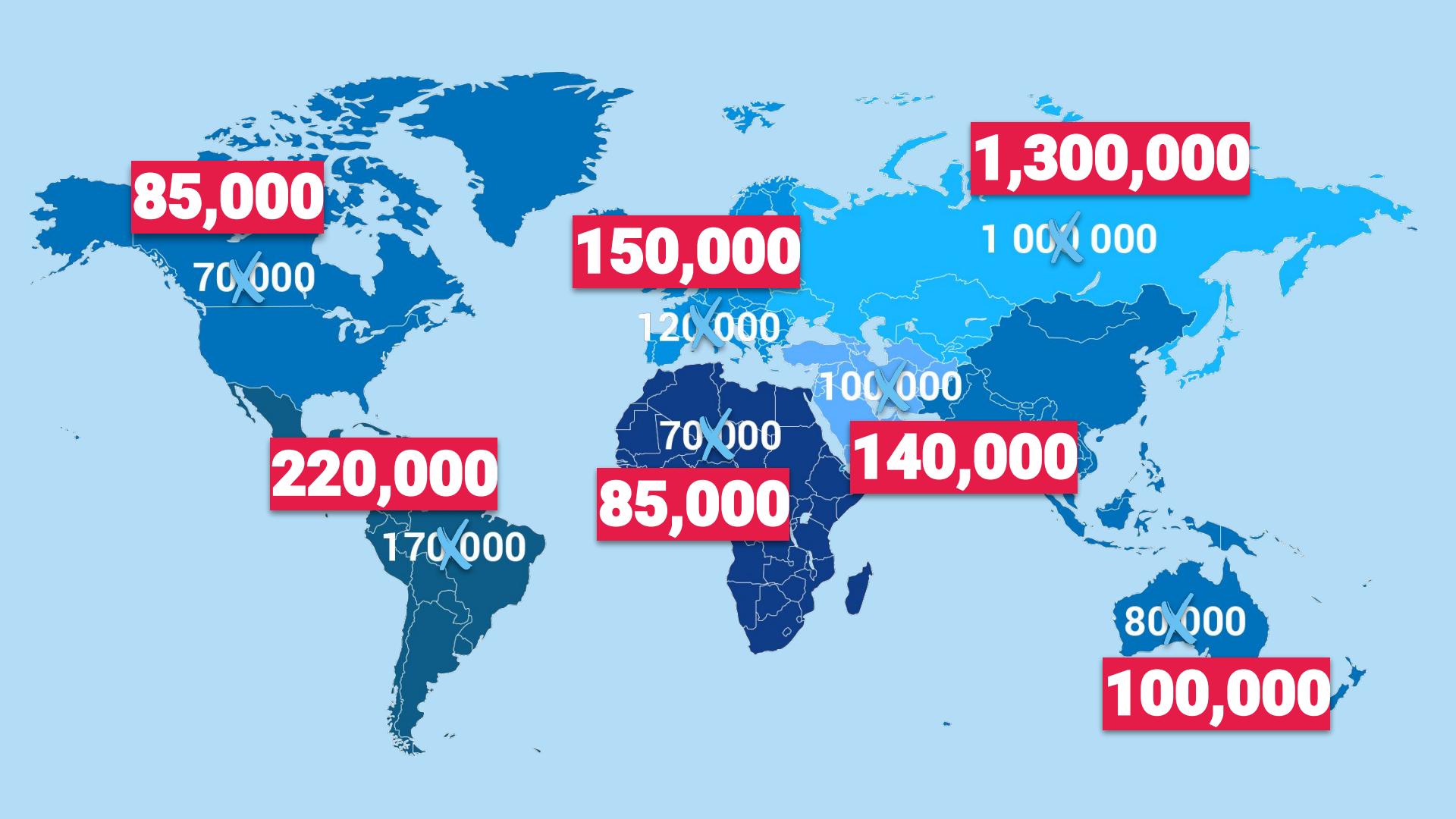
11.00-11.20 Трекинг и комплексная информационно-управляющая система для отслеживания и IoT компаний worldwide
• Suhail Sherif, Afritrack

11.30-12.00 Coffee and registration

14.30-16.00 How to increase telematics service "stickiness" with mobile app
• Samuele Oljed, Traklink, Jordan
• Fabrice Feller, CAMTRACK, Switzerland
• David Pachon, BIGDATA SECURITY, USA
• Jorge Valderrama, Ares Sist., Honduras
• Mario Toto, UBIQ, Mexico

