What Are Telematics?

- There are four fundamental components
  - Collect & Buffer
  - Transmit & Receive
  - Process & Achieve
  - Disseminate & Use

References:
### How Do Telematics Work?

- Communications System –
  - Satellite/Cell Phone
- Equipment Mounted Hardware
  - “Black Box” & Sensors
- Back-End Server
- Software Applications

### What Data Should We Capture?

- Actual Machine Hours
- Machine Location
- Machine Health
- Real Time Fuel Consumption

### Additional Benefits?

- Tire Management
- Oil Analysis
- Warranty Management
- Crane usage
- Operations
- Dealership equipment Management
- O.E.M.’s
### Future of Telematics?

- Hybrid Equipment Control and Management
- Pre-Failure Equipment Diagnosis
- Machine Productivity Measurement
- Individual Operator Trending

### Conclusion

- Telematics are here to stay
- Equipment Managers’ contributions to the Company’s bottom line
- Unlimited potential for use