



SCANIA DRIVER SERVICES

CONNECTED SERVICES & DRIVER DEVELOPMENT

SCANIA

DETAILS MATTER

Scania Driver Services offers solutions that connect you with your vehicles and drivers.

Scania Connected Services with the Scania Fleet Management solutions helps you identify and focus on key details needed to increase the productivity and reduce the cost of your fleet.

Scania Driver Development provides tailor-made solutions based on your business needs, designed to deliver real and sustainable benefits.





SCANIA FLEET MANAGEMENT

TAKE CONTROL OF YOUR FLEET – AND LOWER YOUR COST



Monitoring Package

Scania Fleet Management consists of two service packages: **Monitoring** and **Control**. Read more about them on the following pages and find out which package best suits your needs.



Control Package

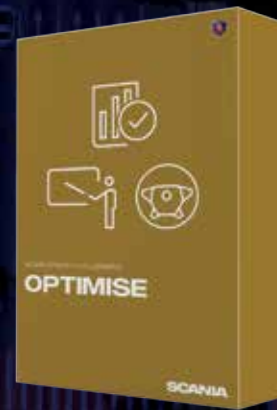
Both service packages offer quick access to fleet overviews, helps you make decisions that cut fuel consumption, and identify vehicles that are being driven optimally.

SCANIA DRIVER DEVELOPMENT

SUSTAINABLE BENEFITS TO YOUR BUSINESS



Scania Driver Training



Scania Optimise

Scania Driver Development comprises two solutions: **Driver Training** and **Optimise**. Both have the focus to get the best out of your drivers and achieve the best out of your vehicles.

Both the Driver Training and Optimise solutions aims to work with clients to reduce cost by offering training & coaching to drivers to continuously improve their performance.



MONITORING PACKAGE

Fleet data on all your vehicles.

Benefits:

- Easy to use
- No prior knowledge necessary
- View trends since last report
- Quick overview of your fleet
- Access to Service Planning through the Scania Fleet Management Portal

Scania Fleet Management **Monitoring Package** is an easy-to-use service that puts you on the right track to improve your fleet economy – even for small fleets. You'll receive weekly email summaries covering all of your connected vehicles. From these you can see at a glance how each vehicle is performing and which ones need special attention.

Weekly information from the Monitoring Report can quickly help you reduce operating costs. You will spot potential problems early, be able to guide drivers into adapting more economical driving habits and improve your service planning. You will also receive monthly summary reports and a summary at the end of the year, allowing you to identify and act upon trends and patterns that cover longer periods of time.

The Monitoring Report

Scania Driver Support – For vehicles equipped with the Scania Driver Support, you will see the average score.

Change in fuel consumption – See at a glance how your entire fleet is performing on fuel consumption. Are things better this week?

CO2 emissions – Show your customers what you are doing for the environment – in black and white – and become eligible for additional transport assignments.

Red and green arrows – Spot trends since the last report. Are some vehicles improving? Green tells you when a factor affecting fuel consumption is improving. Red indicates a negative trend.

Coasting – Driving with a gear engaged and without fuel injection is good driving behaviour.

Idling – Excessive idling time waste fuel. Can you coach drivers or adjust routes to reduce idling time?

Economical speed – High speed consumes more fuel than necessary. You can set a speed limit and follow it up (83km/h is pre-set).

Fuel consumption – Identify the inefficient fuel consumers that need attention.

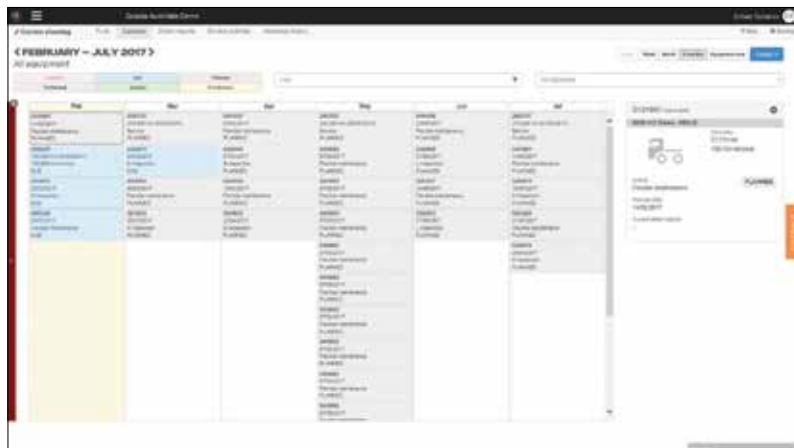
Heavy braking – Excessive braking might indicate a need for a new driving strategy that is less aggressive.

