Technical overview of Wialon related products

Pavel Chabai
Business analyst

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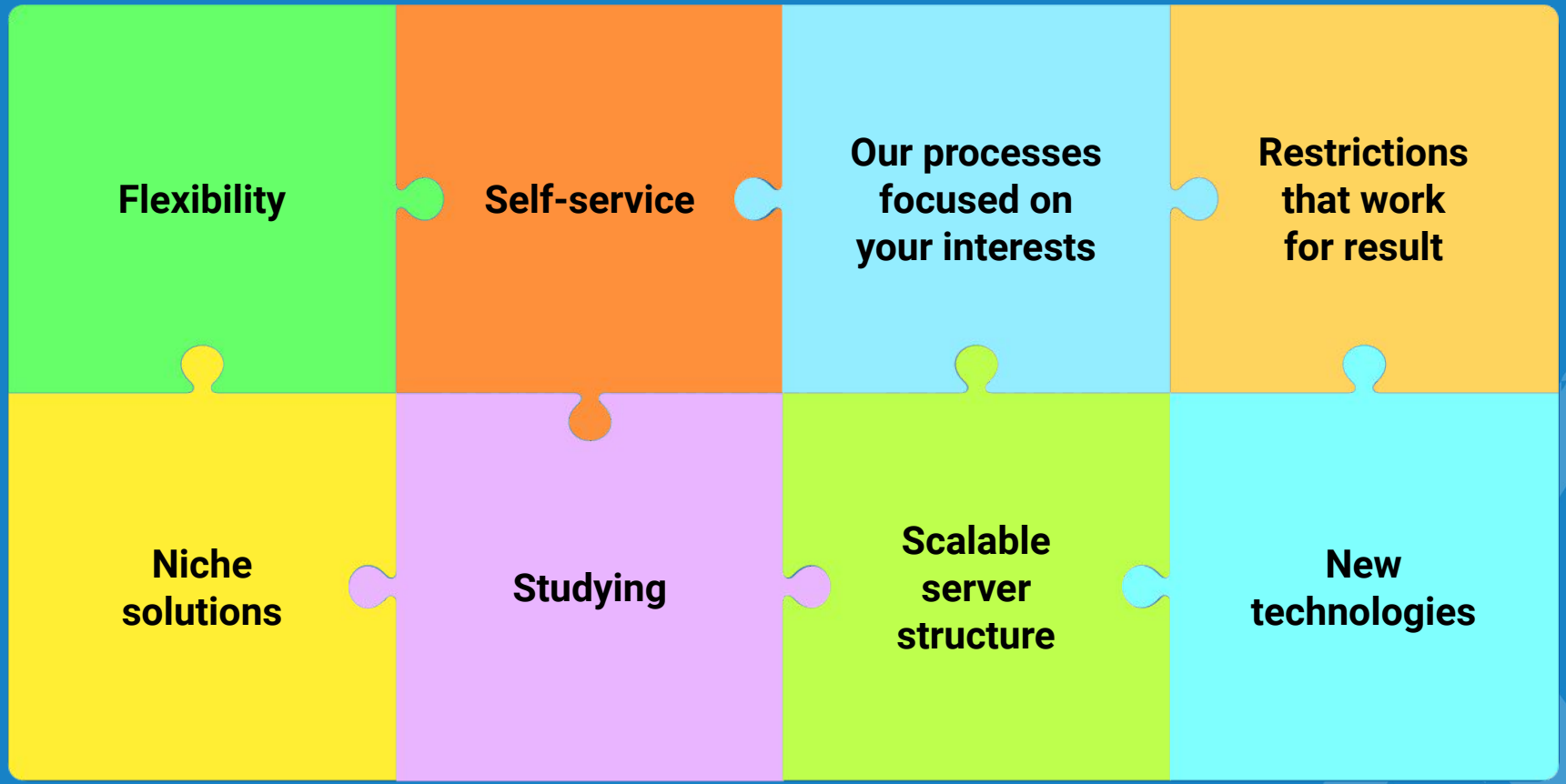
Head of Hosting group

Telematics
Partner conference

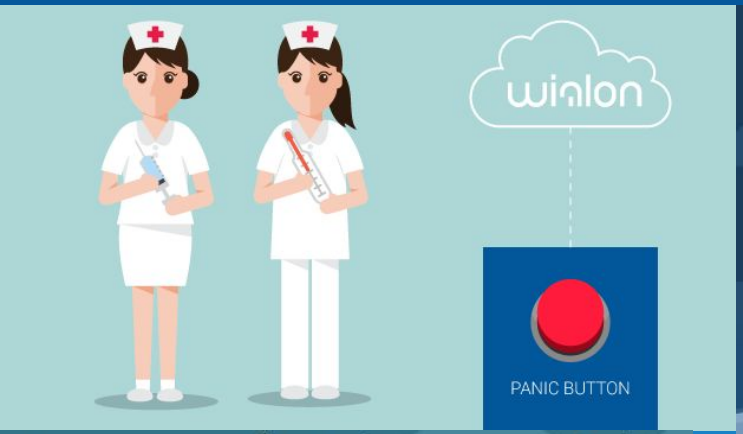
What we mean by an awesome product?



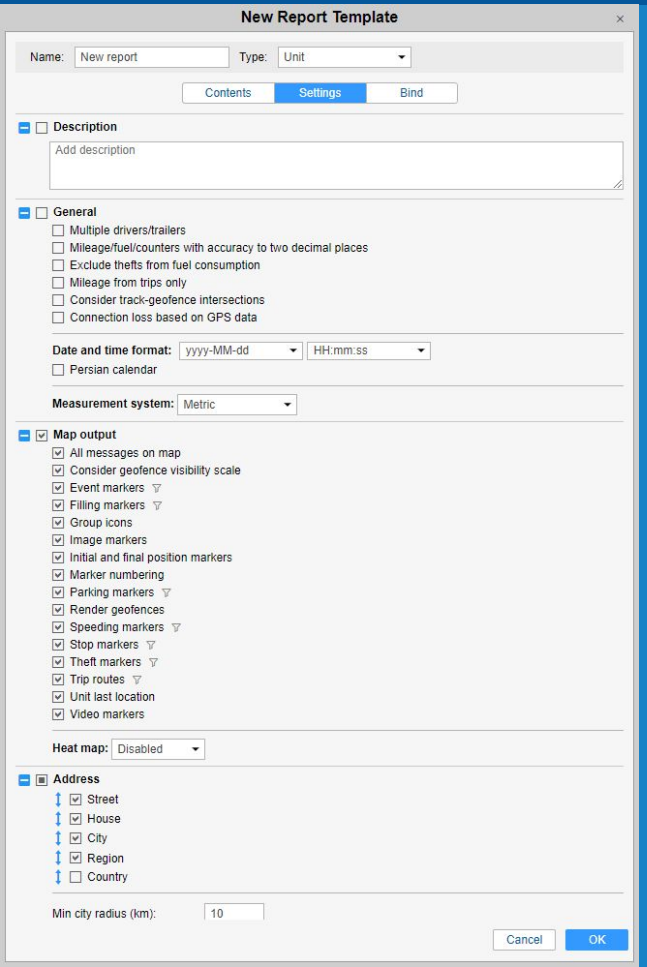
What we mean by an awesome product?

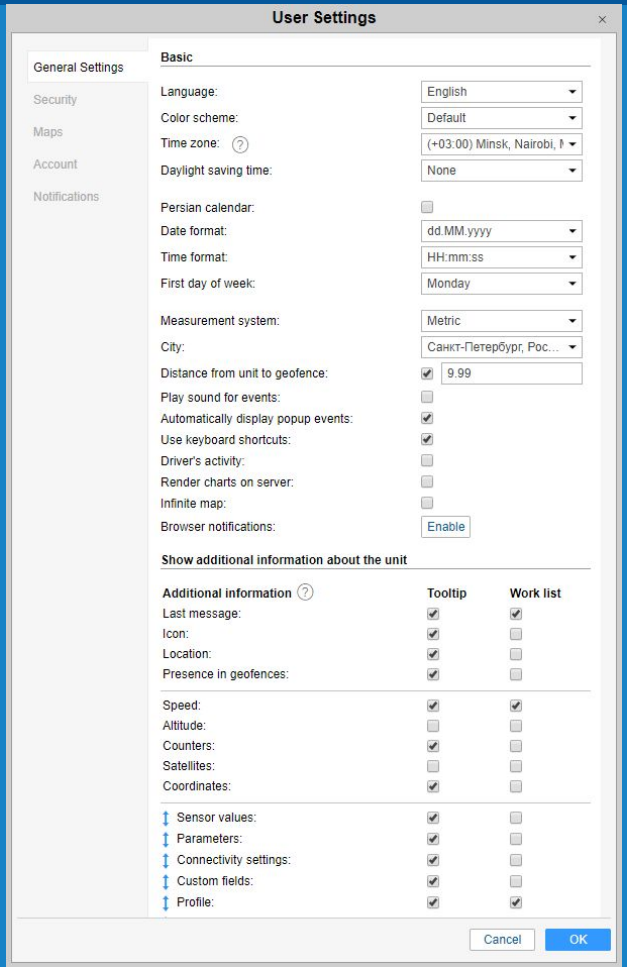
Flexibility	**Self-service**	**Our processes focused on your interests**	**Restrictions that work for result**
Niche solutions	**Studying**	**Scalable server structure**	**New technologies**

