



Press release

Paris and Rome, 3 October 2018

Octo Telematics enhances service to insurance companies across Europe with global IoT solutions from Orange Business Services

- **Orange IoT Managed Global Connectivity provides Octo with secure and reliable M2M connectivity solution**
- **Single global IoT connectivity platform to manage more efficiently Octo's connected users 24/7**

Octo Telematics, the leading provider of telematics and data analytics for the auto insurance industry, has renewed and expanded its contract with Orange Business Services. The new three-year contract will allow Octo to manage, monitor and diagnose a large fleet of IoT devices autonomously, which will enhance its customers' service quality and optimize their operational efficiency. Thanks to this broad collaboration, Octo will also be able to roll out connected solutions faster.

Octo develops and markets a complete range of vehicle telematics solutions, such as automatic crash alerts, on-call assistance and car accident liability analysis. The solutions also range from personal insurance models, such as Usage Based Insurance to shared mobility, fleet management and eco-driving management. Octo has more than 5.6 million connected users across the world and has a commercial relationship with more than 100 partners.

The Orange IoT Managed Global Connectivity includes SIM coverage across Europe to personalize Octo services, carry out remote analysis and reduce overall running costs. They will be able to collect information and conduct analytics using behavioral, contextual and other telematics data. This will help insurance companies assess risk and enhance the accuracy of crash notification and claims management while improving customer relationships. Using this technology, insurance companies will also be able to make critical business decisions, evaluating the price risk while looking after their customers.

A dedicated portal for the management of SIM cards

In addition to IoT global connectivity with embedded SIM cards, Orange is providing an IoT management platform offering automated SIM management via a dedicated portal in real time. Octo will receive support through a team of IoT experts available 24/7 alongside tools that will allow it to manage its connectivity solution effectively online.

“As a pioneer in the telematics arena, we are continually innovating to provide our customers with an enhanced platform for behavioral, contextual and driving analytics. Orange IoT global connectivity will enable us to build services that seamlessly integrate the data provided by the SIM cards with Octo's platform, allowing fleets to be managed in real time across Europe,” said Jonathan Hewett CMO, Octo Telematics.

“Octo Telematics was facing a business transformation and needed an IT partner able to support its growing business throughout Europe, while also providing a personalized service, analysis and remote management. We were able to meet their needs with a solution to manage their connected users in full autonomy, offering them more operational efficiency and flexibility,” said Fabrice de Windt, senior vice president, Europe, Orange Business Services.

About Octo Telematics

Octo is the number 1 global provider of telematics and data analysis solutions for the auto insurance industry. Founded in 2002, Octo is one of the pioneers of the insurance telematics industry. Today, Octo is the largest and most experienced insurance telematics company in the world, transforming auto insurance through behavioral, contextual and driving analytics for more than 100 insurance partners. Octo has more than 5.6 million connected users and the largest global database of telematics data with over 207 billion miles of driving data collected and 447.000 crashes and insurance events analyzed (as 30th June 2018). Octo applies proprietary algorithms to its market-leading database to deliver powerful new insights into driver risk, informing solutions that benefit both auto insurance companies and policy holders. The company is headquartered in Rome with offices in Boston, London, Stuttgart, Madrid and Sao Paulo. www.octotelematics.com.

About Orange Business Services

Orange Business Services, the B2B branch of the Orange Group, and its 22,000 employees, is focused on supporting the digital transformation of multinational enterprises and French SMEs across five continents. Orange Business Services is not only an infrastructure operator, but also a technology integrator and a value-added service provider. It offers companies digital solutions that help foster collaboration within their teams (collaborative workspaces and mobile workspaces), better serve their customers (enriched customer relations and business innovation), and support their projects (enriched connectivity, flexible IT and cyberdefense). The integrated technologies that Orange Business Services offer range from Software Defined Networks (SDN/NFV), Big Data and IoT, to cloud computing, unified communications and collaboration, as well as cybersecurity. Orange Business Services customers include over 3,000 renowned multinational corporations at an international level and over two million professionals, companies and local communities in France.

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 41 billion euros in 2017 and has 260 million customers in 28 countries at 30 June 2018. Orange is listed on Euronext Paris (symbol ORA) and on the New York Stock Exchange (symbol ORAN).

Orange and any other Orange product or service names included in this material are trademarks of Orange or Orange Brand Services Limited.

Press contacts:

Elizabeth Mayeri, Orange Business Services, elizabeth.mayeri@orange.com, +1 212 251 2086
Emilia Maria Pezzini, Ufficio Stampa Octo e.pezzini@imagebuilding.it +39 02 89011300