16.30-18.00 Biggest competitive threats and opportunities in telematics globally in 2019 and beyond
• Svenja Schmid, Bosch, Germany
• Michael W. Lewis, GE, USA
• Jorge Valderrama, Ares Sist., Honduras
• Mario Toto, UBIQ, Mexico

Falcon 1 EN



A world map where each continent has a red box containing a white numerical value. Some values have a blue 'X' mark over them. The values are: North America (85,000), South America (220,000), Europe (150,000), Africa (85,000), Australia (100,000), Asia (1,300,000), and Oceania (100,000). The numbers are in white, and the boxes are red.

85,000

70~~000~~

220,000

170~~000~~

150,000

120~~000~~

85,000

70~~000~~

1,300,000

1 00~~000~~

100~~000~~

140,000

80~~000~~

100,000



Russia

1

country

790,000

units



Russia, Ukraine, Mexico

3

countries

100,000+

units



Russia, Ukraine, Mexico, Kazakhstan

3

countries

100,000+

units



Russia, Ukraine, Mexico, Kazakhstan

30%
15%
market share

3
countries

100 000+
units



Russia, Ukraine, Mexico, Kazakhstan, Saudi

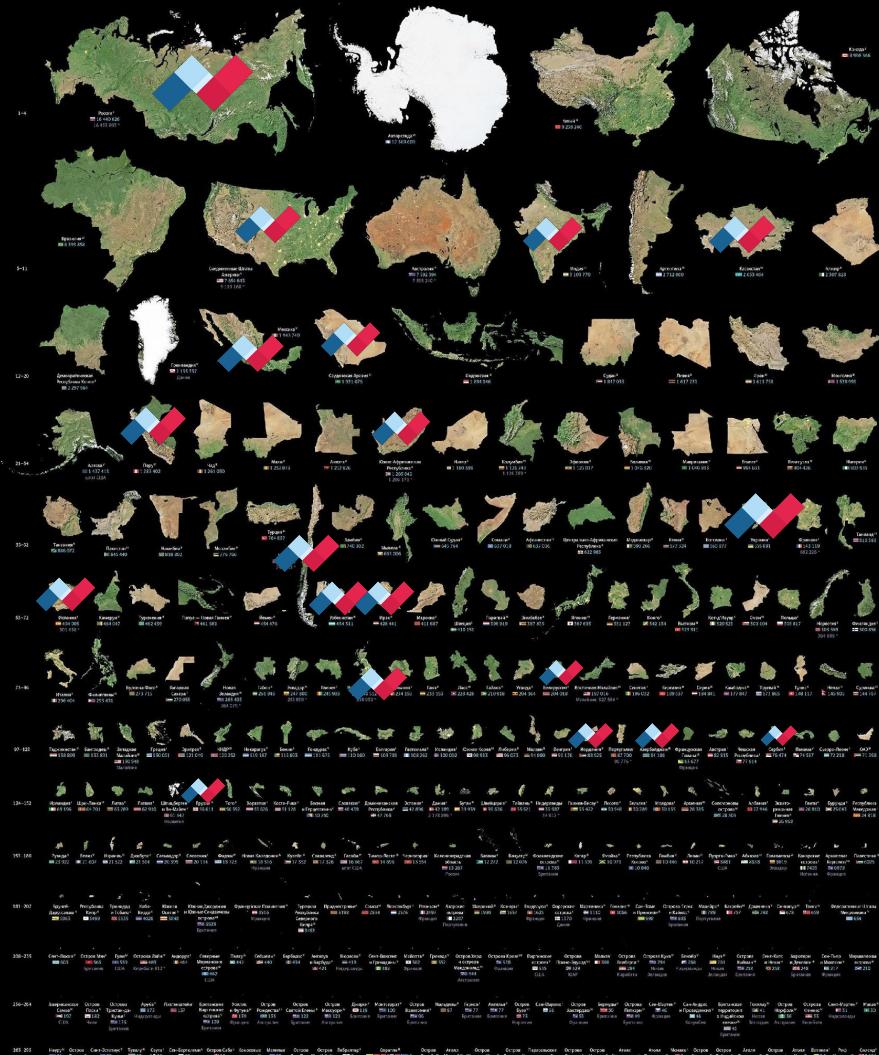
Arabia, the United States, Belarus, Uzbekistan, Azerbaijan,
India, Jordan, Spain, South Africa, Serbia, Peru, Iraq,
Georgia, Chile, Colombia, Philippines, Sri lanka, United
Arab Emirates