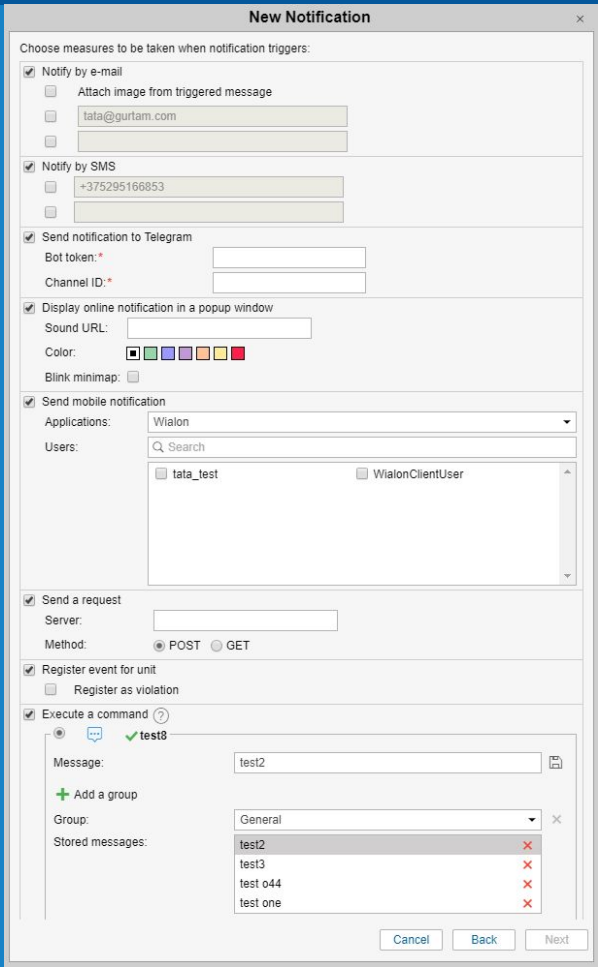
Flexibility



Dark side of flexibility







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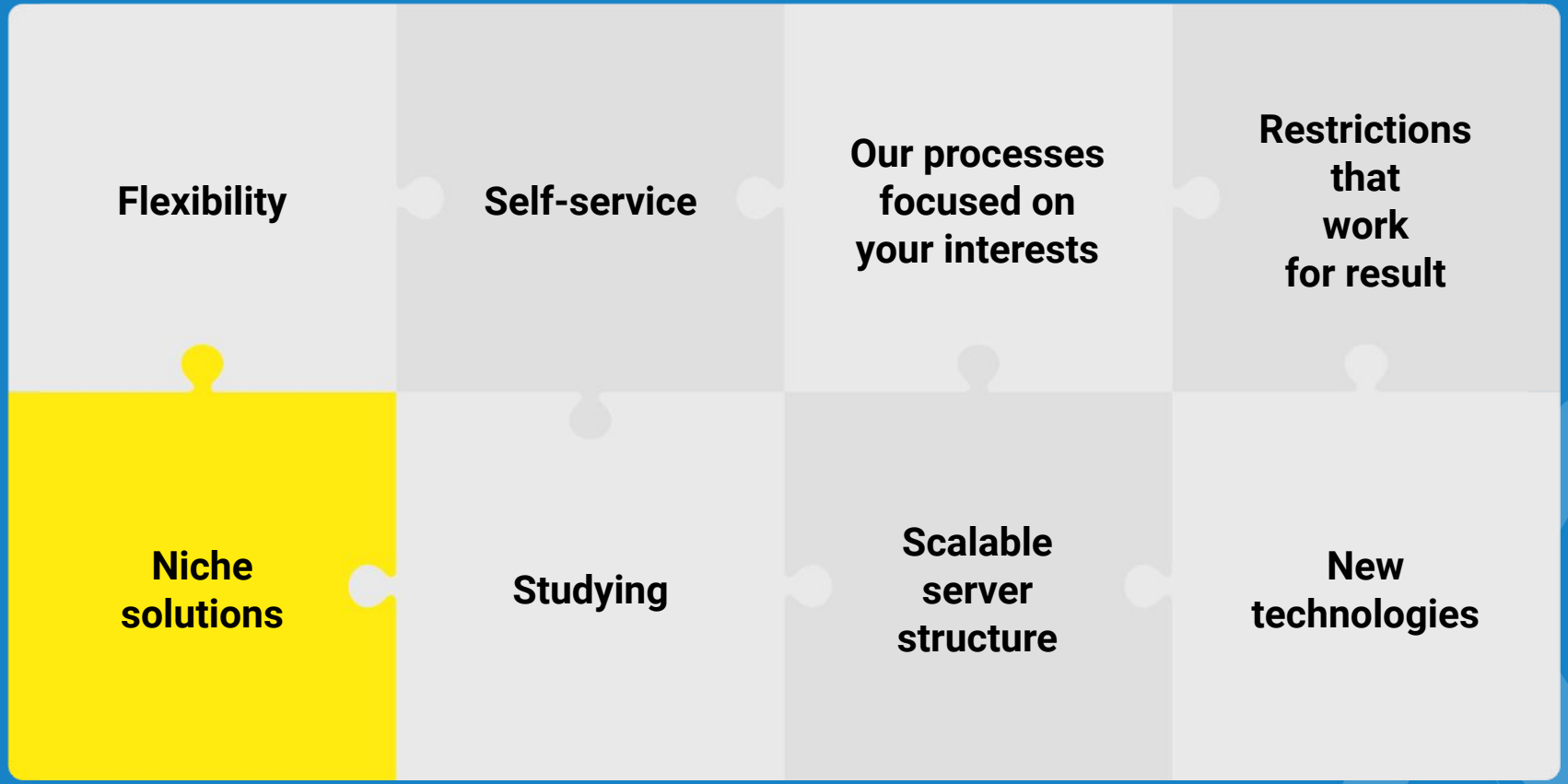
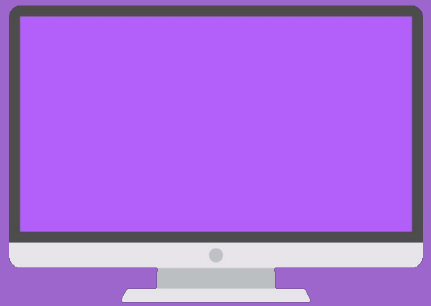


Niche solutions

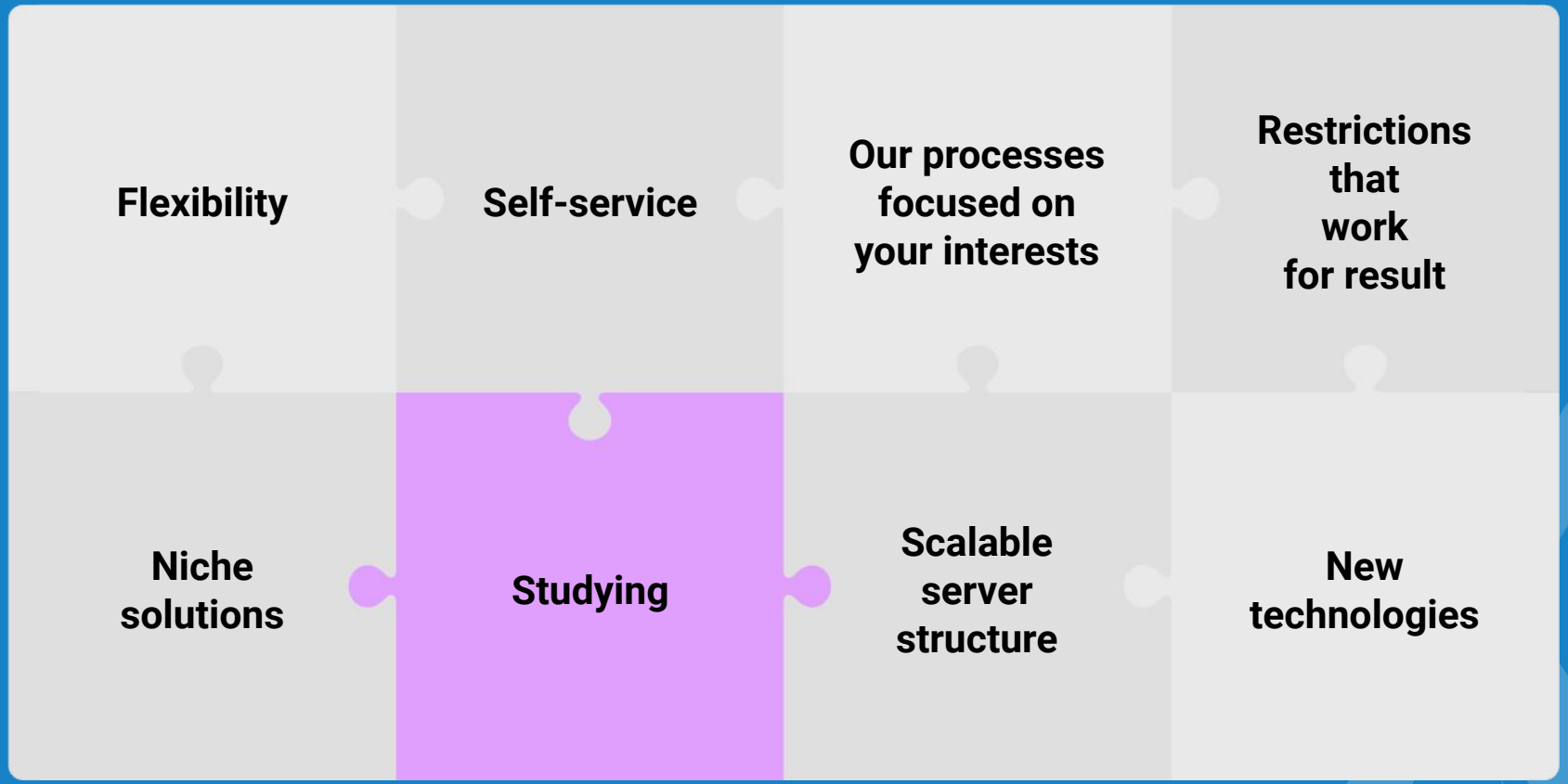
Hecterra

Fleetrun



NimBus

What we mean by an awesome product?

