# Connected Fleet

Usage Based Insurance

Integrate a connected offer into your insurance platform

Worldline

Digital transformation is strongly impacting the whole European insurance market

By the year 2020, the European telematics-based automotive insurance market is being estimated to reach €15bn in turnover[1].

The complete European automotive insurance market has been estimated to reach a turnover of €97bn by the year 2020. Although Germany is expected to be the biggest single insurance market in Europe, with a market value of €25,2bn, countries such as Italy and the UK are expected to have the highest market share of digitally-enabled automotive insurances[1]

European insurance market sizes

- 19%
- 23%
- 13%
- 15%
- 16%
- 12%
- 12%
- 12%
- 12%
- 27%
- 14%
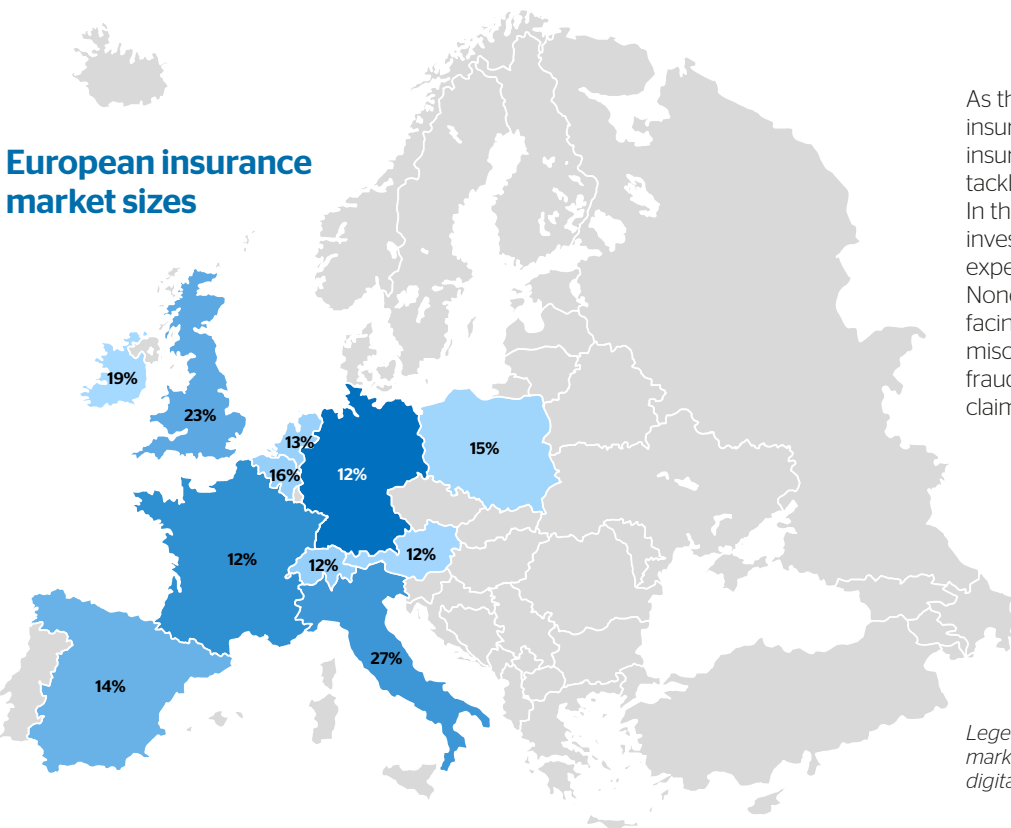
As the digitalization of the automotive insurance market is taking giant leaps, insurance companies are now able to tackle some of their biggest challenges. In the past, insurance companies invested significantly in becoming experts in risk management. Nonetheless, insurance companies are facing challenges due to the misclassification of customers, fraudulent claims and the high cost of claims.

Legend: Blue colour indicating the insurance market size and the percentage showing the digitally-enabled motor insurances by 2020 (%).

How to decrease the cost of claims and improve fraud management?

While the European insurance market shows a fierce competition, for insurers reducing the cost of legitimate and fraudulent claims and differentiating from the competition is more important than ever.

