



**RIO**

THE LOGISTICS FLOW.

# BEYOND TELEMATICS – NEW WAYS OF DIGITAL TRANSFORMATION.

# TODAYS CHALLENGES OF OUR CUSTOMERS IN LOGISTICS



## GLOBALIZATION

- Global complex supply chains
- Risk management becomes more important
- ▶ **Transparency**



## NEW ECONOMY

- Individualization of offerings
- Same-Day-Deliveries
- ▶ **ETA / Shipment tracking**



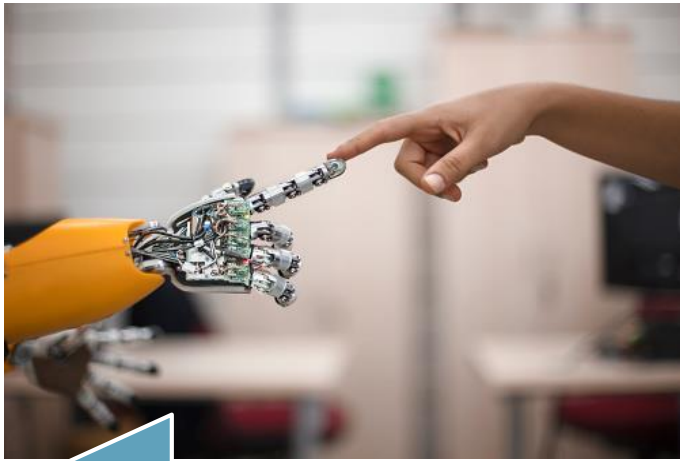
## DIGITIZATION

- Internet of Things
- Information in real-time – anytime and everywhere
- ▶ **Truck as part of the digital supply chain**

# WHAT CHALLENGES DOES THE TRANSPORT INDUSTRY FACE IN THE NEXT 5 - 10 YEARS?



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## AUTOMATIZATION

- Autonomous driving / Platooning
- Automated loading and unloading



## INDUSTRY 4.0

- Improvement of services for the customers
- Setting up IT solutions and integrate those seamlessly to customer's digital world



## ECOLOGICAL CONSCIOUSNESS

- Optimization of vehicle utilization
- New network concepts for urban centers
- Use of e-vehicles

# WHAT PROBLEMS DO CLASSIC TELEMATICS SOLUTIONS SOLVE?

## Position



Where is the vehicle?  
**No early detection of negative effects** for the customer.

## Running distance / Warning light



**Limited information on vehicle maintenance time.**

## Fuel- consumption



**Cost** for fuel consumption and maintenance are **difficult to calculate.**

## Time Management



**No overview** of the **remaining driving times** of the driver to assign further orders.

## Order Information



Orders mostly **only in hardcopy form.**  
Dynamic follow-up is only conditionally compatible with the driver.



# ALL EXISTING IT-SYSTEMS ARE ISOLATED APPLICATIONS



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**COOPETITION  
CUSTOMERS OPERATE WITH MULTI-  
BRAND FLEETS**





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A large, dense crowd of people is walking down a city street, viewed from behind. The sun is shining brightly from the end of the street, creating a strong lens flare and silhouetting the crowd. The people are wearing winter clothing like coats and hats. The street is lined with buildings and some signs are visible in the distance.

**INFORMATION OVERLOAD  
INSTEAD OF GUIDANCE**





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**ONE SIZE FITS ALL  
SYSTEMS NOT CUSTOMIZABLE**





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**OUR MISSION:  
PROGRESSING  
THE LOGISTICS ECOSYSTEM.  
DIGITAL TOGETHER.  
AND OPEN FOR ALL.**



# OPEN PLATFORM ENABLES SOLUTIONS FROM DIFFERENT SOURCES



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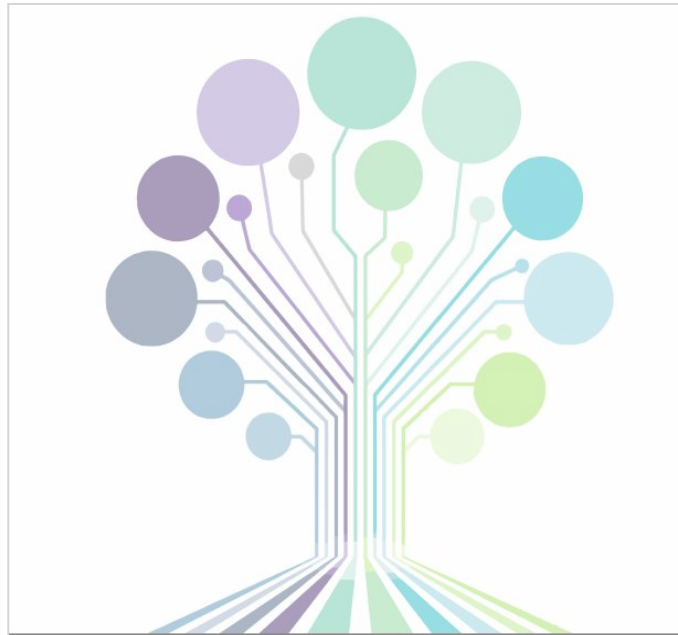
1