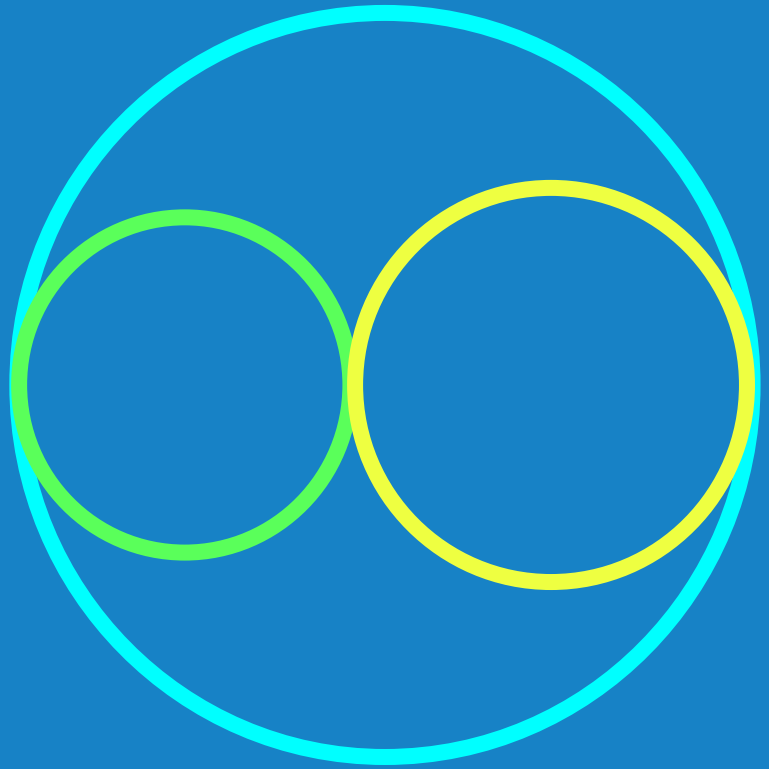


Studying. Trainings

Studying. Customers

Remember your old customers

Studying. Client's involvement

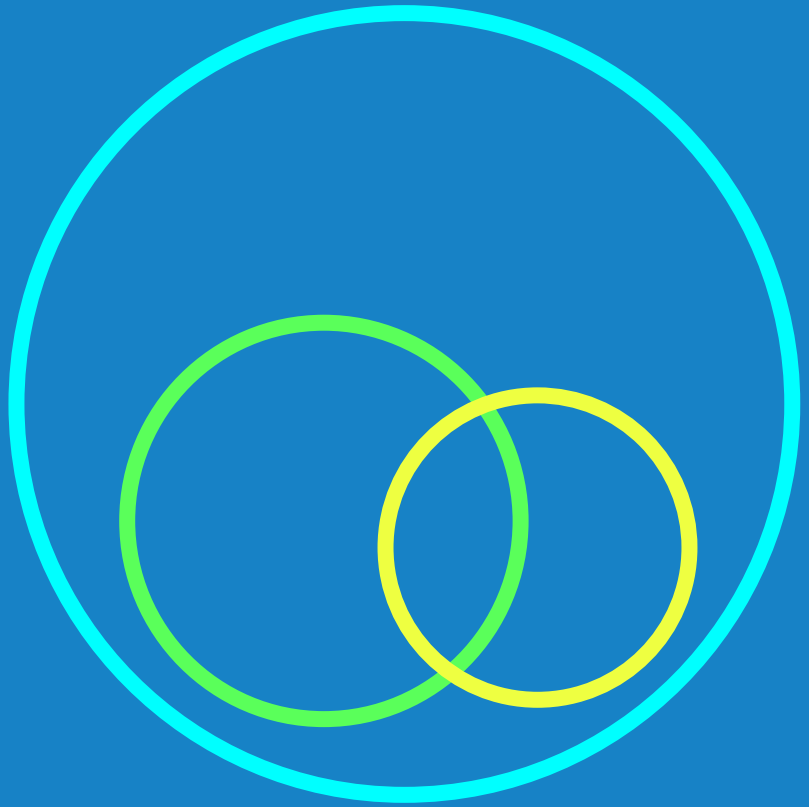


All users – 350,000

Users have not log in > 6 month – 70,000

Users log in 1 time per day – 105,000

Studying. Use all the possibilities

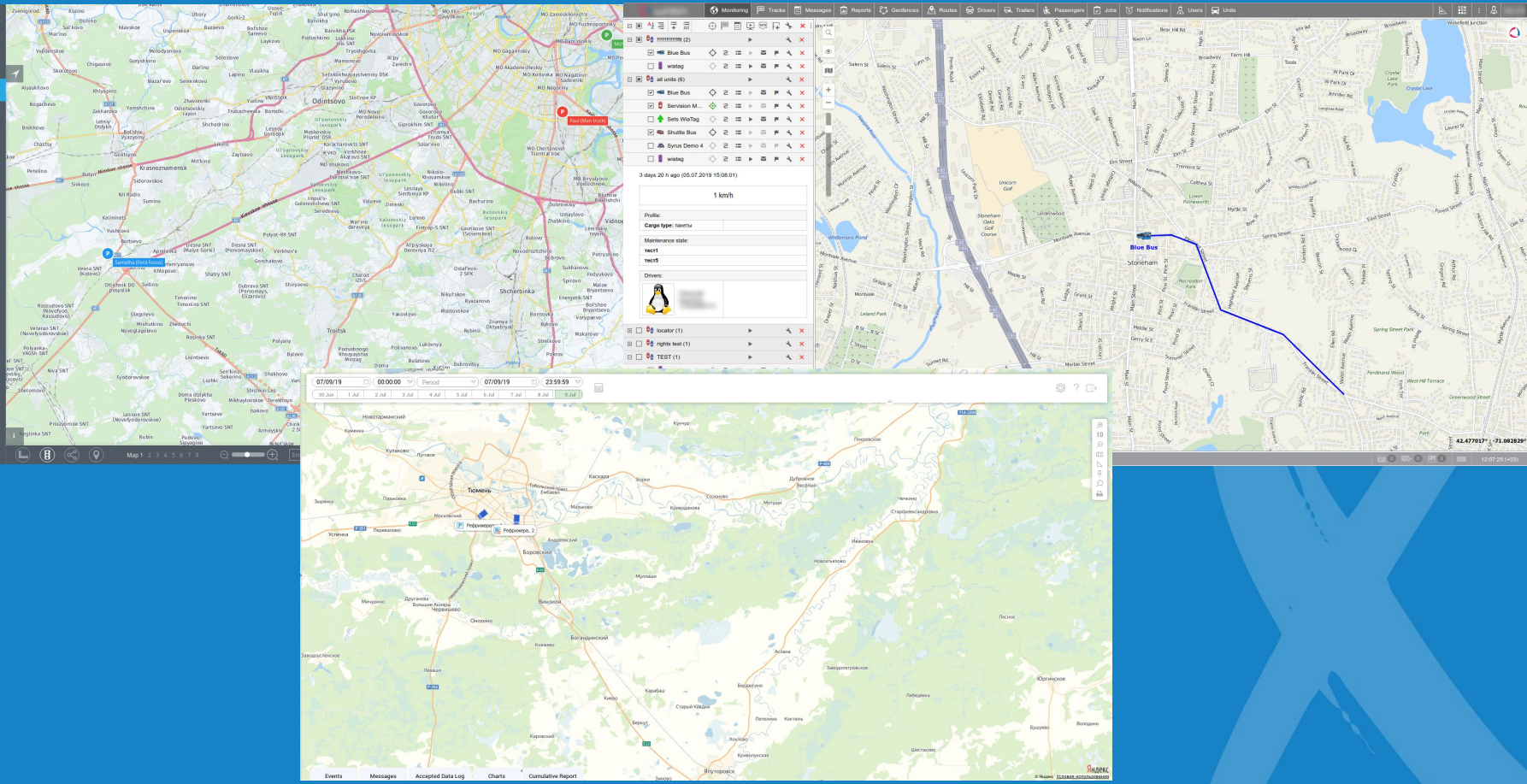


All devices – 100%

Devices with EcoDriving function – 25%

Units with Eco Driving setting – 18%

Studying. What is a better solution?



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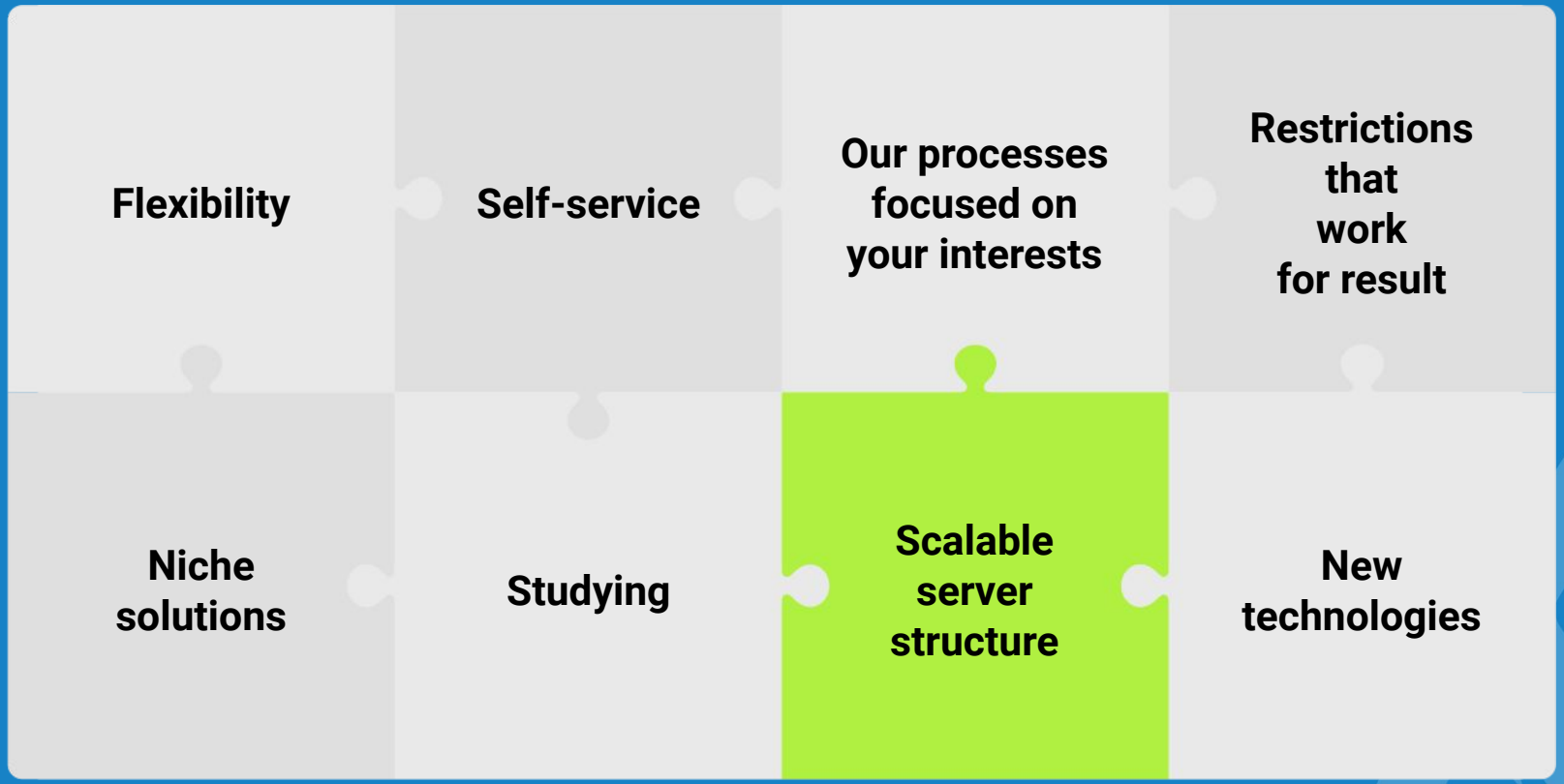
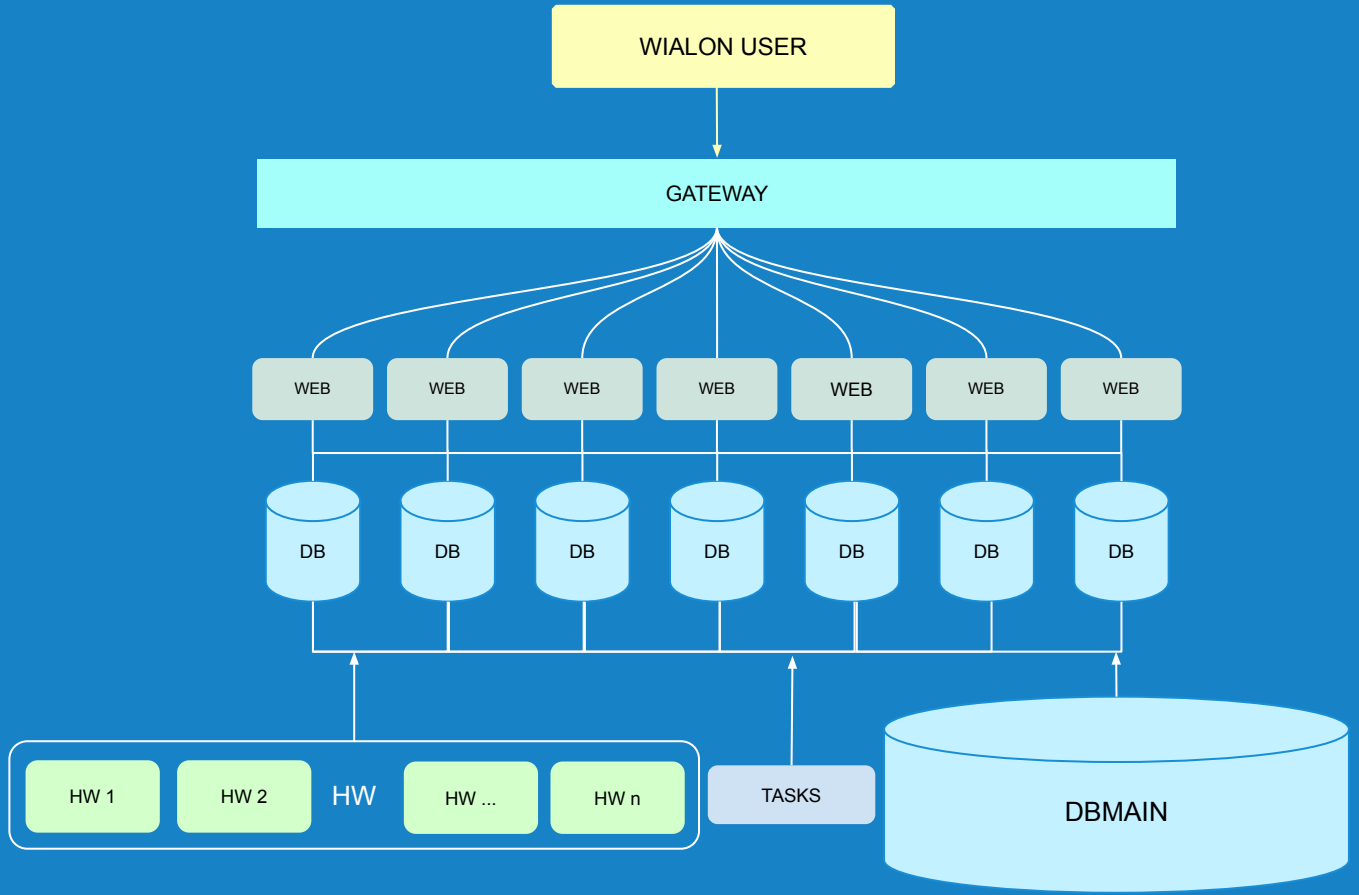


