

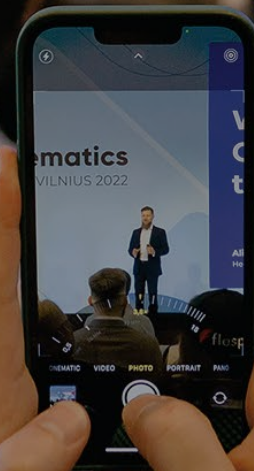
wialon

DEVELOPED
BY GURTAM

The ultimate platform for GPS tracking and IoT

**Another year
together!**

Wialon community



Wialon in 2022

20
years in the market

150+
countries reach

2,400
partners worldwide

3.3 million
units connected

2,800+
types of devices
supported



ematics
VILNIUS 2022

GPS HARDWARE
MANUFACTURERS
TOP 10



WIALON UPDATES

Check out the most notable features of Wialon in 2022:

Wialon general functionality

- New video module (both in web and mobile apps)
- Map with the unit position next to the video player
- Wi-Fi positioning
- Unit type library
- Authorization via third-party apps
- User interface restyle
- Several playbacks on a single screen
- Receiving messages with nanoseconds
- New charts in reports

Tracking field workers

- New version of WiaTag
- Updated approach to modes
- Revamped design
- Modular widget system
- WiaTag configurator

Public transport control

- Relative schedules
- Automatic assignment of a unit to a ride
- Circular routes
- Routes with intersections
- Dashboard redesign

Local delivery management

- The units page
- Exporting orders
- New documentation
- Optimization algorithm improvement
- Planning modes
- Route cost calculation
- Multiple reports' improvements
- Server notifications and new tags
- Planning by geofences

Smart farming

- New layout of the potential cultivation registration page
- Information on consumables and rates
- Columns with consumables in reports
- Expanded crop rotation functionality
- Exporting maps with fields to a PNG file
- Production campaign control
- Report by campaign

Fleet maintenance control

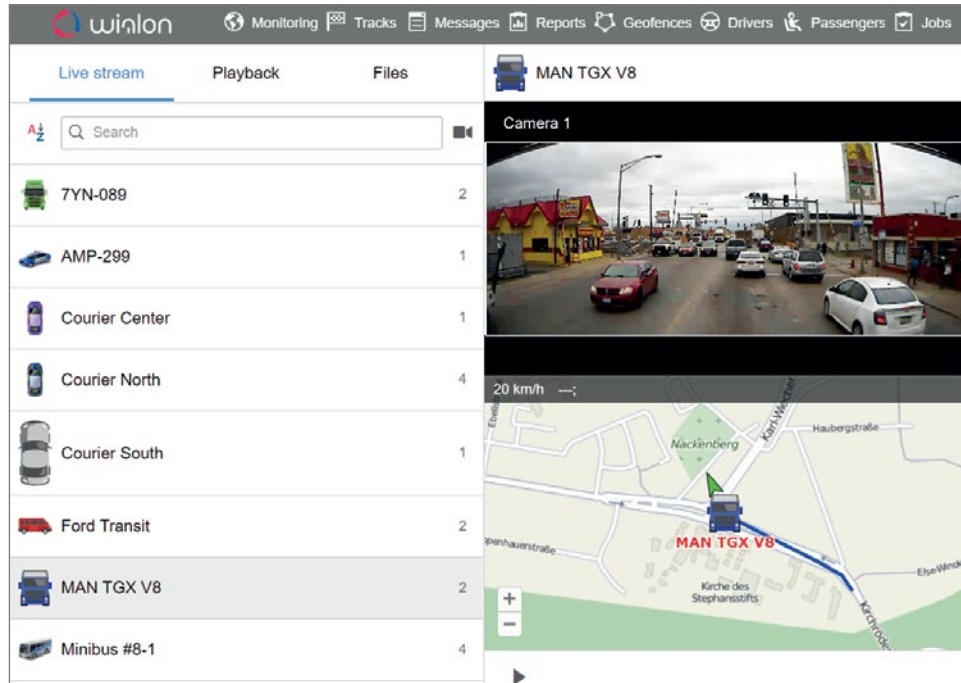
- Reports by fuel fillings
- Fuel fillings import and export
- Dashboard improvements
- Selecting objects and intervals for notifications
- Total cost of services and fuel on the unit page
- Notification enhancements

NEW VIDEO MODULE

In 2022, we fine-tuned the functionality of the Wialon video module and added a transparent billing system to it. Video has also become available in the Wialon mobile app for Android and iOS.