SCANIA AUSTRALIA DEMO												
MONITORING REPORT												
OVERVIEW - SELECTED PERIOD: 13/02/2017–20/02/2017												
Vehicle	Start	End	Odometer	Distance	Scania Driver Support	Coasting	Idling	Speeding	Harsh brake applications	Fuel consumption	Carbon dioxide	
Vehicle 1	13/02/2017 08:04	21/02/2017 07:06	320081	3816	37%	9.3%	15.6%	0.0%	0.4	49.2	5.1	
Vehicle 2	13/02/2017 05:23	21/02/2017 05:19	151451	2110	59%	19.4%	39.3%	0.0%	5.6	48.7	2.8	
Vehicle 3	13/02/2017 06:30	21/02/2017 00:01	185824	4642	47%	12.9%	19.2%	0.0%	0.2	45.1	5.6	
Vehicle 4	13/02/2017 00:06	21/02/2017 00:04	89400	2401	40%	15.2%	34.9%	0.0%	6.4	44.5	2.9	
Vehicle 5	13/02/2017 08:31	21/02/2017 00:09	25559	3600	61%	18.3%	21.0%	0.0%	0.8	48.1	4.7	
Vehicle 6	13/02/2017 05:32	23/02/2017 10:22	58790	3698	50%	14.8%	17.4%	0.0%	0.1	64.5	6.5	
Vehicle 7	13/02/2017 07:40	21/02/2017 00:01	73672	4599	45%	12.5%	34.1%	0.0%	0.5	55.5	6.9	
Vehicle 8	13/02/2017 06:25	21/02/2017 08:32	23622	1117	48%	9.9%	37.6%	0.0%	0.8	42.8	1.3	
Vehicle 9	13/02/2017 00:22	22/02/2017 12:33	100035	2091	84%	23.3%	30.6%	0.0%	0.5	58.7	3.3	
Vehicle 10	16/02/2017 12:44	21/02/2017 08:46	17124	7	-	-	-	-	-	-	-	
Vehicle 11	13/02/2017 06:20	21/02/2017 04:38	26800	2121	49%	13.1%	30.5%	0.0%	1.7	34.6	2.0	
Vehicle 12	13/02/2017 06:10	21/02/2017 08:15	30611	626	60%	22.1%	34.0%	0.0%	2.0	40.9	0.7	
Vehicle 13	-	-	-	-	-	-	-	-	-	-	-	
Vehicle 14	20/02/2017 12:52	21/02/2017 00:06	35922	11	60%	24.5%	40.1%	0.0%	0.0	52.3	-	
Vehicle 15	13/02/2017 02:23	21/02/2017 00:05	106966	6088	88%	15.1%	21.8%	0.0%	0.2	53.5	8.8	
Vehicle 16	13/02/2017 07:50	21/02/2017 00:07	155216	5683	44%	13.8%	15.9%	0.0%	0.6	58.7	9.0	
AVERAGE:						14.6%	26.4%	0.0%	1.4	51.7		
<small>Units: Odometer: odometer reading in km, Distance: total km, Scania Driver Support: average score in % for all categories, Coasting: % of distance, Idling: % of engine running time, Speeding: % of engine running time, Harsh brake applications: average number/100 km, Fuel consumption: average consumption in l/100 km, Carbon dioxide: total number of tonnes</small> <small>* compared to previous period</small> <small>** for distance driven during period (42602 km)</small> <small>Please contact driver.services@scania.com.au for assistance</small> <small>www.scania.com.au</small>												

Service Planning

Service planning – you can also access the Scania Fleet Management portal to manage your service planning. Service Planning provides an overview of all the equipment in your fleet, along with their maintenance plans, including a calendar to keep track of maintenance and repairs.

Report problems with Defect Reports and combine with planned maintenance and send as a work order to your workshop.