Servers structure



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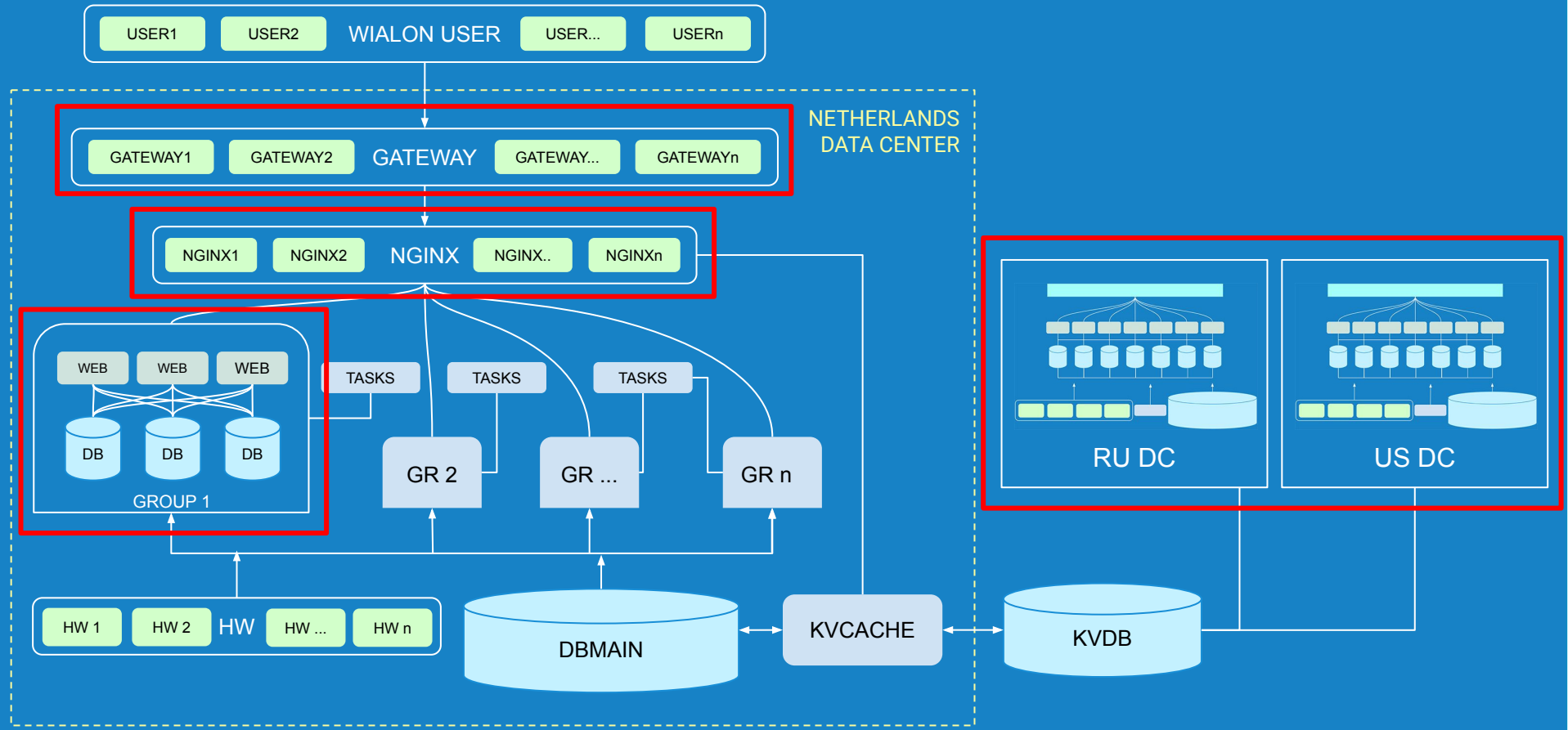

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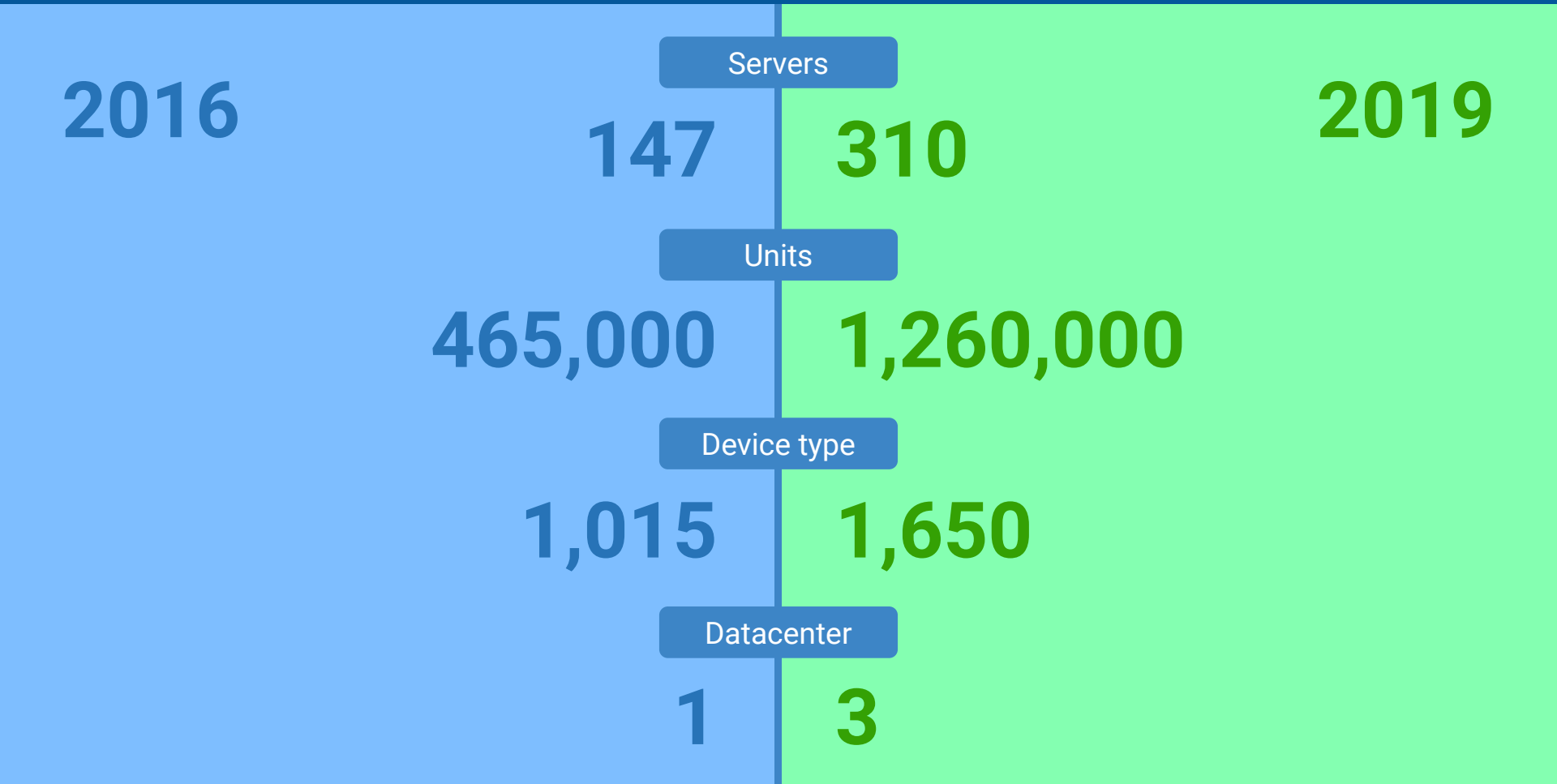
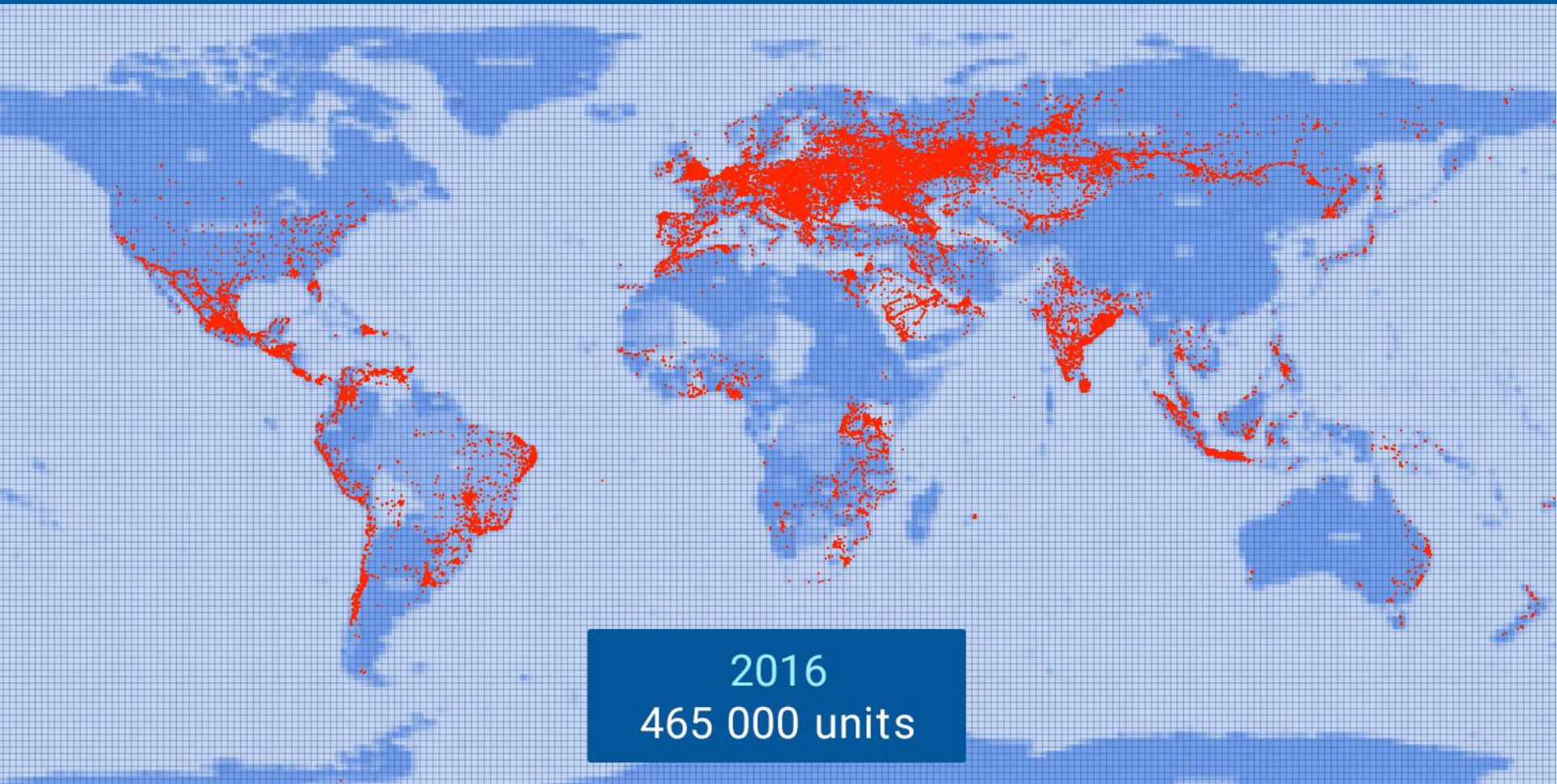


Servers structure

	2016	2019
Servers	147	310
Units	465,000	1,260,000
Device type	1,015	1,650
Datacenter	1	3

