Imagine what connected technology can do for you?
What does Vodafone know about the Internet of things?

439 million

Global reach

10 Million

Current Analysis

Positioned as a leader in the global M2M services market, April 2012

The Internet of things is based on a number of technologies…
Why connect a things?

Operational Efficiently
Process optimisation & automation
✔ Save time and money

New Business Models
Innovation and new product development
✔ Stay ahead of the game

Customer Satisfaction
Service improvement tailored to customer needs
✔ Increase customer loyalty

Compliance
Regulation and legislation support
✔ Avoid penalties & improve business practices

Sustainability
Efficient business practices
✔ Reduce co2 & energy costs

Data Management
Business Process Transfer

Three primary sources of smart data

Mobile Network Operators have unique access to all 3

Device
Ever since our conception we’ve been managing devices and the associated data

Network
Our trusted global capability ensures consistent delivery everywhere

Application
We partner with the best of breed application providers

smart data:
high volumes of data with a need to collate, aggregate and analyse……
Internet of things delivers a connected lifestyle

- Connected Car
- Connected Home
- Assisted Living Mobile Payments

Incremental Charging, Safety & Security, Relationship Management, Efficiency Management

Data Analytics
Service Provider

What is happening in the market?

- Progressive in the US enables over 4% of its auto book through telematics
- Impact on ‘Young Drivers’
- EU Regulation - Gender & eCall Directive
- Motor insurance fraud increasing - 60%-75% of all whiplash claims fraudulent
- Increased competitive pressures
- UK motor insurance - one year profit in last 15 years!
- Over half of all Motor insurers are involved in telematics

14/10/2013
Delivering ‘dynamic’ driver behaviour data based on facts, not a proxy

- Real time capture of driver behaviour
- Driver feedback & coaching
- Right premium for each driver
- Enhance existing business processes through insight and automation

Connected technology is constantly evolving

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Vodafone’s Usage Based Insurance - proposition

- Reducing costs & increasing profitability
- Complete data management
- Behavioural analytics

- Improved FNOL
- Reduction in fraudulent claims
- Claims reconstruction

- Roadside assistance enablement
- Safety and security services
- Customer relationship management

Take control of the event
Right vehicle, right place, right part, every time

Usage Based Insurance key benefits

- Right premium for each driver
- Competitive advantage through better risk insight
- Reduction in claims costs
- Reduction in fraud
- Optimise customer relationship management
- Safer drivers
- Improved customer satisfaction
- New revenue streams – value added services

Improved profitability
Big data and permissions – same thing
Data is generated across Devices, Networks and Applications requiring different commercial players to work together.

Permissions, privacy and data security are the principals that guides our activity

Thank You!

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