A few samples of Volvo’s experience from applying ITS to goods transportation

- Volvo products for Transportation Management
- Wireless Roadside Inspection concepts
- Pilot project in the Port of Gothenburg
Business Areas

Mack Trucks

Nissan Diesel

Volvo Trucks

Volvo Penta

Volvo Aero

Financial Services

The world’s 2nd largest manufacturer of heavy trucks
Sales and Employees Worldwide 2008

- **NORTH AMERICA**
  - Sales 16%
  - Sales: 14,200
  - Employees: 14%

- **SOUTH AMERICA**
  - Sales 7%
  - Sales: 4,380
  - Employees: 4%

- **EUROPE**
  - Sales 52%
  - Sales: 61,130
  - Employees: 60%

- **ASIA**
  - Sales 19%
  - Sales: 19,090
  - Employees: 19%

- **OTHER**
  - Sales 7%
  - Sales: 2,580
  - Employees: 3%
Corporate Values

QUALITY

SAFETY

ENVIRONMENTAL CARE

Since 1927!
Fleet operators
Improved transport efficiency and cost optimization, driver time management, cargo management & security/safety

Drivers & families
Keeping touch with messaging

Cargo owner
Monitoring of location, & status etc.

3rd party service & software companies
Integration of 3rd party solutions

Authorities
Road charging, emission control, dangerous goods monitoring, e-call (e-safety), anti-theft solutions etc.

Finance/insurance companies
Focus on minimizing risk by monitoring & control – security & usage

Truck manufacturers/dealer
In order to manage up-time, increase parts & service sales and improve customer relationship management
Volvo’s online transport information system
Product history

Volvo Technology

- '93 Portable NMT phone with data capability
- '95 The first GSM/SMS based system
- '96 The first integrated system
- '99 Launch Dynafleet 2.1-2.4
- '00-06 Dynafleet 2.0
- '06-09 DF Evolution
- '08- VolvoLink VTNA
- '09- VolvoLink

European research

1st generation

Portable NMT phone

The first GSM/SMS based system

Launch Dynafleet 1.0

Dynafleet 1.0

Dynafleet 2.0

Dynafleet 2.1-2.4
Current in-vehicle products
Global telematics service offering

Volvo Link
- First integrated telematics OEM system
- Orbcomm based
- Low cost focus
- Small & medium size fleets
- Standard on all US 07 vehicle
- Highest telematics penetration in the world
- Security focus
- Risk management company integration
- Volvo cargo insurance

Dynafleet
- First truck OEM on the market
- GSM based
- Sales in over 20 countries
- Over 35,000 units sold to over 3000 customers
- Over 10,000 online subscriptions, 800 customers
The most important characteristics

- Monitoring of driving style
- Monitoring of driving time
- Monitoring of service
- The environment
- Communication
- Location data
- Goods management
- Security services
ITS – Intelligent Transportation Systems
Volvo’s booth at the ITS World Congress in New York, Nov 2008
Trusted Truck®

- Wireless Roadside Inspections
- Four-year effort funded by DOT/RITA through NTRCI
- The business model, is an integral part of the project to gain acceptance among operators
- Volvo is involved in 2 out of 4 WRI pilots monitored by FMCSA

- VIN#
- DOT#
- IFTA#
- License#
- Make & model
- Seatbelt
- Brakes
- Tire pressure & temp
- Stability system
- Lighting system
- Fire extinguisher
- Weight
DHS/TSA: Immobilizing HazMat trucks
Volvo-lead Pilot Project in the Port of Gothenburg, Sweden

- Focus on
  - Reduced waiting time (25%)
  - Validating driver credentials
  - Increased cargo security
  - Share of adequate information between stakeholders prior to arrival to facilitate clearance

A Pilot Project
in the Port of Gothenburg, Sweden
Nov-Dec 2008