Servers structure



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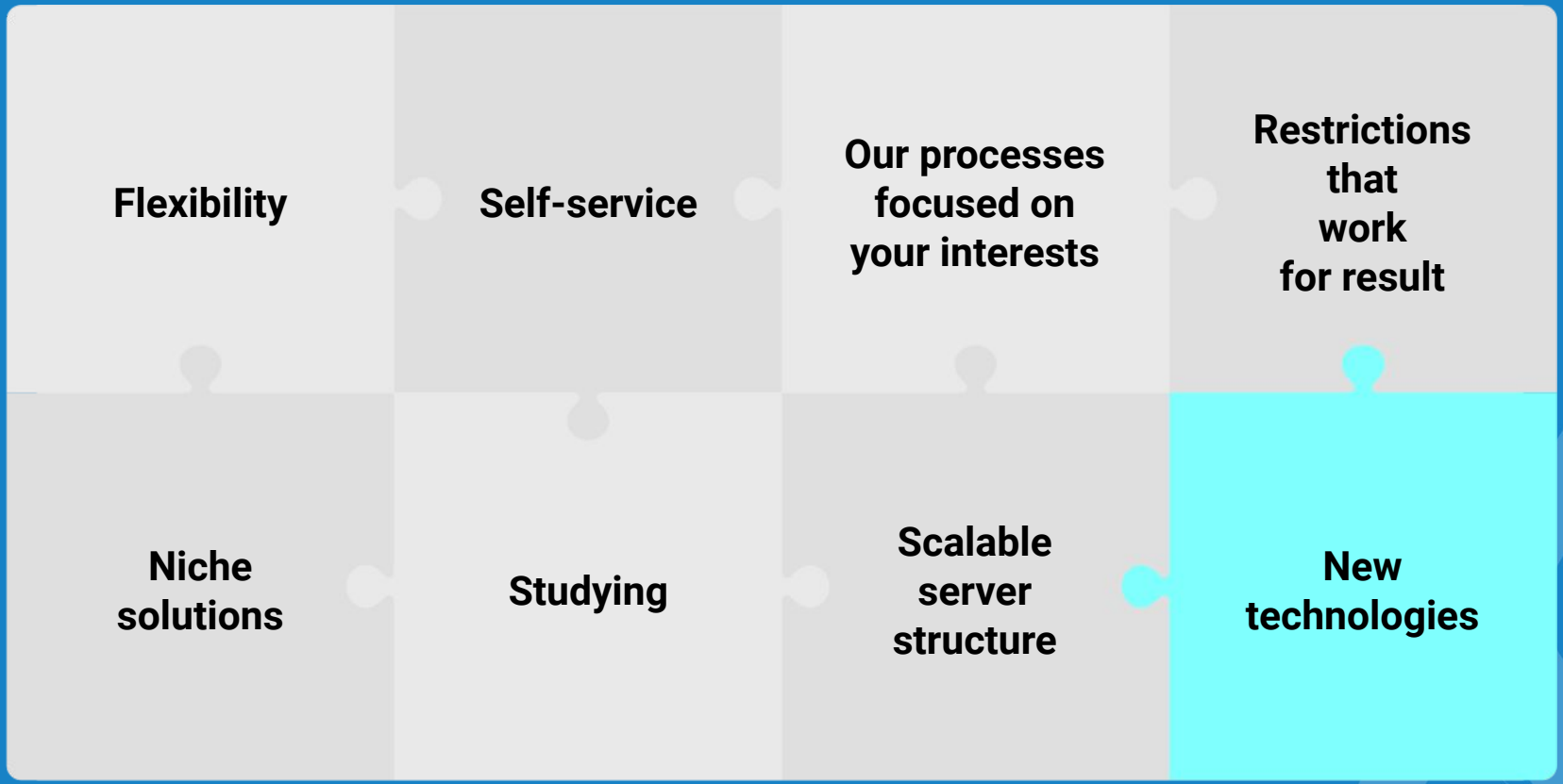
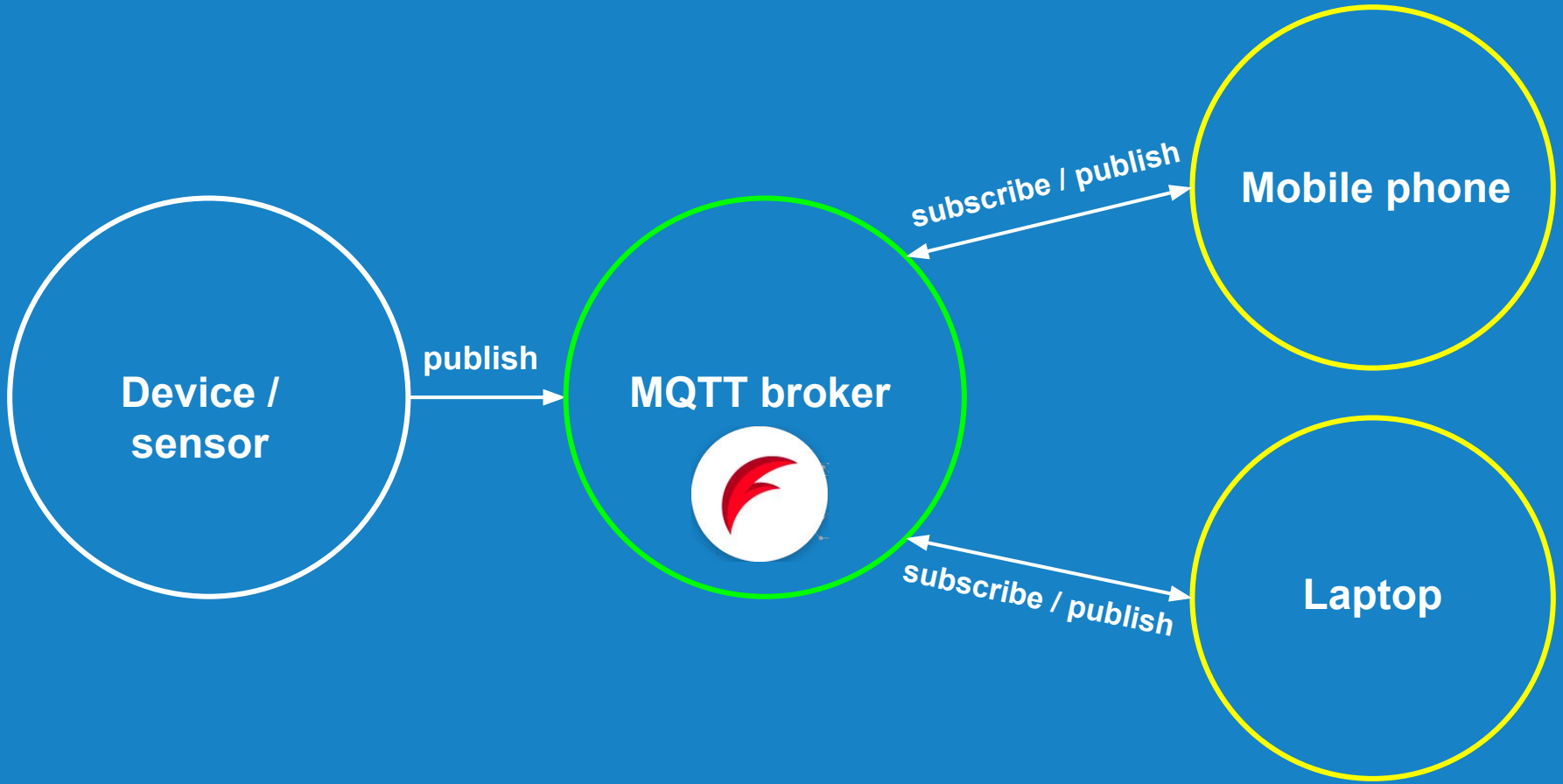


New technologies



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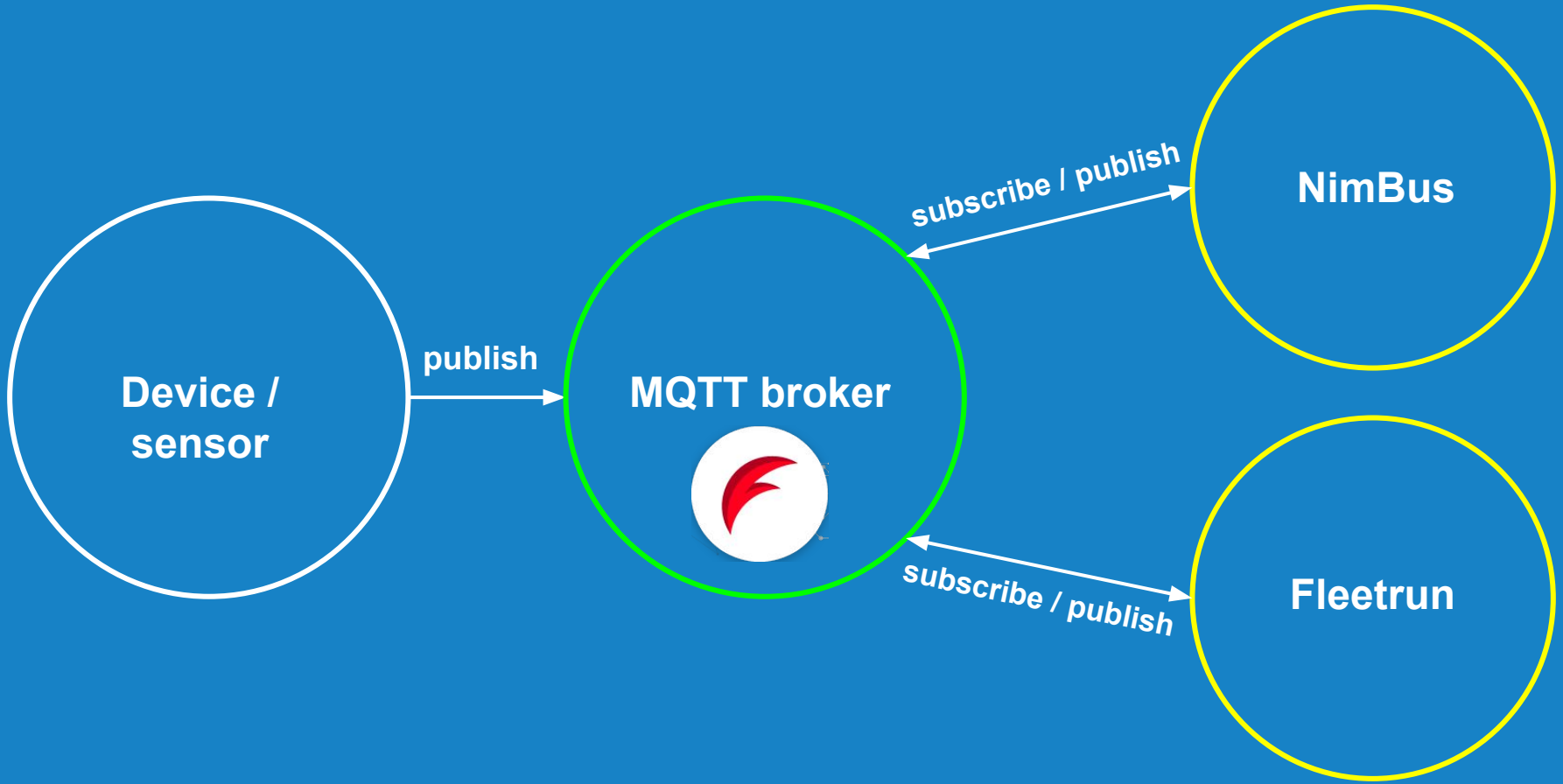
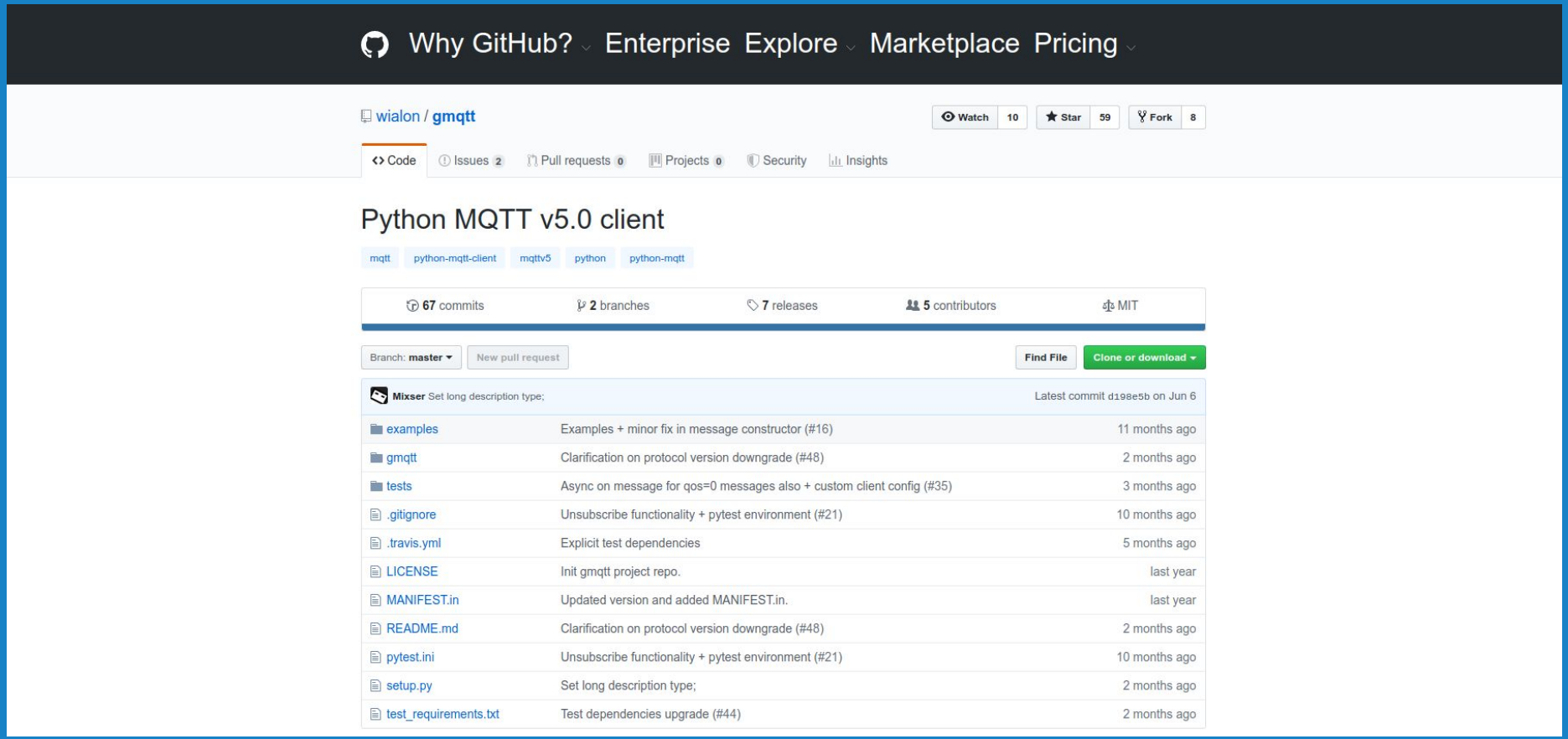