Scania Maintenance with Flexible Plans

- Increase Profitability
- Maximise your Uptime
- Tailored plan via Operating Data
- Servicing when required



Remote Diagnostics

Minimise your trucks' downtime. Scania remote diagnosis works in tandem with Scania Assistance and your workshop to reduce servicing time significantly and correct faults before they become problems.



Looking for additional features?

If you need information on individual drivers, map support, environmental reports or more – upgrade to the Control Package.



CONTROL PACKAGE

Take full control of your vehicles and drivers to map locations in real time, and understand their performance.

Benefits:

- Easy to use
- Access through the Scania Fleet Management portal and App
- Spot deviations in the vehicles and driver performance to follow trends
- Compare vehicles and drivers
- Plan for Driver Training and Driver Coaching

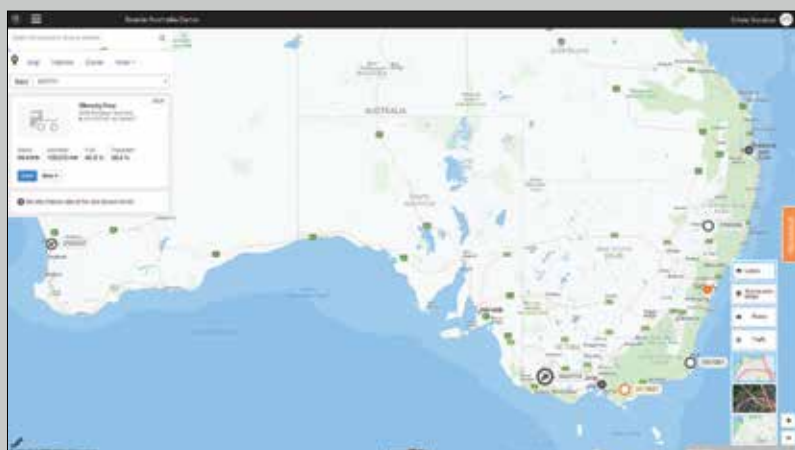
The **Control Package** is an advanced service that helps fleet owners utilise vehicle and driver follow-ups and operational information to support their transport process. As is the case with the Monitoring Package, the Control Package allows access to our App, the Scania Fleet Management portal on any computer and all the information offered through the Monitoring Package.

However, you can also access additional useful information and functions including the following:

- **Fleet position, Vehicle tracking & Event Reports.**
- **Vehicle Performance, Fuel & Environmental Reports**
- **Driver Evaluation**
- **Messaging Service.**

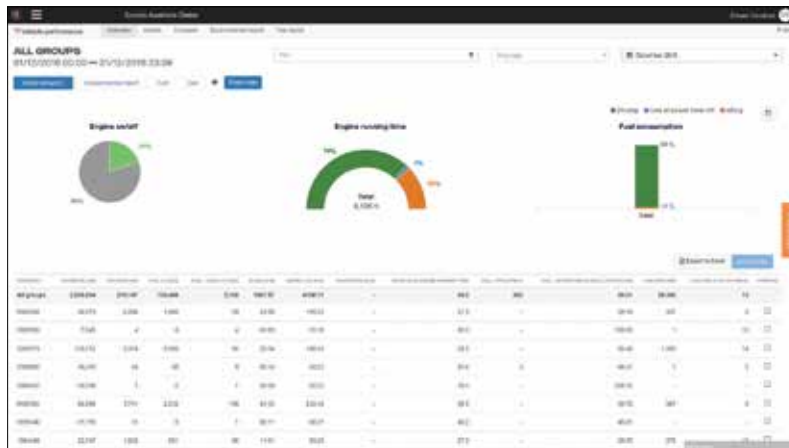
The Control Package gives you 24- hour access to key fleet details via the Scania Fleet Management Portal. Log in from anywhere and discover trends and tendencies – no matter how small – that could impact your business. You can stay on top of your fleet – wherever it is, and wherever it is heading.

The Control Package is particularly effective for fleet owners who need the most up-to-date vehicle information available at all times. Choose to be updated at every 5 or 1 minute intervals.



