



Orange Business Services partners with Konetik to drive forward the new wave of fleet management

- **Konetik launches new data-driven car management solution for European SMEs with contextual services, predictive analytics, driver coaching**
- **Orange M2M connectivity underpins innovative fleet management for SMEs**

[Orange Business Services](#) has partnered with UK-based start-up Konetik to help it launch an aftermarket plug-and-play fleet management solution. The innovative solution allows small and medium sized enterprises (SME) to manage fleets of vehicles, numbering two to hundreds, which traditionally can be time consuming, expensive and difficult.

As part of the deal, Orange Business Services is providing a single, easily-provisioned SIM card that provides data connectivity for the solution, together with value added services, including service management and access to a portal for SIM management. The Orange SIM provides users with reliable connectivity and cost-effective cross-border roaming.

Konetik will initially launch in Germany, which is the biggest European car economy. Subsequently it will roll out the service in the DACH (Germany, Austria, Switzerland) region and then to the rest of Europe. The company charges a flat monthly service rate with no additional costs.

The solution incorporates an intuitive and secure device that plugs into the diagnostic port of the vehicle to access data, such as fuel consumption, driving behavior and telematics. The data is sent to the cloud via a direct data connection. The fleet manager can access this data through an easy-to-use dashboard on the computer for further analysis.

Orange supports Konetik's design team

Orange Business Services has been involved with Konetik since the early days of the product development, providing support on the optimal connectivity solution for the proof-of-concept testing.

“Cars generate a large amount of accessible data which we believe could benefit SMEs in streamlining their fleet management to make data-driven decisions, making the whole process simpler and less time consuming. As a start-up, it has been an enormous benefit having the ongoing support of the Orange Business Services team and their expertise to provide our end-users with the best customer experience,” said Balazs Szabo, CEO of Konetik.

Benefits include the ability to track vehicle usage, which is especially important where vehicles are being used for both private and company purposes. The system can also take care of routine administration such as route optimization, job management and log book

details. In addition, drivers can access their information via a smartphone app that can help them develop their driving skills and increase efficiency, for example.

“Orange Business Services extensive expertise in communications solutions and the connected car industry have enabled Konetik to design an innovative service specifically designed for SMEs. We are proud to be helping a start-up like Konetik rethink the way SMEs can manage their car fleets in a reliable and simplified way,” said Anne-Sophie Lotgering, senior vice president, Europe, Russia and CIS at Orange Business Services.

From fixed and mobile connectivity to a full range of specific services for the connect car market, Orange Business Services has proven experience supporting leading automobile manufacturers, such as [Tesla Motors](#), [Renault Group](#) and [PSA Peugeot Citroën](#). Orange’s connected car solutions combine safety, navigation, entertainment and travel ease into a rich and comprehensive experience for the driver.

About Konetik

Konetik is the product of IoT Labs Ltd. a London based company. Konetik is a car management solution for fleet owners, to reduce time spent on administration, increase vehicle efficiency and help make smarter, data driven decisions. Konetik has a truly European business and tech team. The company has offices in London (HQ), Budapest (Research and Development) and Berlin (Sales and Marketing). The company was part of the European Pioneers accelerator program and now the member of the German Tech Entrepreneurship Center. The company is backed by angel investors with in-depth experience in the automotive industry.

Learn more at www.konetik.com

About Orange Business Services

Orange Business Services, the Orange branch dedicated to B2B services, is not only a telecom operator, but also an IT solutions integrator and applications developer in France and around the world. Its 20,000 employees support companies in all areas of their digital transformation: mobile and collaborative workspaces; IT/cloud infrastructure; fixed and mobile connectivity; private and hybrid networks; applications for Internet of Things, 360° customer experience and Big Data analytics; and cybersecurity thanks to dedicated experts and infrastructure to protect information systems. More than 3,000 multinational organizations and 2 million SOHOs, enterprises and local authorities in France rely on Orange Business Services as their trusted partner.

Learn more at www.orange-business.com or follow us on [LinkedIn](#), [Twitter](#) and our [blogs](#).

Orange is one of the world’s leading telecommunications operators with annual sales of 40 billion euros in 2015 and has 156,000 employees worldwide at 31 December 2015. Orange is listed on the NYSE Euronext Paris (symbol ORA) and on the New York Stock Exchange (symbol ORAN).

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