EMPOWERMENT OF FLEET OPERATORS

SPACE TECHNOLOGY TRANSPORT SOLUTIONS

Stephen Watson
Director of Product
INTRODUCTION TO MICROLISE

Founded in 1982
Based in Nottingham
£25m turnover in 2013-14
£3m annual spend on research & development
Technology lead company

Microlise help our customers to reduce their costs and the environmental impact of their fleet operations. We achieve this by maximising utilisation, increasing efficiency, and improving economy and safety.
Our Markets
MICROLISE BY NUMBERS

OUR CUSTOMERS HAVE REDUCED EMISSIONS BY A TOTAL OF 333,000 METRIC TONNES PER YEAR

THE 55,000 VEHICLES TRACKED BY MICROLISE IN THE UK TRAVEL OVER 4.95 BILLION MILES EACH YEAR

OUR CUSTOMERS SAVE OVER £172 MILLION PER YEAR IN FUEL COSTS

MICROLISE HAS CONNECTIONS WITH OVER 140,000 VEHICLES ACROSS THE WORLD
The Cost of Running a Heavy Goods Vehicle

Profit & Loss of a Typical Haulier

• Average Turnover per Vehicle - £150,000
• Average Net Profit per vehicle for Top 100 Operators – 3% ROS
• Net Profit per Vehicle - £4,500
• Total Vehicle Operating Costs - £145,500
• Fuel Cost @45% = £65,475
GPS – Vehicle Location
• Security - Where is my £75k investment?
• Availability – Is my £75k investment working?
• Utilisation – Is my £75k investment earning me money?
• Service – When my £75k investment stops working, how quickly will it be fixed?
GPS – Benefiting Customers

• Accurate Arrival Time Estimates
• Combine with traffic information
• Proactive notification to customers via SMS
• Reduces doorstep / turnaround time
• Reduces re-delivery attempts
• 27% of all commercial vehicle mileage is empty!
• Fuel Efficiency gains wiped out by poor planning
• Unnecessary Miles driven
• Review planned and actual routes taken
• Understand bottlenecks in transport operation
• Provide tailored Navigation tools fit for the job
We know how you travel....
Satellite Communications

Considered the preserve of war correspondents and the military

Provides connectivity in remote locations

Remote access to vehicle health & service data

For a solution to work commercially it has to be available for all
How Space Technology is “Driving” Innovation
How Space Technology is “Driving” Innovation

Licenses now being given out

Requires more accurate GPS capability to succeed

Requires greater mobile data communication rates

Further intelligence around Traffic Management

Opportunities to combine technologies
Partnerships - VEDAT

Value Enhancement for Data from Assets and Transactions

• Working with University of Nottingham

• Exploitation of detailed “actual” data

• Reward good driving behaviour

• Improve Driver and public Safety through route status prediction and hazard awareness
When Uber Starts Using Drones?