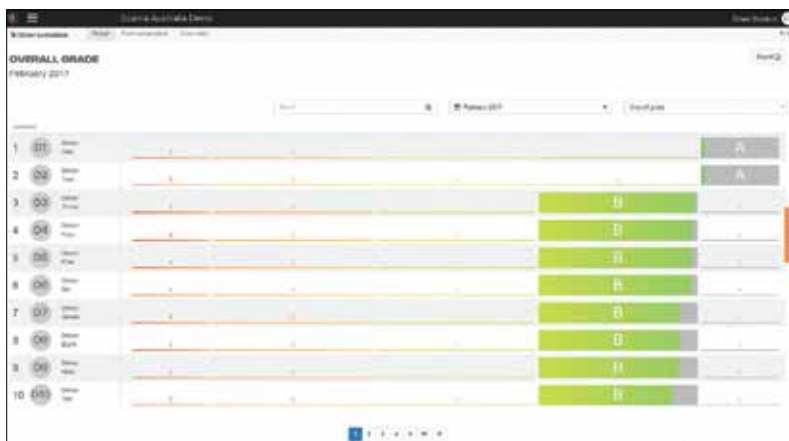
Fleet position – shows the fleet's current positions and vehicle status (on/off, moving direction). You can track and follow your fleet and driver's location, set Geo-fence alarms for borders and restricted areas, and access Event Reports.

Vehicle Performance



Vehicle Performance – allows you to check your vehicle performance parameters including fuel economy and emissions, to then find deviations from the normal and analyse details that need your attention.

Driver Evaluation



Driver Evaluation – provides insight on your drivers' driving style to identify areas of improvement. Follow each driver's development over a period of time and recognise the drivers with the greatest potential for improvement by ranking and measuring against benchmarks.

Data Access



Data Access – Many fleet owners require access to data in a way that facilitates integration with existing systems. Data Access is also available to allow the utilisation of data in compliance with the remote FMS-Standard (rFMS) from the connected vehicle. This is a great way for customers with mixed fleets who already use other telematics systems.

SCANIA FLEET APP

Scania Fleet gives you the opportunity to keep up to date with your vehicles wherever you are. A number of user-friendly functions help you manage your fleet easily, directly from your iOS or Android smartphone or tablet.

For **Control**, users get an overview of their fleet in real time on the map with current data from your vehicles and detailed data on driver driving times and activities.

As a driver, you can see your daily evaluation of your driving behaviour which can help you to improve your driving.

Communicate with other users in your company with the messaging function.

Both **Control** and **Monitoring**, users can create and send defect reports on site of the vehicles and other equipment, along with pictures and the fault report.



SCANIA DATA WATCH

HAVE A SMART WATCH?

Scania Data Watch connects to the Scania Fleet Management System and provides drivers with the most useful vehicle metrics directly on their wrists. Helps them analyse their vehicle's fuel and AdBlue consumption, their driving styles and all weekly transport expeditions in detail.

Even go further with **Scania Watch Me*** app to help drivers be healthier and more alert on the road. It's loaded with guided recovery strategies for both body and mind, as well as with fall detection and assistance, and smart notifications on weather changes.

* Apple Watch





SCANIA DRIVER TRAINING

Improve driving for positive impact on your bottom line.

Benefits:

- Vehicle Familiarisation
- Efficient and economical driving
- Safe driving
- Scania Driver Support
- Reduce fuel consumption by up to 10%

Scania **Driver Training** can help even the most experienced drivers to drive more economically and safely – and make a dramatic positive impact to your bottom line.

Lower cost mean higher margins – Scania offers exceptional standard of truck and bus driver training that will help tyres last longer, less strain on the powertrain and use less oil.

Your drivers are a crucial factor in the profitability of your business. They are the single most important factor in fuel economy and wear and tear in the vehicle, as well as road safety.

Last but not least, well-trained drivers are far less likely to be involved in an accident – meaning less unplanned downtime and lower insurance premiums. More uptime means more business for you.

When you take all these factors into consideration, it is clear to see how quickly investing in driving training pays for itself.



Looking for continuous driver improvements?

Scania Optimise offers unique follow-up driver coaching that extends the benefits of our training programme over the long-term. Drivers are more efficient and passenger comfort is enhanced.



SCANIA OPTIMISE

Designed to deliver real sustainable benefits to your business.