22

countries

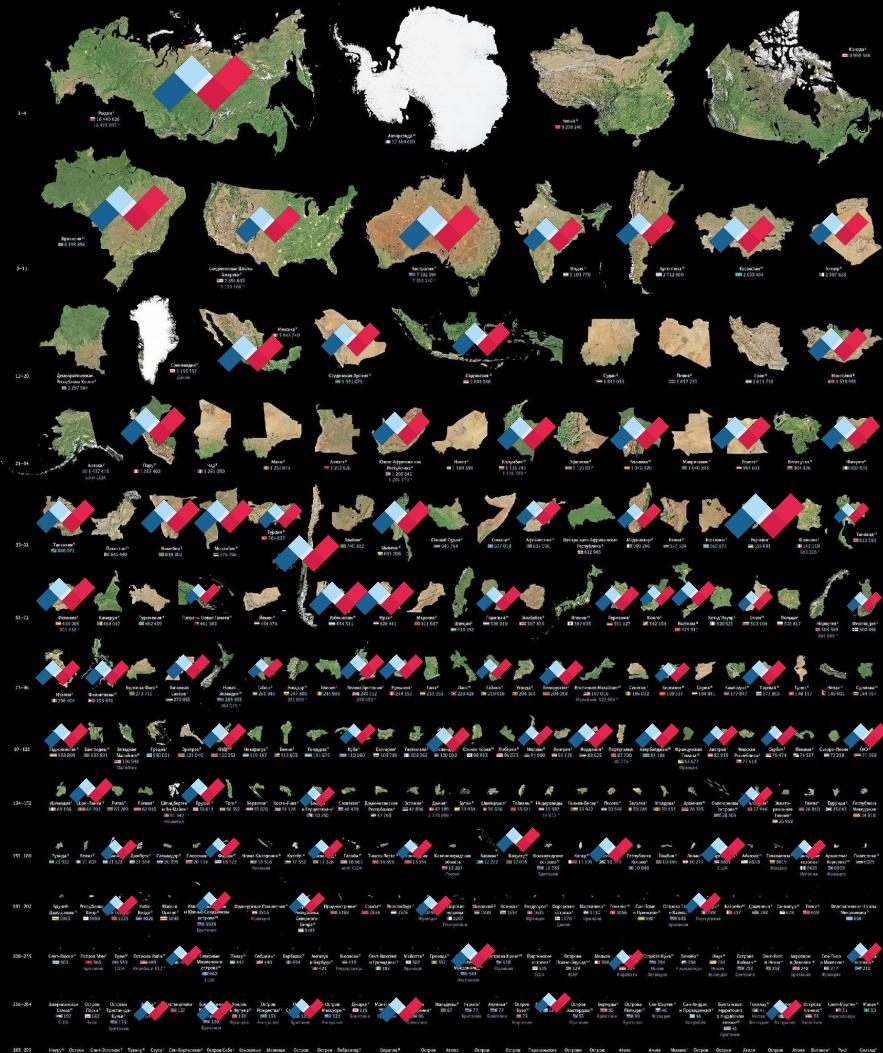
10,000+

units



Russia, Ukraine, Mexico, Kazakhstan, Saudi

Arabia, the United States, Belarus, Uzbekistan, Azerbaijan, India, Jordan, Spain, South Africa, Serbia, Peru, Iraq, Georgia, Chile, Philippines, Jamaica, Sri Lanka, Moldova, Colombia, United Arab Emirates, United Kingdom, Cameroon, Germany, Kuwait, Iran, Bulgaria, Armenia, Kyrgyzstan, Indonesia, Papua New Guinea, Honduras, Tanzania, Romania, Guatemala, Panama, Kenya, Morocco, Brazil, Uganda, Estonia, Sweden, Netherlands, Hungary, France, Dominican Republic, Canada, Costa Rica, Norway, Australia, Mongolia, Egypt, Denmark, Trinidad and Tobago, Poland, Côte d'Ivoire, Bolivia, Namibia, Burma, Latvia, Mozambique, El Salvador, Ghana, Argentina, Nigeria, Thailand, Zambia, Italy, Malaysia, Lithuania, Uruguay, Turkey, Ireland, Zimbabwe, Ecuador, Lebanon, Montenegro, Paraguay, Algeria