New technologies



Why GitHub? Enterprise Explore Marketplace Pricing

wialon / gmqtt

Watch 10 Star 59 Fork 8

Code Issues 2 Pull requests 0 Projects 0 Security Insights

Python MQTT v5.0 client

mqtt python-mqtt-client mqttv5 python python-mqtt

67 commits 2 branches 7 releases 5 contributors MIT

Branch: master New pull request Find File Clone or download

Mixser Set long description type; Latest commit d198e5b on Jun 6

examples	Examples + minor fix in message constructor (#16)	11 months ago
gmqtt	Clarification on protocol version downgrade (#48)	2 months ago
tests	Async on message for qos=0 messages also + custom client config (#35)	3 months ago
.gitignore	Unsubscribe functionality + pytest environment (#21)	10 months ago
.travis.yml	Explicit test dependencies	5 months ago
LICENSE	Init gmqtt project repo.	last year
MANIFEST.in	Updated version and added MANIFEST.in.	last year
README.md	Clarification on protocol version downgrade (#48)	2 months ago
pytest.ini	Unsubscribe functionality + pytest environment (#21)	10 months ago
setup.py	Set long description type;	2 months ago
test_requirements.txt	Test dependencies upgrade (#44)	2 months ago

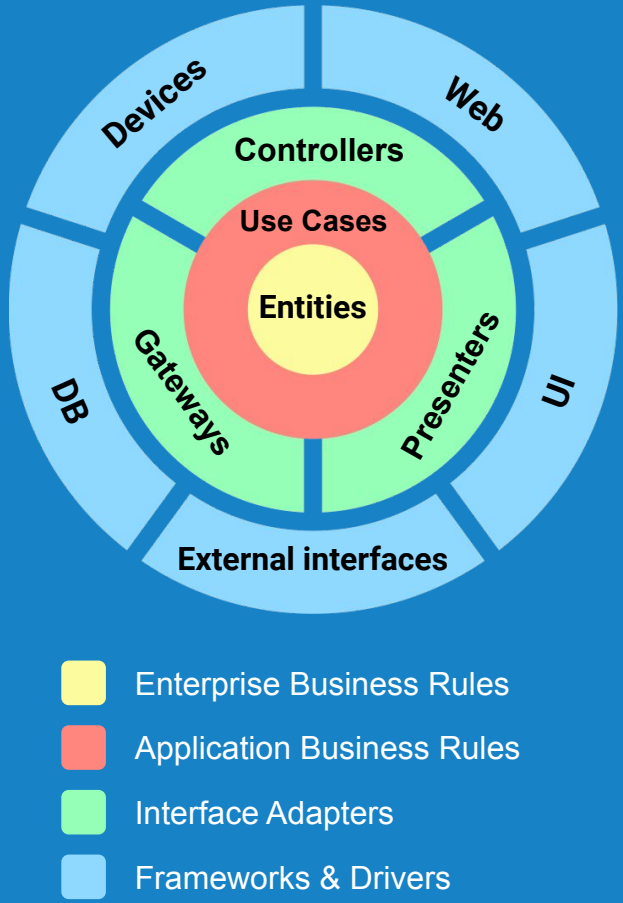
New technologies

Wialon Android & iOS

New technologies

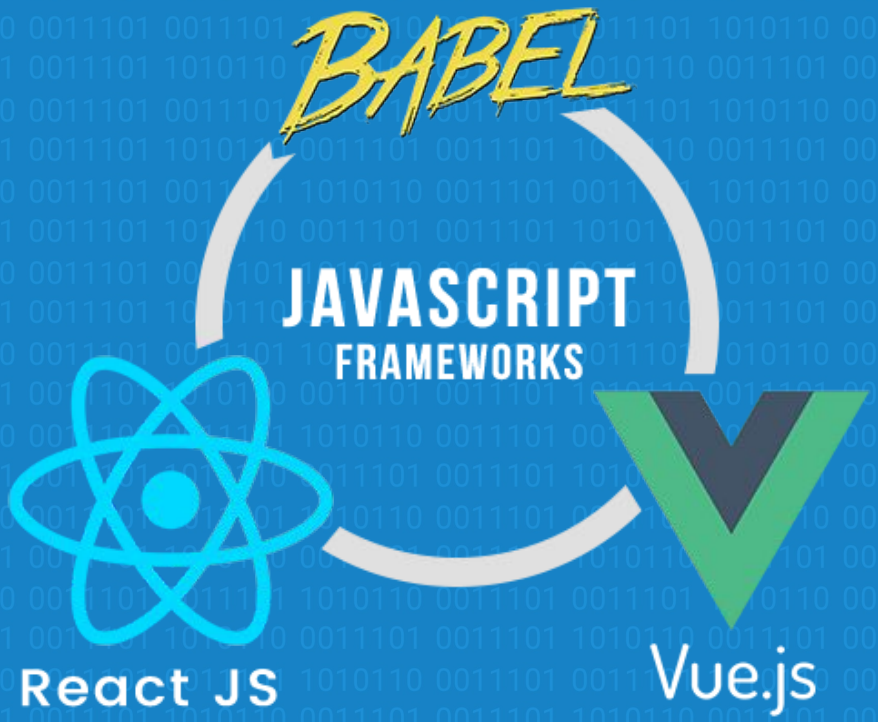
Clean Architecture principles:

- framework independence
- independence of business logic from the interface
- independence of modules from each other



New technologies

New technologies



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Flexibility	Self-service	Our processes focused on your interests	Restrictions that work for result
Niche solutions	Studying	Scalable server structure	New technologies

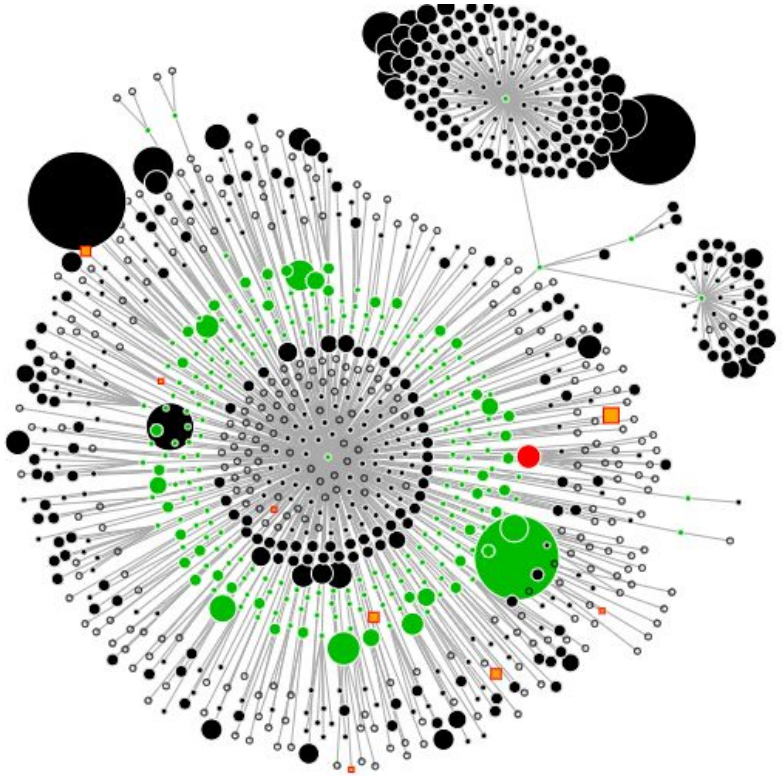
Restrictions that focus on results

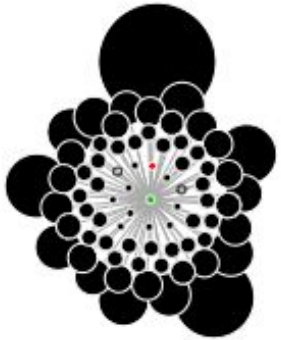
Atypical activity that can affect other users → New Limit

Example of limits that appeared this way:

- Number of active sessions of one user
- Amount of messages loaded by user
- 1 message per second from a unit
- Report execution time
- Limit for simultaneously processed requests