Benefits:

- Consultative approach to analysis of reports for continuous improvements
- Executive summaries identifying areas of possible cost savings
- Regular review of trends
- Monthly reports for drivers and management

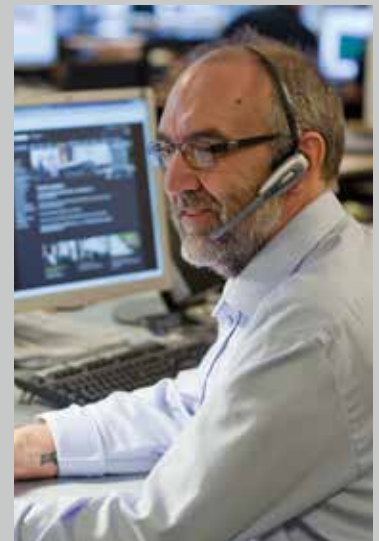
The **Scania Optimise** solution provides additional services to our clients, with the key objective to lowering operating cost. This is a whole-of-life approach by Scania to ensure that our customers gain efficiencies throughout the life of the vehicles, and increase the bottom line profitability.

With the power of the Scania Communicator, Scania can undertake an extensive analysis of how the drivers and vehicles are performing. Based on this information, we can suggest adjustments that will drive improvements so customers save money over the long-term.

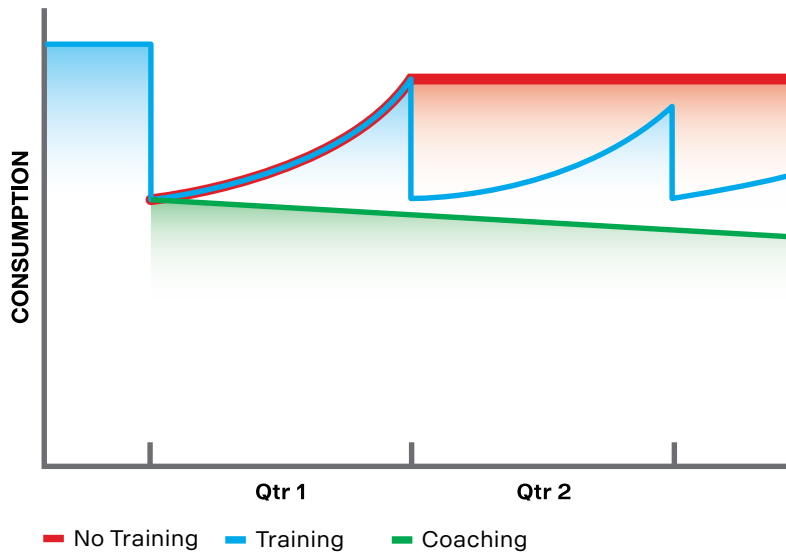
Our class-leading Scania Optimise driver coaching solutions combines use of data from the vehicles and targets agreed with you, our online coaching tool and expertise of our professional driver coaches to deliver on-going coaching and advice to you and your drivers. The coaching is completed remotely via telephone and email and is designed to have the maximum effect with the minimum operation impact of your business.

What you get:

- Activation of the Scania Control Package
- One-to-one practical on-road driver training
- Classroom sessions with drivers selected for the programme
- Online coaching report for each driver, monitoring their performance against mutually agreed targets
- Monthly phone calls to the drivers to discuss performance and review the reports recommending performance improvements
- A record of fuel and CO2 reduction
- Regular management review meetings and transport consultancy