Key features:

- The use of 100% of the MDVR capabilities
- Live stream
- Video playback
- Requesting and saving video files
- Ability to attach video to reports
- Several playbacks on a single screen
- Saving videos manually right from the devices
- Simultaneous vehicle control on the map and in the video player
- Convenient video search
- Video markers on the map



The screenshot displays the Wialon software interface. At the top, there is a navigation bar with icons for Monitoring, Tracks, Messages, Reports, Geofences, Drivers, Passengers, and Jobs. Below this, there are three tabs: Live stream (selected), Playback, and Files. A search bar is located under the Live stream tab. The main content area is divided into two columns. The left column is a table listing vehicles with their icons, names, and counts. The right column shows a live video feed from 'Camera 1' for the selected vehicle, 'MAN TGX V8'. Below the video feed is a map showing the vehicle's current location and route. The map includes street names like 'Nackenberg', 'Haugbergstraße', and 'Kirche des Stephansstifts'. A speed indicator shows '20 km/h'.

Vehicle Icon	Vehicle Name	Count
	7YN-089	2
	AMP-299	1
	Courier Center	1
	Courier North	4
	Courier South	1
	Ford Transit	2
	MAN TGX V8	2
	Minibus #8-1	4

MARKETPLACE OF WIALON INTEGRATIONS

Now we offer a marketplace where you can quickly and easily look through the available telematics and IoT solutions, pick the one you need, or offer your development to the community. The marketplace contains the fullest collection of the solutions developed on top of Wialon and integrated with the system for 19 years.

Visit gurtam.com/en/marketplace for more information.

If you developed a Wialon-based app, or created a useful integration and now want to have them published on the marketplace, shoot us a message at marketing@gurtam.com.

WIALON HELP CENTER

Wialon help center is a comprehensive information system designed to help you find answers to any questions about using Wialon products. The system includes:

- user guides
- how-to articles
- videos
- FAQ and other helpful sections

The Wialon help center provides flexible search across all available content, as well as filtering by tags.

Visit help.wialon.com for more information.

DEVELOPERS OF WIALON-BASED SOLUTIONS

✓ Do you need a solution that is tailored to your clients' specific business needs?

Visit our website gurtam.com/en/soft-developers to choose a developer who will integrate our platform with other systems or create a specialized Wialon-based solution to cover your clients' business requirements. But check out our marketplace beforehand: gurtam.com/en/marketplace – the solution you search for may already be there.

✓ Are you the creator of Wialon-based solutions?

If you have some Wialon-based solutions behind your belt and are ready to create more, contact us via marketing@gurtam.com, and we will add you to the list of developers.

✓ Would you like to develop Wialon-based solutions?

We have a free API and SDK. Feel free to read more about them on sdk.wialon.com. They will allow you to create Wialon-based telematics and IoT solutions for almost any existing industry. By the way, we have plenty of webinars for developers on our YouTube channel.



WIALON LOCAL 2204

Security enhancement:

Additional protection against critical vulnerabilities and cyber attacks.

Report upgrade:

More detailed, customizable, and specialized reports thanks to new data sets.

Better delivery management:

More accurate route and expenses planning, improved order processing.

Moderate server requirements:

Track up to 20,000 assets on a single server.

In April 2022, we released a new version of Wialon Local with several long-awaited updates: improved administration system, enhanced geolocation, reports, unit types library, notifications, better security and local delivery management. Contact us at sales@gurtam.com to get the latest functionality.

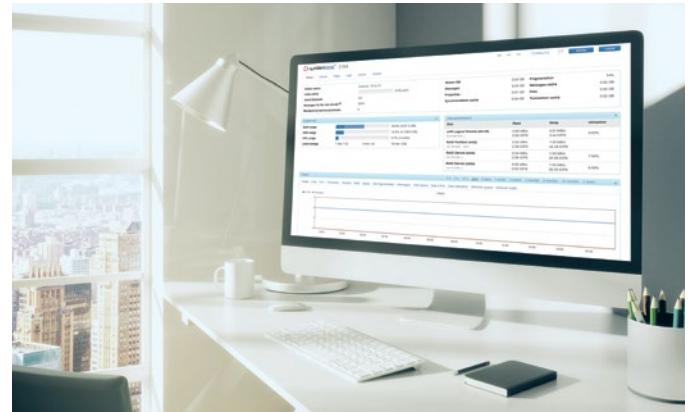
Build your business with the server solution

Wialon Local for rent

Request Wialon Local for rent and get all the functions, protocols, and hardware instantly supported. The solution works on your or the client's server, you pay for it monthly, and receive annual updates free of charge.