Restrictions that focus on results

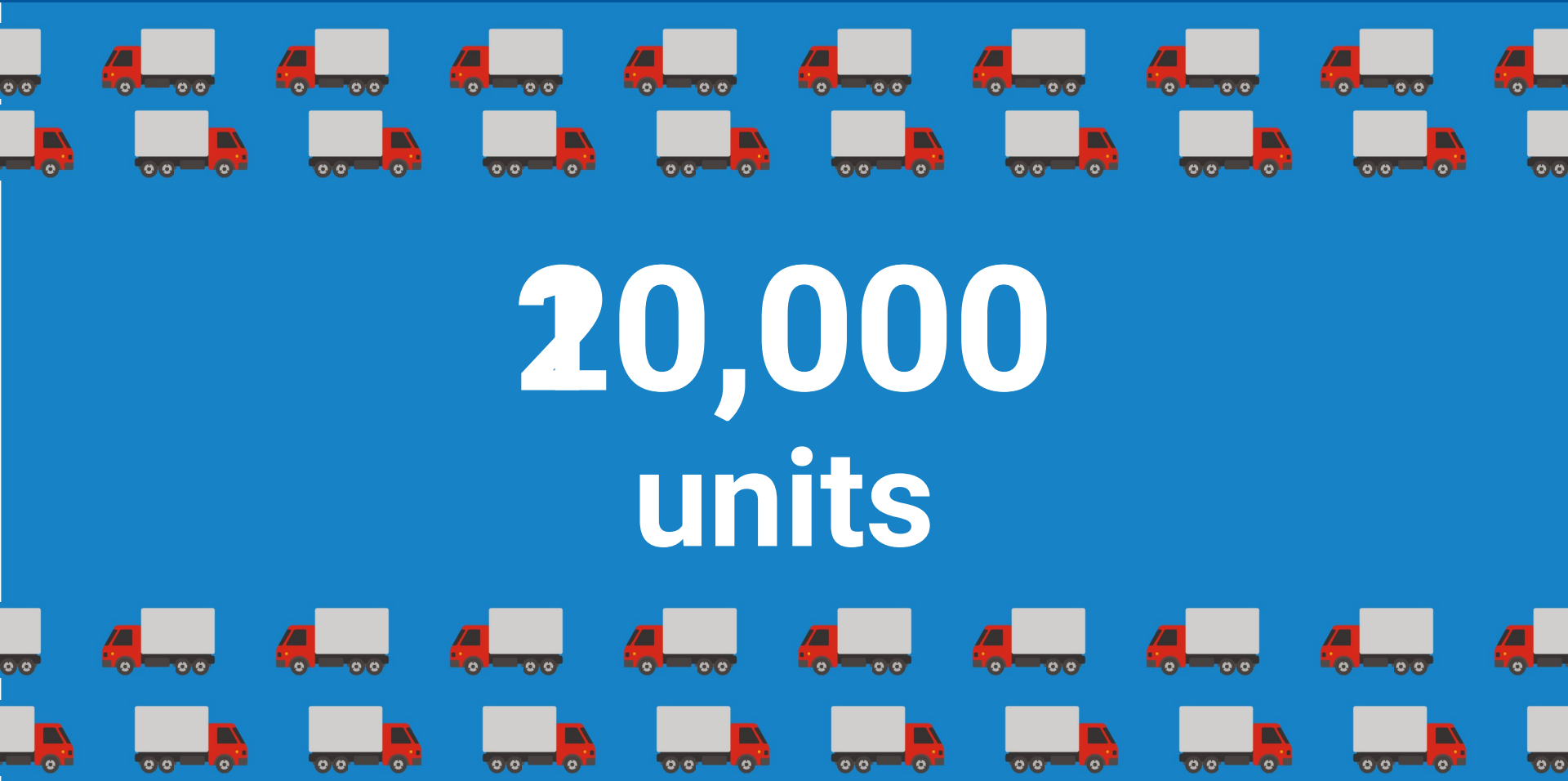




- TOP account
- Dealer account
- End user account

Size shows a number of units

Restrictions that focus on results



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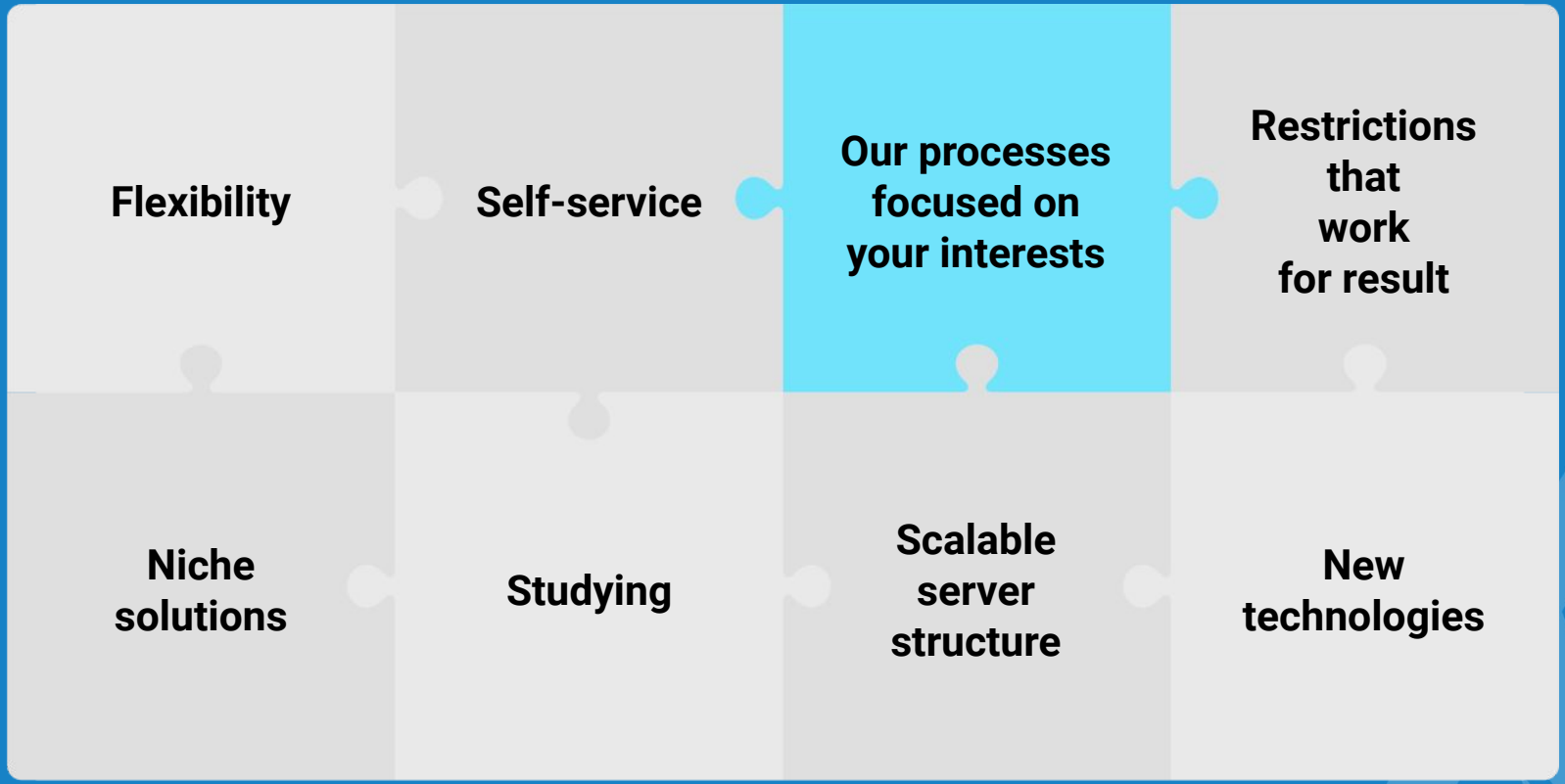


Our processes focused on your interests. Business Analysts

Tatsiana Kots
Hosting group

Pavel Chabai
Wialon Data Center group

Olga Horbat
Local group

Nastassia Maslovskaya
Hosting group

Victoria Suskova
Labs group

Kirill Tarasov
Web group

Anastasiya Dubina
Web group

Mariya Starikova
Labs group

Oleg Poroshin
Mobile group

Katerina Alexandrova
Labs group

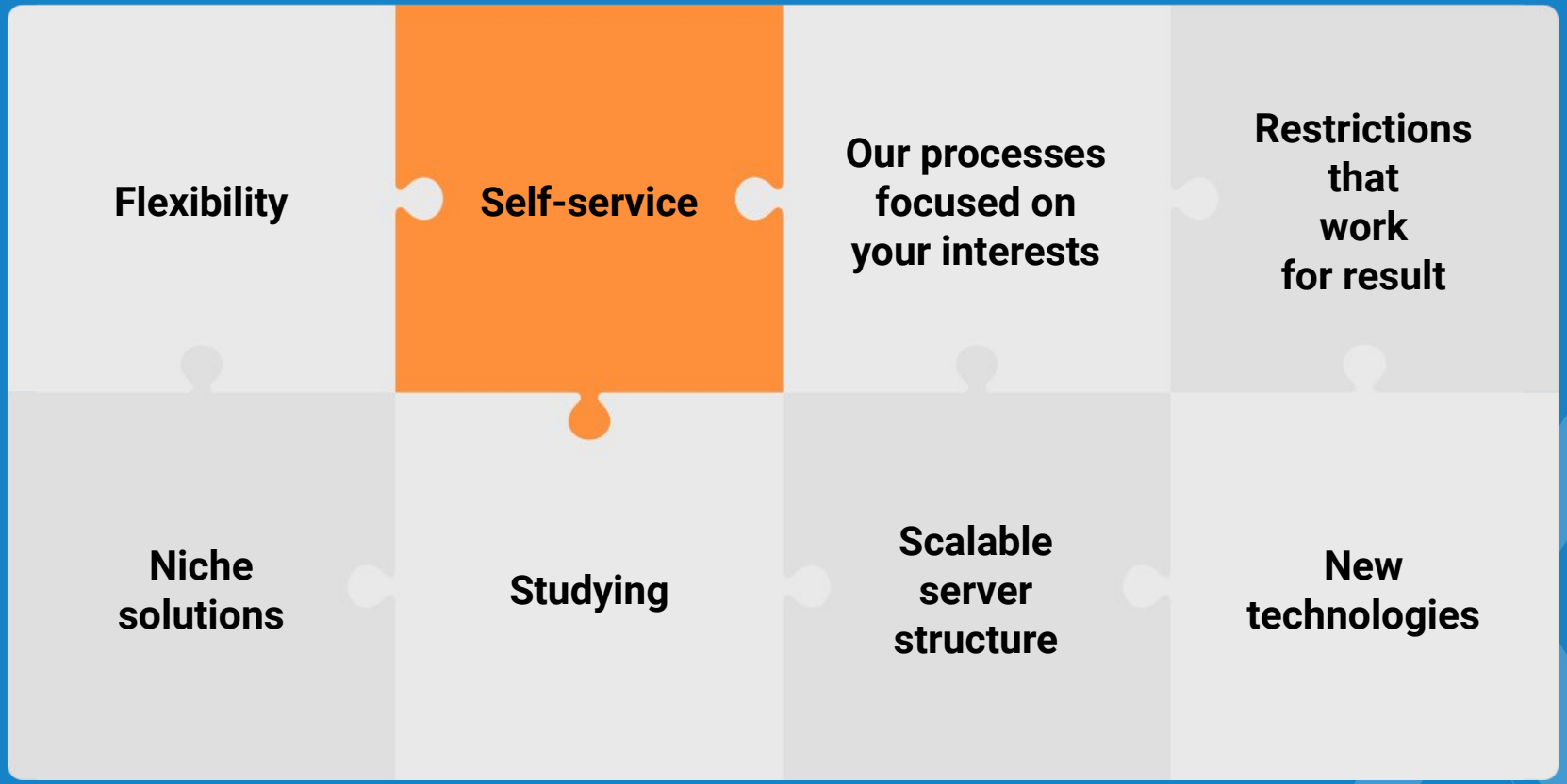
Viktor Yarovenko
HW group

Our processes focused on your interests. Experts

Who is a Product expert?

- Knows the product.
- Locates in development team.
- Personally accompanies your request.
- Informs you fully about the status of the task.