Digital  
OEM Services



2

Partner-Services



3

Digital Services  
for the transport industry





# OEM SERVICES AS A STARTING POINT FOR A BROAD RANGE OF SERVICES



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**Predictive Maintenance**



**Training / Driver Coaching**



**Connected Assistance**



**Over-The-Air Updates**



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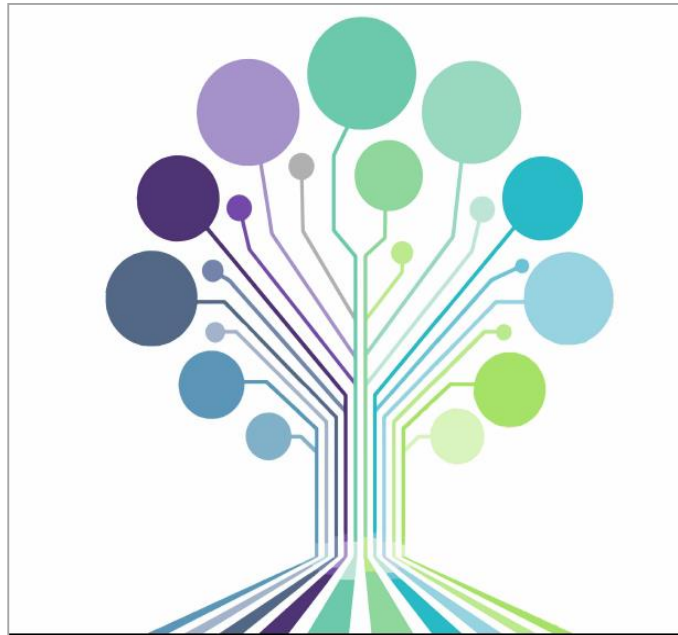
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# MORE THAN 250 INQUIRIES FROM INTERESTED PARTNERS SINCE THE IAA 2016



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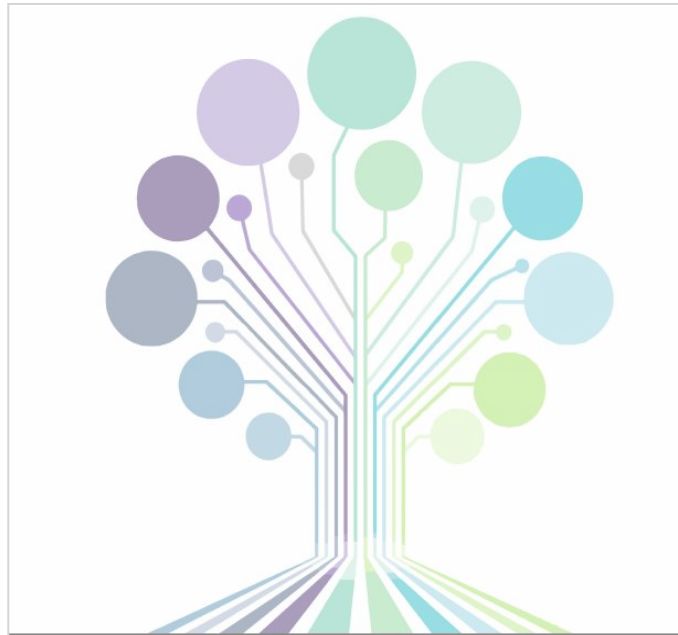
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# SERVICES ARE AVAILABLE VIA CLOUD-BASED PLATFORM



## Vehicles with RIO Box

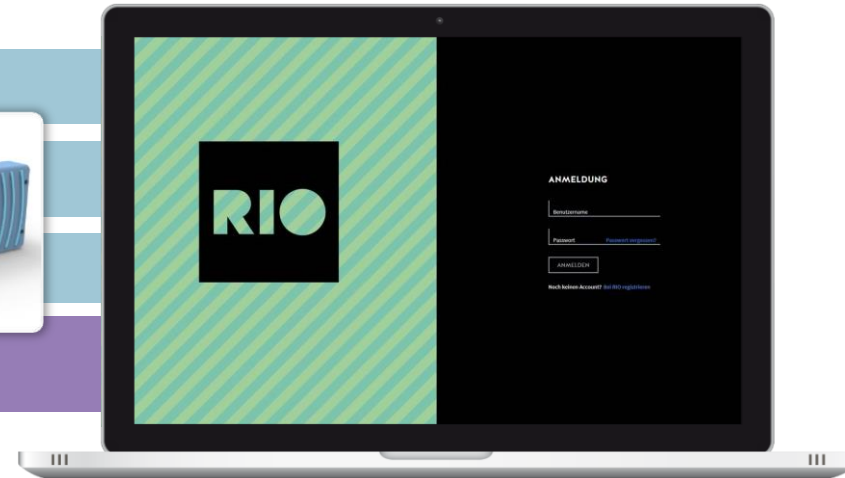
(incl. BYOD – Connection of 3<sup>rd</sup> party devices)