How to get an updated version?

With the release of Wialon Local 2204, the update conditions and payment calculation algorithm have changed. Skipping intermediate versions without paying for them is not available anymore. Please contact us at sales@gurtam.com for more details.



UNIT MIGRATION

Every year, our partners from different countries migrate over dozens of thousands of units from other GPS platforms.

How we make the migration seamless enough for your company:

✓ Bulk migration

Forget about hours of manual migration of single units. We migrate units altogether or in batches. Moreover, our implementation managers control all the migration stages.

✓ Devices integration

We have already integrated over 2,800 types of hardware and GPS monitoring device models by 690 manufacturers with Wialon. So the chances of finding your trackers on the list are high. Otherwise, you can request integration.

✓ Training

We offer a training course on the platform for your employees so that they can quickly learn how to use the system.

✓ Free demo sub-accounts

Your clients can get acquainted with Wialon for free to realize the benefits deriving from its use.

✓ Marketing assistance

Our partners have access to plenty of marketing materials for their clients. We can also provide you with recommendations on email campaigns and help with other promotion activities.



WIALON PROJECTS



DIGITAL TRANSFORMATION OF SUPPLY CHAIN AND FLEET MANAGEMENT, EGYPT

Cloud Services Group implemented a Wialon-based solution that allowed the company that rents construction machinery automate the day-to-day fleet operations, and increase efficiency.

Result:

- 50% of time saved on transportation
- 30% less time spent at a checkpoint



DRIVER BEHAVIOR MONITORING IN TURKEY

The Wialon partner Filozof has implemented a project that allowed Nestlé Waters, a bottled water division of Nestlé in Turkey, to ensure careful driving among the company's staff.

Result:

- 68% fewer overspeedings within a year
- 30% reduction in traffic fines
- 14% fewer traffic accidents
- 33% improvement in Eco Driving scores

WIALON PROJECTS



TRACKING CARGO TRANSPORTATION IN WESTERN AFRICA

TOUREX CORPORATE provided a solution for an Ivory Coast Chamber of Commerce and Industry to allow the organization to track trucks with goods moving across the country.

Result:

- Protection against theft
- Automated document processing
- Driver behavior is under control
- Compliance with safety rules



MONITORING RENTAL BOATS IN MOROCCO

HTC Solutions Maroc created the solution based on Wialon to provide real-time monitoring of the customer's rental boat fleet.

Result:

- 18% profit increase
- More efficient rental schedule planning

Use cases library

Visit gurtam.com/en/case-studies for more Wialon-based projects.

Use cases in detail

Visit gurtam.com/en/blog for detailed descriptions of larger and more complicated Wialon-based projects.

Shoot us an email at marketing@gurtam.com to feature your project.

PRODUCT SUPPORT POLICY

A short while ago, we changed the conditions for the technical support of Wialon server products. At the moment, they are as follows:



Technical support is available within 5 years from the release date of the product's version you use.



We provide bug fixes within 3 years from the release date of the product's version you use.



You can work with niche functionality within 3 years from the release date of the product's version you use. It applies to the niche functionality you got together with Wialon Local 1904 and further versions.



Now, adding the new devices and changing the functionality of the current hardware scripts is possible only for the latest Wialon Local version. The two versions preceding the latest one will receive only bug fixes.

Note! Countdown (5 and 3 years) starts from the update release and NOT from the date when you actually update your product or purchase a distribution package. Once that time has elapsed, you can get another update.

Make sure you consider this information in your work!

WIALON COMMUNITY BENEFITS



Monthly digest

The all-in-one newsletter will update you on the new stuff, from product features to recent projects. Contact marketing@gurtam.com to subscribe.



Partner chats

Contact marketing@gurtam.com to get access to the exclusive partner chats, ask questions, help your colleagues and get first-hand experience from the community.



Webinars

Go to gurtam.com/en/webinars to get info about Wialon and Wialon-based apps. 37 webinars are available so far!



Forum

Join forum discussions, ask questions, talk to product managers, and follow the latest product updates at forum.gurtam.com.



Use cases library

Discover how partners implement Wialon in various areas on gurtam.com/en/case-studies.



Blog

Product updates, news, reports from events, Wialon use cases and more are available at gurtam.com/en/blog.



YouTube channel

Videos from Wialon conferences, the Gurtam meetups, and 200+ other videos are available 24/7. Just type **Gurtam** in the YouTube search bar.