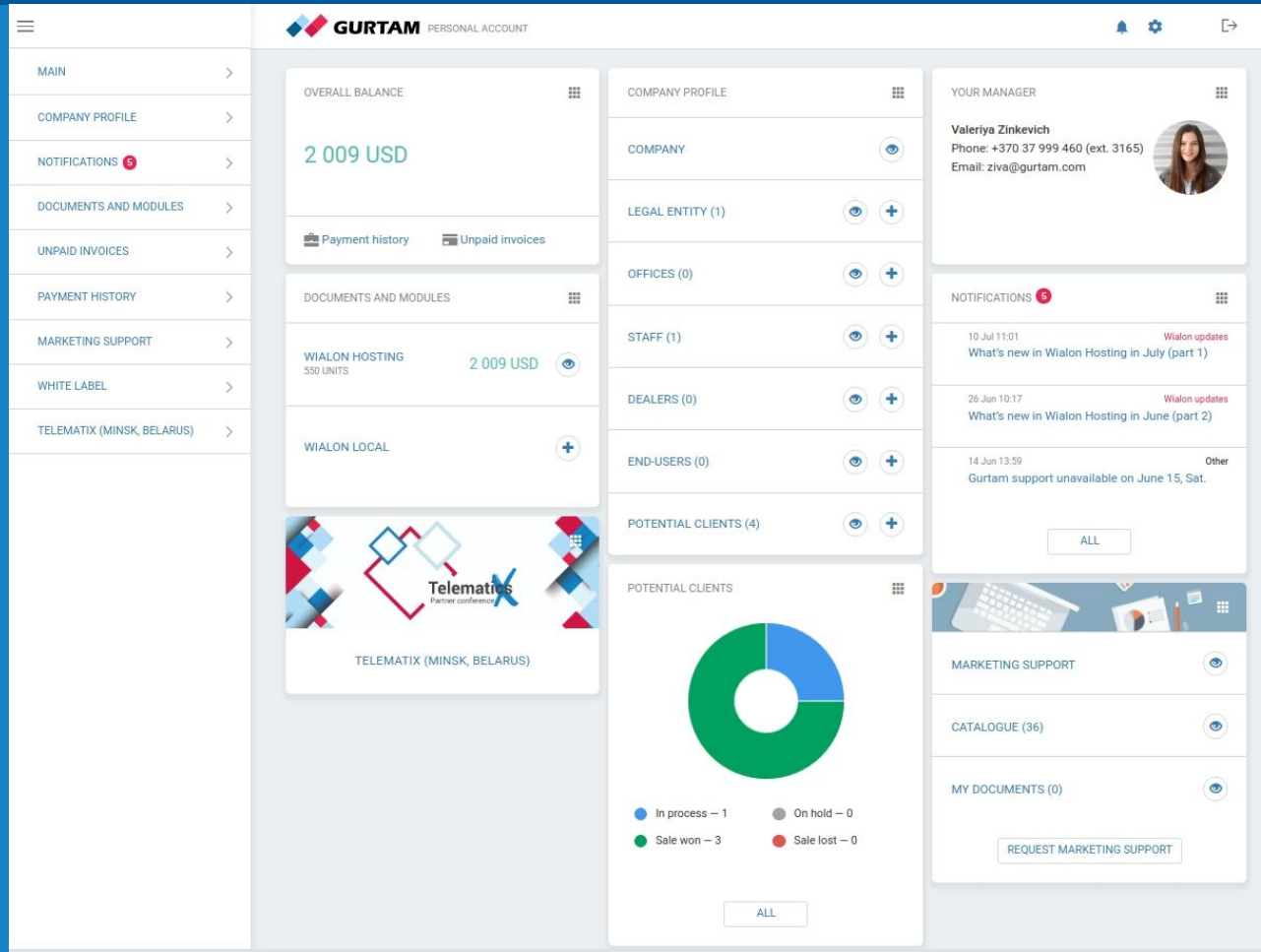
What we mean by an awesome product?



Selfservice

Available operations:

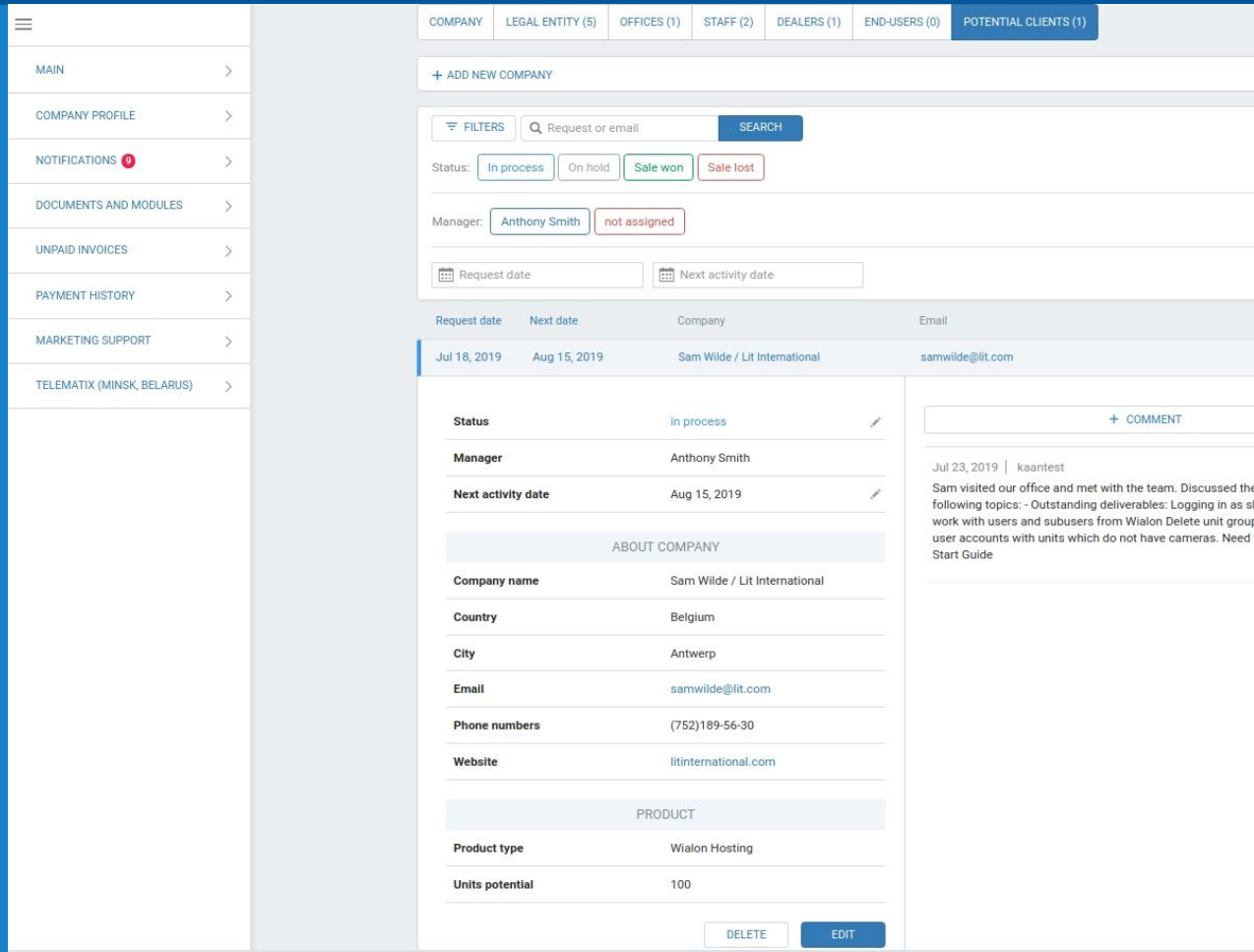
- Request an invoice
- See the balance
- See payment history
- Download marketing materials
- Request a personal design



Selfservice

Here you can:

- Lead your own potential clients and requests forwarded by Gurtam
- Log all actions on your client
- Register all your dealers and end-users
- Assign potential clients to your managers and associate managers with users



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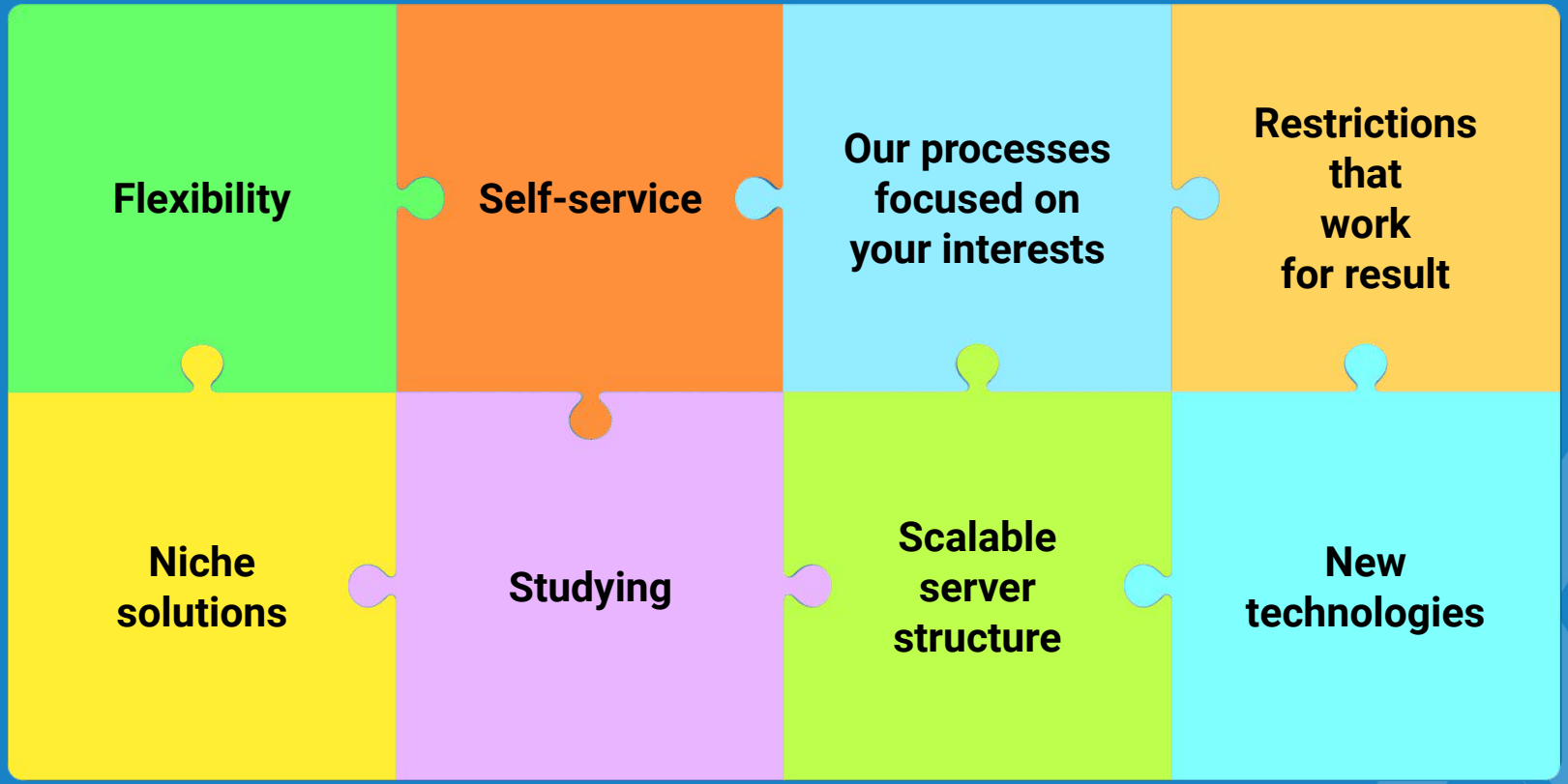

Summary

- Our products are not only growing in units, but also actively developing.
- We know that you are all different.
- You are our hands in promoting Wialon-related products in the world.
- You can ask us any questions.

Let’s keep in touch!

Tatsiana Kots
Head of Hosting group
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Pavel Chabai
Business analyst
pash@gurtam.com

Thank you for your attention!

Pavel Chabai
Business analyst

Tatsiana Kots
Head of Hosting group

Telematics
Partner conference