91

countries

1,000+

units

Russia, Ukraine, Mexico, Kazakhstan, Saudi

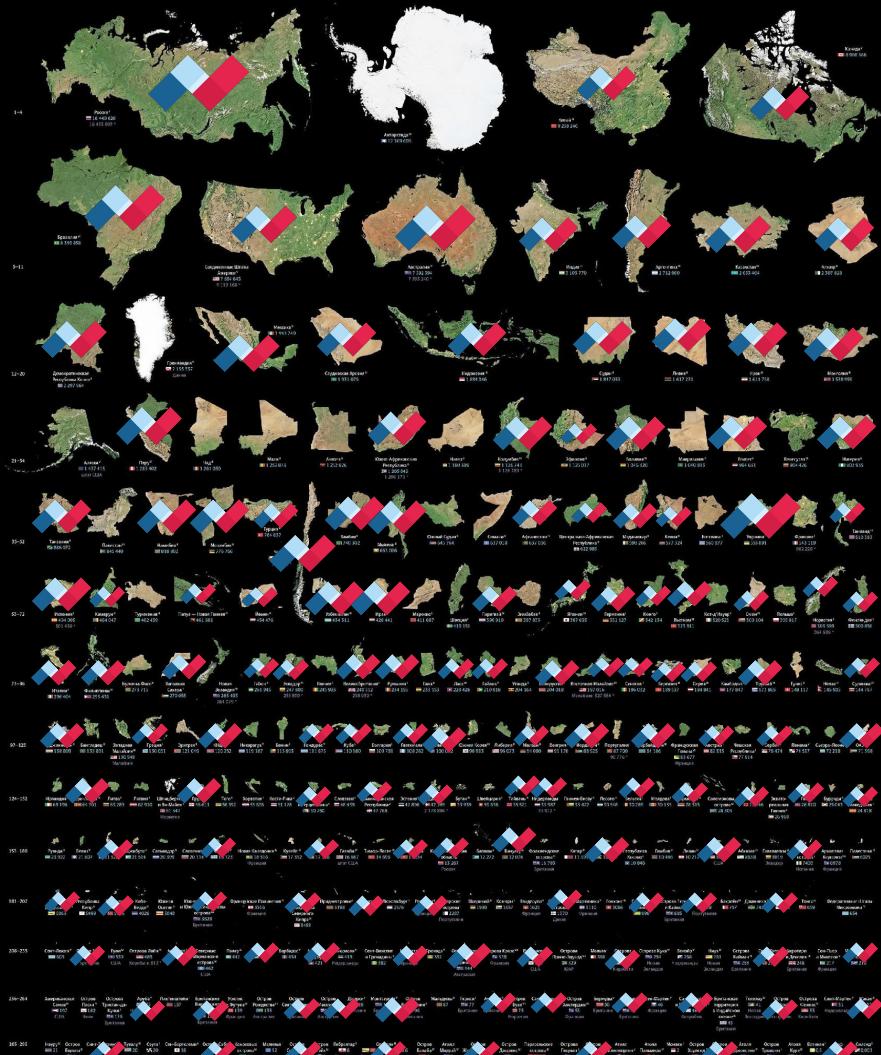
Arabia, the United States, Belarus, Uzbekistan, Azerbaijan, India, Jordan, Spain, South Africa, Serbia, Peru, Iraq, Georgia, Chile, Philippines, Jamaica, Sri Lanka, Moldova, Colombia, United Arab Emirates, United Kingdom, Cameroon, Germany, Kuwait, Iran, Bulgaria, Armenia, Kyrgyzstan, Indonesia, Papua New Guinea, Honduras, Tanzania, Romania, Guatemala, Panama, Kenya, Morocco, Brazil, Uganda, Estonia, Sweden, Netherlands, Hungary, France, Dominican Republic, Canada, Costa Rica, Norway, Australia, Mongolia, Egypt, Denmark, Trinidad and Tobago, Poland, Côte d'Ivoire, Bolivia, Namibia, Burma, Latvia, Mozambique, El Salvador, Ghana, Argentina, Nigeria, Thailand, Zambia, Italy, Malaysia, Lithuania, Uruguay, Turkey, Ireland, Zimbabwe, Ecuador, Lebanon, Montenegro, Paraguay, Algeria, Slovakia, Qatar, China, Albania, Mauritius, Ethiopia, Croatia, Tajikistan, Greece, Portugal, Japan, Brunei, Afghanistan, Finland, Mali, Belgium, Israel, New Zealand, Botswana, Rwanda, Senegal, Bangladesh, Nicaragua, Bosnia and Herzegovina, Togo, the Czech Republic, Switzerland, Cambodia, Bahrain, Saint Lucia, the Democratic Republic of the Congo, Austria, Turkmenistan, Sudan, Libya, Oman, Cyprus, Slovenia, Madagascar, Singapore, Guyana, Bahamas, Macedonia, Burkina Faso, Burundi

