

# Leading Leasing Company Implements IoT Solution for Delivering Value through Connected Cars

## About the Client

The client is one of the largest manufacturer-independent leasing companies in Europe.

## The Challenge:

- The independent equipment leasing company was finding it difficult to remotely monitor the leased vehicles' location
- Cost of recovery of vehicle was high which impacted the bottom-line
- Untimely predictive maintenance was reducing equipment uptime and lifetime
- No data points were used for implementing fact based pricing for the customer
- Idling of vehicle caused unnecessary wastage of fuel

## Hexaware Approach:

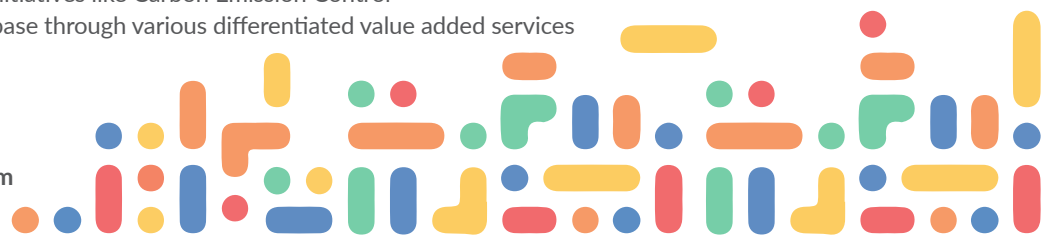
- Lease Management System and Location asset were integrated. Vehicle details about the particular contract from Lease Management System is synchronized with information about the location in which the asset is allowed to operate
- Sensors were attached to the vehicles and location of the vehicle was captured using Telematics device
- Data points about harsh breaking, engine temperature, idle time and distance travelled by the vehicle were obtained by placing various sensors in the vehicle
- Data of Idle Time of Vehicle was integrated with Idle Fuel Flow Factor and Engine Displacement Factor (in litres). This was used to calculate the cost savings.

## Value Delivered:

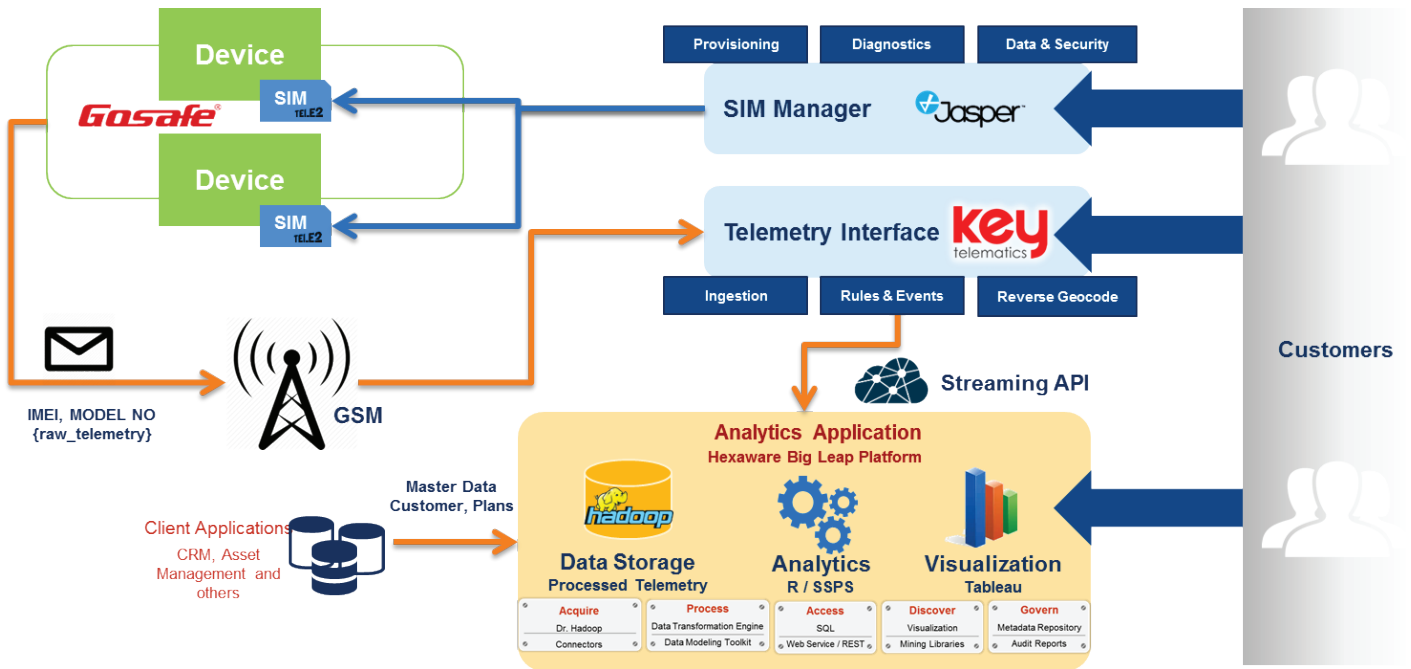
- Information and details about every breach was recorded
- Reminder was set in the workflow for the person dealing with the contract, on the lessor side
- Predictive Maintenance were carried out based on analytics of vehicle data and reminders were sent out to customers
- Idle times were reduced over a period of time

## Client Benefits:

- Streamlined the process of remotely monitoring the vehicle location and reduced vehicle recovery cost
- Helped to save Fuel Cost by 2-8% annually for their end customer
- Enhanced Client reputation through green initiatives like Carbon Emission Control
- Increased the leasing companies' customer base through various differentiated value added services
- Maximized equipment uptime and lifespan



## Solution Architecture:



## About Hexaware

Hexaware is one of the leading, global providers of IT, Application, Infrastructure, BPO and Digital services. Our business philosophy of Shrink IT, Grow Digital allows customers to significantly shrink commodity IT spend while partnering with them to embrace digitalization. The Company focuses on key domains such as Banking, Financial Services, Capital Market, Healthcare, Insurance, Manufacturing, Retail, Education, Telecom, Travel, Transportation and Logistics. Hexaware focuses on delivering business results and leveraging technology solutions by specializing in services like; Application support, development and maintenance, Enterprise Solutions, Human Capital Management, Business Intelligence & Analytics, Digital Assurance (Testing), Infrastructure Management Services, Digital and Business Process Services. Founded in 1990, Hexaware has a well-established global delivery model armed with proprietary tools and methodologies, skilled human capital and SEI CMMI-Level 5 certification. For additional information logon to: [www.hexaware.com](http://www.hexaware.com)

### NA Headquarters

Metro 101, Suite 600,101 Wood Avenue South, Iselin, New Jersey - 08830  
Tel: +001-609-409-6950  
Fax: +001-609-409-6910

### India Headquarters

152, Sector - 3 Millennium Business Park 'A' Block, TTC Industrial Area Mahape, Navi Mumbai - 400 710  
Tel : +91-22-67919595  
Fax : +91-22-67919500

### EU Headquarters

Level 19, 40 Bank Street, Canary Wharf, London - E14 5NR  
Tel: +44-020-77154100  
Fax: +44-020-77154101

### APAC Headquarters

180 Cecil Street, #11-02, Bangkok Bank Building, Singapore 069546  
Tel : +65-63253020  
Fax : +65-6222728