Online events

We host online meetups and conferences with partners, experts, and Gurtam employees. Follow gurtam.com/en/blog to stay updated on the upcoming events.



training.gurtam.com

Enroll in a real training course with theory and practical tasks and proceed to certification.



White-label videos

Type IoT Solution Online in the YouTube search bar to get the no-logo training videos.

MY.WIALON.COM

my.wialon.com is #1 tool for any Wialon partner.
All the main instruments, news, and notifications can be found right here.



Operate your Wialon business

View all the essential info about your partnership: your products, balance, payments history, and such.



Store the information about all your potential clients

Add companies with extended description and assign your employees as personal managers.



Get important news

Read notifications about maintenance and important changes, product updates, participate in surveys to let us know more about you.



Let us learn more about your business

Add extended information about your company and employees. Plus, specify your offices, too – they will soon appear on partners' map on gurtam.com.



Manage your clients and partners

Register all your partners and clients to secure your business.



Get marketing support

Download presentations, leaflets, and other marketing materials about Wialon and other Gurtam products and use them in your sales and business development processes.

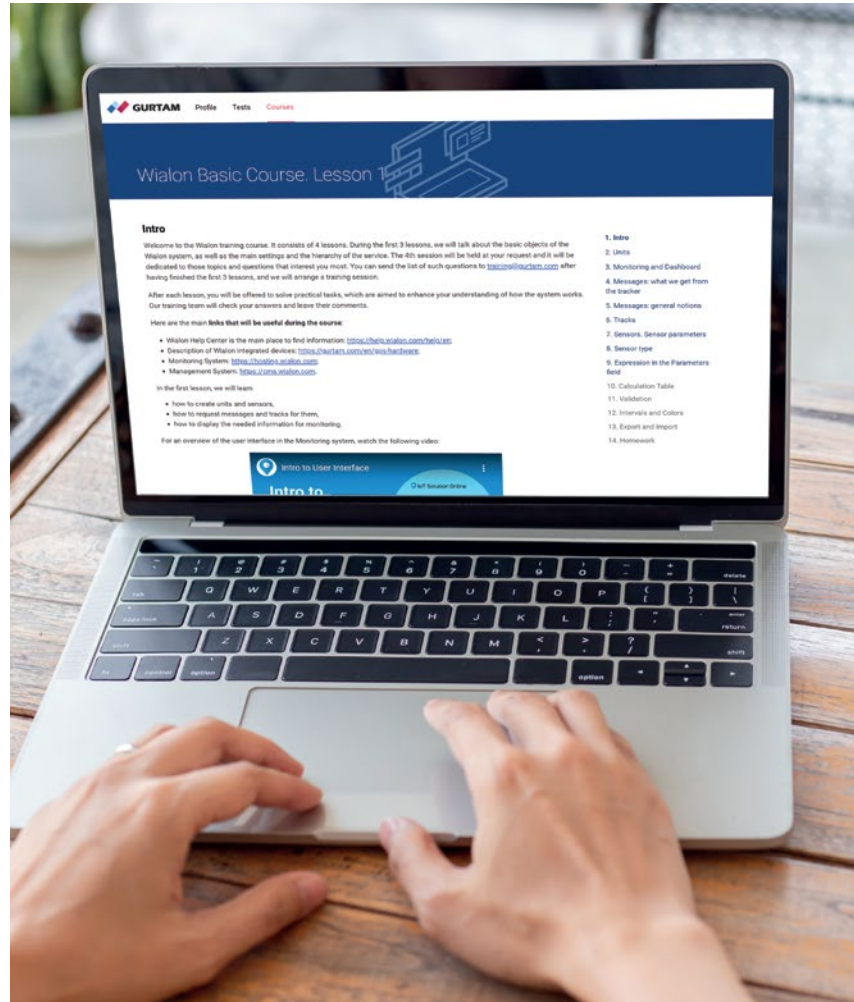
Let us know at sales@gurtam.com if you don't have access to the **my.wialon.com** account yet.

TRAINING COURSE ON WIALON

Wialon is a sophisticated telematics and IoT platform offering a plentiful of opportunities. Our partner growth team always keeps up with the times and has developed a new training course based on self-study. This educational program allows the Wialon users to learn the platform basics during three lessons.

- ☑ The course is not just theory and exercise. It's an engaging narrative with examples, illustrations, questions, and videos.
- ☑ The trainees can study at home at any convenient time.
- ☑ Our trainers check practical tasks and answer the questions.
- ☑ At the end of the course, the trainees pass the test and get a certificate confirming their knowledge of Wialon at the basic level. If needed, an extra call with our trainers is possible.