137

countries

100 +

units



43

Pakistan

33

Tunisia

23

57

South Korea

?

North Korea

3

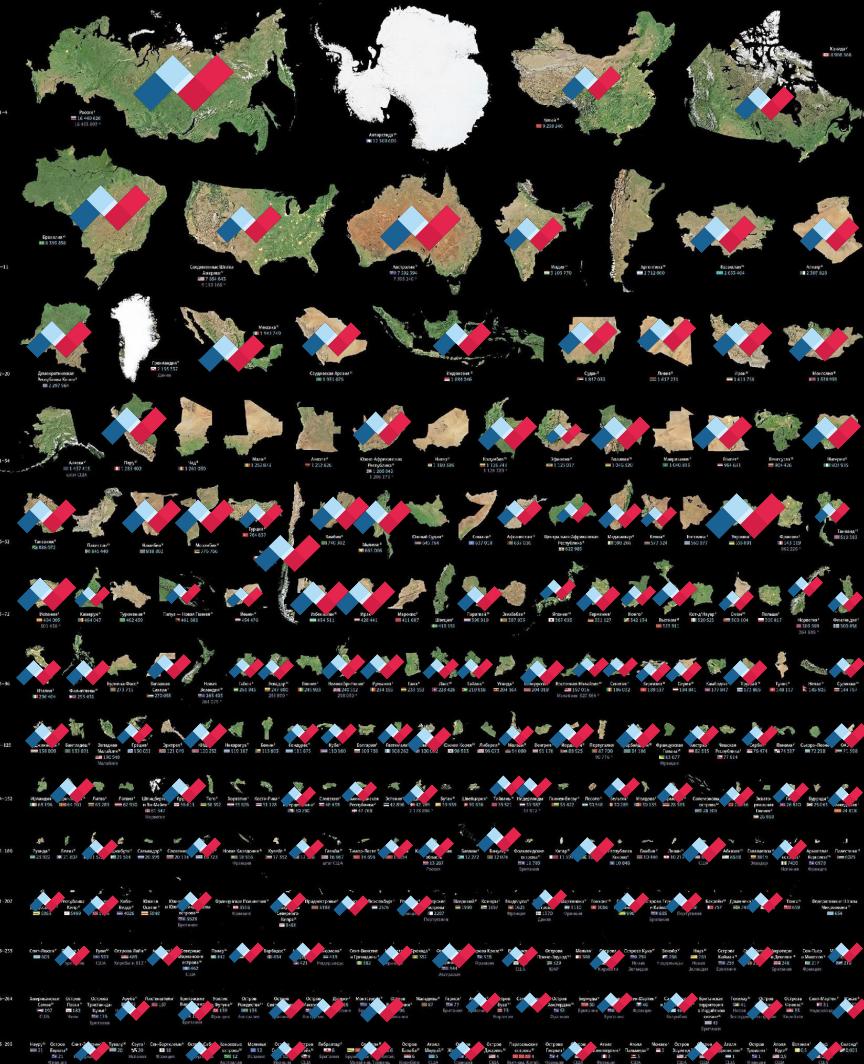
Iceland

137

countries

100 +

units







GDP



Road network size



Number of registered vehicles



Population

	+/-	Country	Units rounded	Population	GDP	Cars	Road network	Total rating
1	-	Georgia	15,600	3,723,500	39,318	576,321	20,424	11.606
2	❖ 1	Moldova	9,600	3,547,539	20,207	553,940	9,352	10.213
3	❖ 1	Kazakhstan	92,500	18,504,456	472,563	4,498,550	97,267	9.957
4	❖ 3	Russia	792,800	146,793,744	3,938,001	43,013,681	1,396,000	9.824
5	❖ 3	Ukraine	134,500	42,055,934	368,047	8,589,599	169,496	9.209
6	❖ -1	Papua New Guinea	5,800	8,558,800	29,481	105,967	9,349	8.647
7	❖ -1	Jordan	20,800	10,449,600	90,387	1,643,998	6,970	8.518
8	❖ 1	Armenia	7,300	2,962,100	27,116	301,132	7,792	8.499
9	❖ 1	Azerbaijan	31,700	10,000,000	167,431	1,100,251	58,395	8.464
10	❖ 8	Kuwait	9,600	4,420,110	30,964	2,204,788	6,608	7.145
11	❖ -9	Jamaica	6,500	2,726,667	26,474	488,467	22,100	6.458
12	-	Belarus	28,000	9,465,300	173,405	3,438,493	94,797	5.670
13	❖ 2	Uzbekistan	34,200	33,584,003	222,792	1,188,477	183,496	5.612
14	❖ -3	Serbia	18,200	6,963,764	129,848	1,684,177	44,248	5.504
15	❖ -2	Kyrgyzstan	5,400	6,389,500	20,413	362,272	34,000	5.064
16	❖ 3	Mongolia	4,500	3,265,354	37,731	228,469	51,350	4.628
17	❖ -3	Estonia	3,700	1,324,820	41,202	627,907	58,412	4.315
18	❖ 2	United Arab Emirates	10,500	9,770,529	693,765	3,173,507	4,080	4.114
19	❖ -2	Cameroon	7,300	24,348,251	83,608	325,473	44,359	3.538