Worldline's Connected Fleet solution enables insurers to **create new insurance offerings** and **improve their risk management**, as well as it is helping insurers' fleet customers to reduce TCO (Total Cost of Ownership).

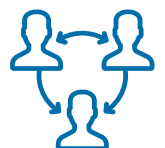| Connect, collect qualify and normalize vehicle data | Build risk driver behaviour models and management models | Offer comprehensive service catalog of fleet services to help reduce TCO | Integrate telematics with insurers' business support systems | Act as trusted party for vehicle data exchange |

Worldline Connected Fleet:
a unique and cutting-edge white label solution for insurers

Worldline Connected Fleet includes a broad set of functionalities, creating benefits for fleet operators and the insurance companies. Insurers will benefit from having more insight from connected vehicle data, which leads to the creation of new business models, such as pay-as-you-drive and an improved risk mitigations. With the comprehensive and rich set of fleet management features, fleet owners can improve their service efficiency and reduce their total cost of ownership.

Functionalities that insurers and fleet operators may benefit from

Insurance companies

Vehicle Health Status
Real-time warnings on vehicle malfunctions, improved customer safety

Commercial packages and subscriptions
Comprehensive service catalog and subscription management, offering customized services to fleet owners

Risk mitigation
Telematics improve the transparency of insurance customers

Open API
Extensive APIs supporting real-time alert notification, secure and protected exchange of vehicle data, report exports and more

Insurer and fleet operators

Fleet operations at a glance
Monitor business KPIs and daily operations with comprehensive dashboard

Live fleet & vehicle tracking
Live map, alert logbook, POI, geofencing and corridoring

Repair and maintenance
Increase uptime and extend vehicle life with vehicle health monitoring and proactive maintenance service request

Consent management
Support consent management as part of GDPR compliance

Fleet operators

Fuel Performance
Reduce fuel cost with fuel reports including: fuel loss, excessive idling, excessive driving behavior

Trip management
Fleet Utilisation reporting, Trip tracing and alerts

Driver Performance
Eco-score, fuel and trip reports, over speeding

Driver activity
Driver privacy opt-in, 2way messaging, driver ID, hours of service, private / pro trips

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With Worldline's Connected Fleet solution, insurance companies are now able to tackle those challenges with advanced telematics, allowing them to use **new ways to mitigate risks.**

Combining Fleet Management and UBI to reduce fleet TCO and increase customer stickiness

A renowned European insurance company using the Connected Fleet solution of Worldline, was able to **reduce the amount of claims of a pilot B2B customer by 14%**. The reduction of claims was achieved by an increased driver transparency and improved driving behaviour. Based on a European-wide survey, 40% of the drivers who share their telematics data with insurers become safer drivers.

Cybersecurity and Data Protection are more important than ever before

The more IoT will expand within organizations the more the data collected will require secure management, especially from a security perspective.

IoT Security remains the major concern when deploying IoT solutions. Gartner[2] predicts that by 2022 half of all security budgets for IoT will go to fault remediation, recalls and safety failures, rather than on protection.

Worldline is used to providing IT services with the highest security standards throughout all of its IoT products. As a platform provider for vehicle and fleet telematics, Worldline understands that information is one of the most valuable assets for its customers and so provides them with cutting edge technology, while at the same time ensuring the highest level of cybersecurity and data protection with regulation compliant solutions. The IoT services provided by Worldline are **GDPR compliant**. As a card payment processor, we are PCI DSS certified and we are regulated by financial supervisory authorities, such as the BaFin in Germany.

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About us

Worldline [Euronext: WLN] is the European leader in the payment and transactional services industry. With innovation at the core of its DNA, Worldline's core offerings include pan-European and domestic Commercial Acquiring for physical or online businesses, secured payment transaction processing for banks and financial institutions, as well as transactional services in e-Ticketing and for local and central public agencies. Thanks to a presence in 30+ countries, Worldline is the payment partner of choice for merchants, banks, public transport operators, government agencies and industrial companies, delivering cutting-edge digital services. Worldline's activities are organized around three axes: Merchant Services, Financial Services including equensWorldline and Mobility & e-Transactional Services. Worldline employs circa 11,000 people worldwide, with 2018 pro forma revenue of 2.2 billion euros.

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The mark of responsible forestry