The course is available for the Wialon partners registered at **my.wialon.com**. Contact our training team at **training@gurtam.com** for more detail.



WIALON PARTNER MAP

The Wialon partner map displays the Wialon partners' offices registered via my.wialon.com

It allows hundreds of potential clients who visit the Wialon website monthly to choose the provider they need and send the request there right away.

Learn more at gurtam.com/en/dealers





How it works:

- If the client chooses your office on the map, this request will automatically appear in your account on my.wialon.com. At the same time, you will receive the corresponding notification to the email address you indicated when creating this office.
- In such a way, this tool allows forwarding all the received requests to partners as fast as possible. The partners, in turn, will be able to process these requests more quickly too.
- As a result, the updated map is one more channel helping you to get clients from gurtam.com.

WIALON COMMUNITY



Wialon Top Partners

Watch the leaders in your region and track your progress monthly on my.wialon.com.



GPS Hardware Manufacturers Top 10

Check the HW manufacturers whose devices are in demand.



IoT project of the year: award ceremony

This is a global IoT celebration powered by Wialon expertise. In 2022, we complemented the traditional award ceremony with presentations uncovering the technologies that drive the winning projects.

The full list of winners and all the competition-related information for all years are available at iot-project.com.

ONLINE EVENTS

We host online meetups and conferences with partners, experts, and Gurtam employees.

Follow gurtam.com/en/blog to stay updated on the upcoming events.

Partner conferences in 2022

We value each and every partner and thank you for your continuous work. In 2022, we hosted three partner events where the Wialon community celebrated its success and shared best practices.

WIALON PARTNER MEETING

Las Vegas, January 4, 2022

TELEMATICS VILNIUS

Vilnius, August 17-18, 2022

TELEMATICS DUBAI

Dubai, October 9, 2022



WIALON COMMUNITY POLICY

To support a healthy business environment in the Wialon community, we've designed the Wialon community policy. It regulates some relationships between the partners and their clients, so they lead to the best results.

The policy covers:

- Rules of client migration between partners
- Wialon client reservations rules
- Information about tenders
- Other important points of partnership with Wialon

*Regulations described in this document are enrolled starting from Dec 1, 2019.

Benefits of the Wialon community policy

We're asking you to comply with the policy for the sake of the greater good of the community. Here's what it brings to each and every partner:

- Freedom from malpractice of deliberately targeting your existing clients by other partners
- Working in the field of fair play and healthy business conditions
- Gurtam's help and support in controlling policy compliance and handling the policy offenses

Please read the community policy at
my.wialon.com/en/info/wialon-community-policy



MARKETING SUPPORT

We strive for your success

Gurtam renders marketing support in several aspects and helps partners to keep the lead on the market. Learn from our experience to achieve more.

- ☑ Ready-to-use leaflets, presentations, brochures
- ☑ White papers
- ☑ Guidelines for website development and SEO
- ☑ Wialon webinars and meetups
- ☑ Exhibition booths design template
- ☑ Assistance in the organization of your events
- ☑ Marketing, sales, and technical training sessions at Wialon partner conferences
- ☑ Publications of your success stories on our blog in four languages and on social media
- ☑ Catalogue of partners' Wialon-based solutions



MEET GURTAM GLOBALLY



Aliaksandr Kuushynau

Head of Wialon



Anastasiya Eroho

Head of Marketing



Denis Grebennikov

Head of Business Development
Center



Valeriya Zinkevich

VP of Business Development
(MENA)



Shah Zain Rashid Ahmed

Business Development Manager
(MENA)



Kevin Savio Lobo

Business Development Manager
(MENA)



Karina Lukjanova

Lead Business Development
Manager (MENA)

Visit expo.gurtam.com to learn which exhibitions and conferences we participate in.

EXHIBITIONS AND CONFERENCES 2023



Expo Seguridad

April 18-20, 2023
Mexico City, Mexico

Securex

June 6-8, 2023
Johannesburg, South Africa



EXPOSEC

June 13-15, 2023
São Paul, Brazil

Telematics Vilnius

August 2023
Vilnius, Lithuania




GITEX

October 2023
Dubai, the UAE



Visit gurtam.com/en/events-calendar for more details



**Wialon – the world's #1
telematics and IoT platform
in terms of connected vehicles**

wialon | DEVELOPED BY GURTAM

The ultimate platform for GPS tracking and IoT

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
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