20	❖ 5	Tanzania	8,900	55,890,747	163,886	380,000	86,060	3.125

	+/-	Country	Units rounded	Population	GDP	Cars	Road network	Total rating
1	-	Georgia	15,600	3,723,500	39,318	576,321	20,424	11.606
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4	▲ 3	Russia	792,800	146,793,744	3,938,001	43,013,681	1,396,000	9.824
5	▲ 3	Ukraine	134,500	42,055,934	368,047	8,589,599	169,496	9.209
6	▼ -1	Papua New Guinea	5,800	8,558,800	29,481	105,967	9,349	8.647
7	▼ -1	Jordan	20,800	10,449,600	90,387	1,643,998	6,970	8.518
8	▲ 1	Armenia	7,300	2,962,100	27,116	301,132	7,792	8.499
9	▲ 1	Azerbaijan	31,700	10,000,000	167,431	1,100,251	58,395	8.464
10	▲ 8	Kuwait	9,600	4,420,110	30,964	2,204,788	6,608	7.145
11	▼ -9	Jamaica	6,500	2,726,667	26,474	488,467	22,100	6.458
12	-	Belarus	28,000	9,465,300	173,405	3,438,493	94,797	5.670
13	▲ 2	Uzbekistan	34,200	33,584,003	222,792	1,188,477	183,496	5.612
14	▼ -3	Serbia	18,200	6,963,764	129,848	1,684,177	44,248	5.504
15	▼ -2	Kyrgyzstan	5,400	6,389,500	20,413	362,272	34,000	5.064
16	▲ 3	Mongolia	4,500	3,265,354	37,731	228,469	51,350	4.628
17	▼ -3	Estonia	3,700	1,324,820	41,202	627,907	58,412	4.315
18	▲ 2	United Arab Emirates	10,500	9,770,529	693,765	3,173,507	4,080	4.114
19	▼ -2	Cameroon	7,300	24,348,251	83,608	325,473	44,359	3.538
20	▲ 5	Tanzania	8,900	55,890,747	163,886	380,000	86,060	3.125



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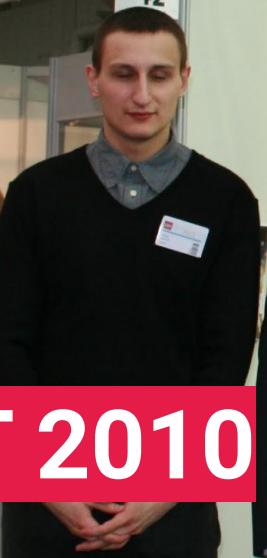
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- ~~1 000 000~~
- ~~2 000 000~~
- ?





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