## Outlook:



## Platform and Market Place

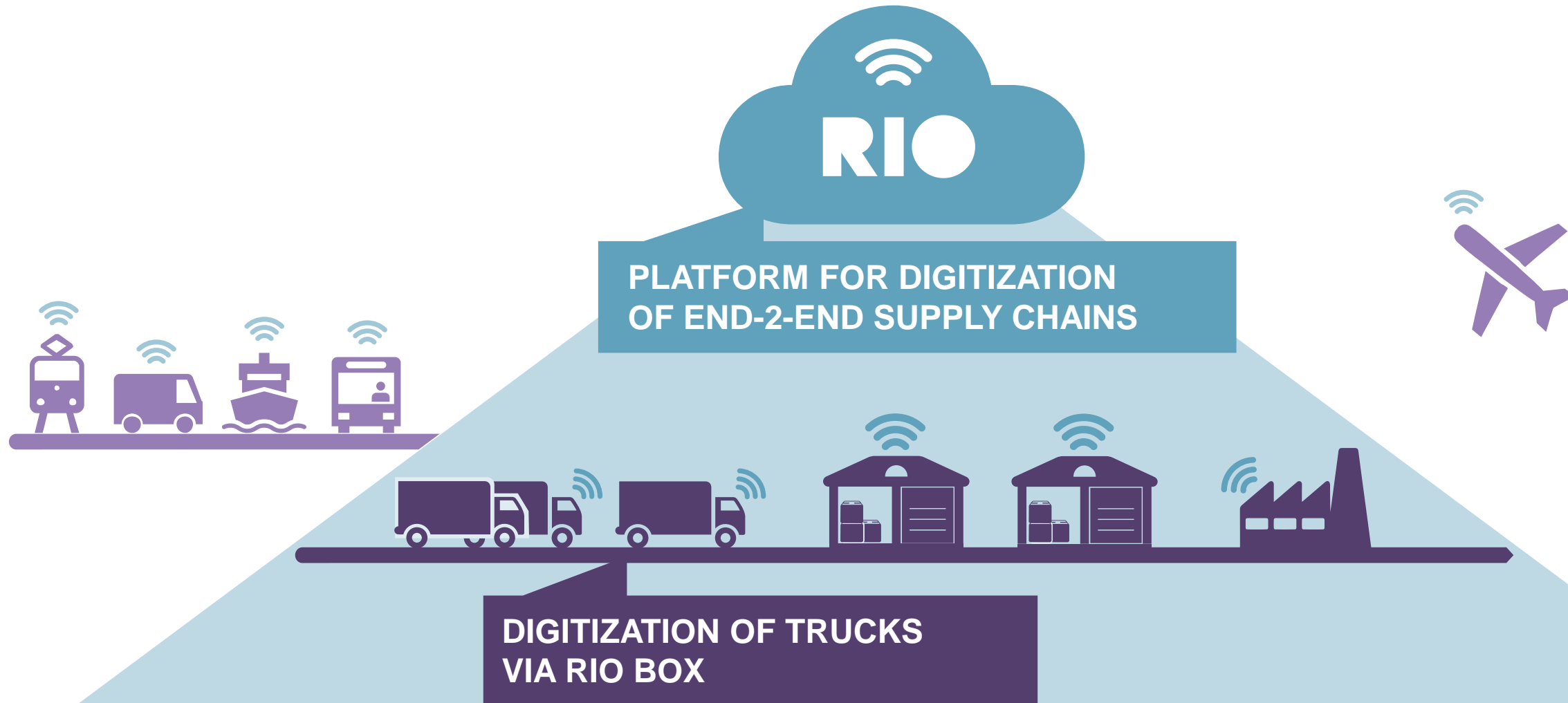


- » Multi-modality
- » Multi-brand
- » Efficiency
- » Integration
- » Partnering

# RIO DIGITIZES LOGISTICS SUPPLY CHAINS



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**WE BELIEVE:  
BETTER LOGISTICS MAKES A BETTER WORLD.  
BETTER LOGISTICS REQUIRES OPEN SYSTEMS.  
BETTER LOGISTICS MAKES CUSTOMERS HAPPY.**

**THE LOGISTICS FLOW.**

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