

# I need to simplify operations for my business, clients and drivers across Europe

## Orange Worldwide IoT Connectivity



“For SafeFleet, partnering with Orange, a global operator with expertise in M2M and connected technologies, is a guarantee of quality service. The Orange M2M portal, which includes various dashboards and SIM management capabilities, gives us a powerful tool and makes our SIM-related activities much easier and straightforward.”

Adrian Manescu  
General Manager  
SafeFleet Srl

### Highlights

- SafeFleet is a leading global provider of safety solutions for fleet vehicles, currently serving 6,500 clients and 70,000 GPS tracking devices in 24 countries
- A complex supplier situation with multiple companies, price models, delivery processes and SLAs was costly and time consuming to manage, and we needed to better manage growing domestic and international traffic
- The Orange solution included global SIM with connectivity, a single SIM form factor and a global management portal for constant connectivity while roaming, SIM fleet management, a single point of contact and a single pay-as-you-go rate across the EU28
- SafeFleet now has the ability to deliver the SafeFleet service and a positive customer experience across Europe, helping to increase the safety of fleet drivers



20 years in the M2M market



6,500 clients



70,000 GPS tracking devices



Business  
Services



## Issues and challenges

SafeFleet is part of a group of companies that offers several services involving mobility, including telematics services, charging stations for electric vehicles and car parking solutions. It currently has 6,500 clients and 70,000 GPS tracking devices in 24 countries and owns offices in Italy, Poland and Romania. The SafeFleet Platform is one of the most important regional asset and vehicle GPS tracking providers in Southern and Central-Eastern Europe.

The company has an objective to accelerate growth in Europe but faced a complex supplier situation with multiple companies working to different price models, delivery processes and SLAs that was costly and time-consuming to manage. It also needed to manage growing domestic and international traffic demand. The decision was made to source a global IoT partner that could help take the company to the next level.

### The objective

Enable the SafeFleet IoT connectivity brand promise to be delivered across Europe and aid driver safety.

## The benefits

Orange Business Services is enabling SafeFleet to deliver its IoT services across Europe.

- Reliable, secure, scalable global network to support worldwide growth
- Increased business agility

## The Orange Business Services solution

- Orange global SIM with connectivity
- Single SIM form factor
- Global management portal for constant connectivity while roaming, SIM fleet management and single point of contact
- End-to-end logistics and services
- Single pay-as-you-go rate across the EU28

## The results

- Single supplier, enabling simplified SIM management to optimize pricing and delivery process/management
- Predictable costs, which aids financial planning

**“Additionally, as we have operations in many European countries, with a specific data traffic pattern, we benefit from a single pay-as-you-go rate in all countries.”**

**Adrian Manescu**  
General Manager  
SafeFleet Srl

For more information about Orange Business Services, visit [www.orange-business.com](http://www.orange-business.com)

For more information about SafeFleet, visit [www.safefleet.eu](http://www.safefleet.eu)



**Business  
Services**

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