Optimise Fuel Improvements



SCANIA DRIVER TRAINING

- Reduce consumption by up to 10%
- Effect decreases over time

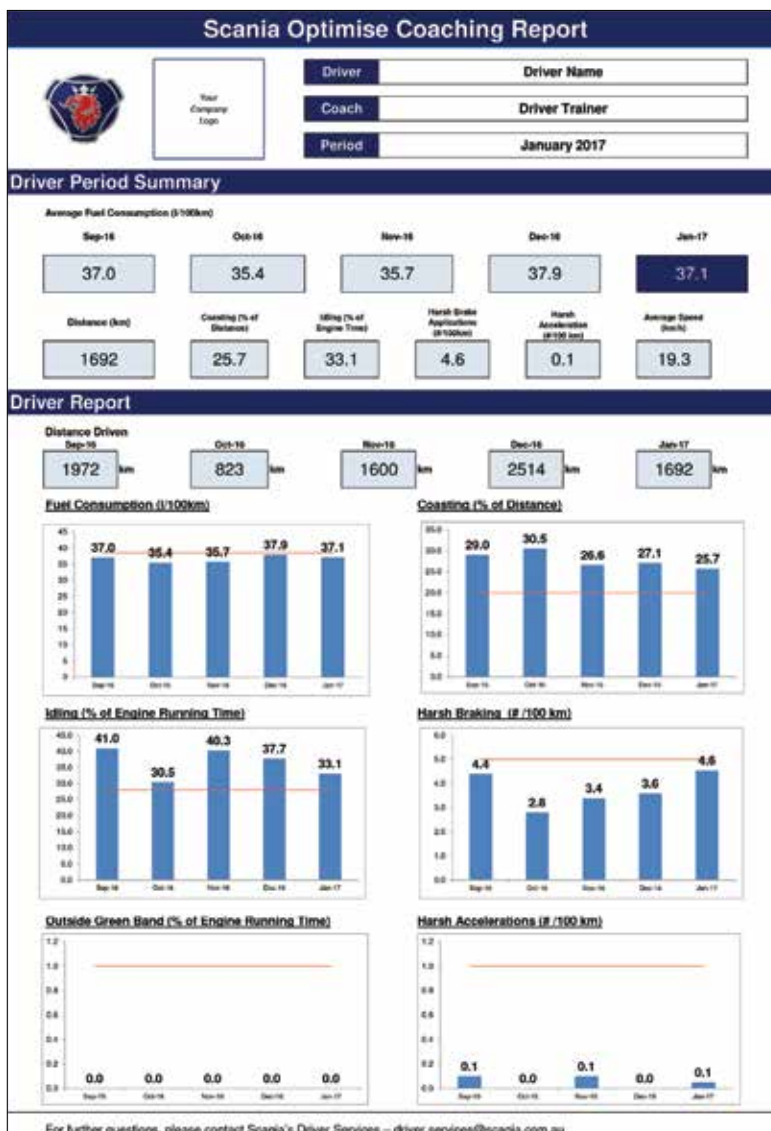
SCANIA DRIVER SUPPORT

- Instant in-vehicle feed-back during driving

SCANIA DRIVER COACHING

- Analysis and coaching for continuous improvements
- Monthly reports to drivers and owners

Optimise Driver Coaching Report



Monthly drivers coaching report outlines the driver's rolling performance over the last 5 months. The report includes:

- Fuel Consumption (l/100km or km/l)
- CO2 Emissions (kg/km)
- Distance (km)
- Coasting (% of Distance)
- Idling (% of Engine Running Time)
- Harsh Braking Application (#/100km)
- Harsh Acceleration Applications (#/100km)
- Outside Green Band Driving (% of Engine Running Time)

SCANIA CONNECTED SERVICES AND DRIVER DEVELOPMENT

Technical Summary

What do the services offers?	Monitoring	Control	Optimise
Access to the Fleet Management Portal	●	●	●
Fuel consumption reports and trends via email	●	●	●
CO ₂ emission reports and trends via email	●	●	●
Service planning based on time, distance or both	●	●	●
Event report		●	●
Environmental report – all emissions		●	●
Performance trends per driver or vehicle: fuel consumption, driving style and usage during any period		●	●
Advance vehicle and driver evaluation		●	●
Fleet positioning and vehicle status		●	●
Vehicle tracking over a chosen period		●	●
Geo-fence alarms if a vehicle enters or leaves a predetermined area		●	●
Quick and easy communication across your workforce		●	●
Two-way communication with the vehicle, messaging, address book and routing*		●	●
Traceability and secure storage of historical conversations		●	●
Provides full access to fleet data in a standardised formation with existing telematics systems		●	●
Driver coaching			●
Driver coaching report			●
Consultative reviews of performance			●

Requirements:

- Communicator unit installed in vehicle
- Email address for automatic reports
- Computer and internet access for the Scania Fleet Management Portal
- Package subscription
- Tablet or Smartphone (iOS or Android) with Internet connection for the Scania Fleet App

*Requires new generation Scania with navigation system.



Find out more today

Contact the Scania Driver Services team and find out how Scania Connected Services and Driver Development can reduce your operating cost.



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