

winalon

The ultimate platform for
GPS tracking and IoT

Your software partner in the
fleet management business



Facts about Wialon

20

years on the market

2,500+

partner companies globally

3.7+ million

connected vehicles

3,200+

supported device models

99.5%

SLA-guaranteed uptime

Introducing Wialon

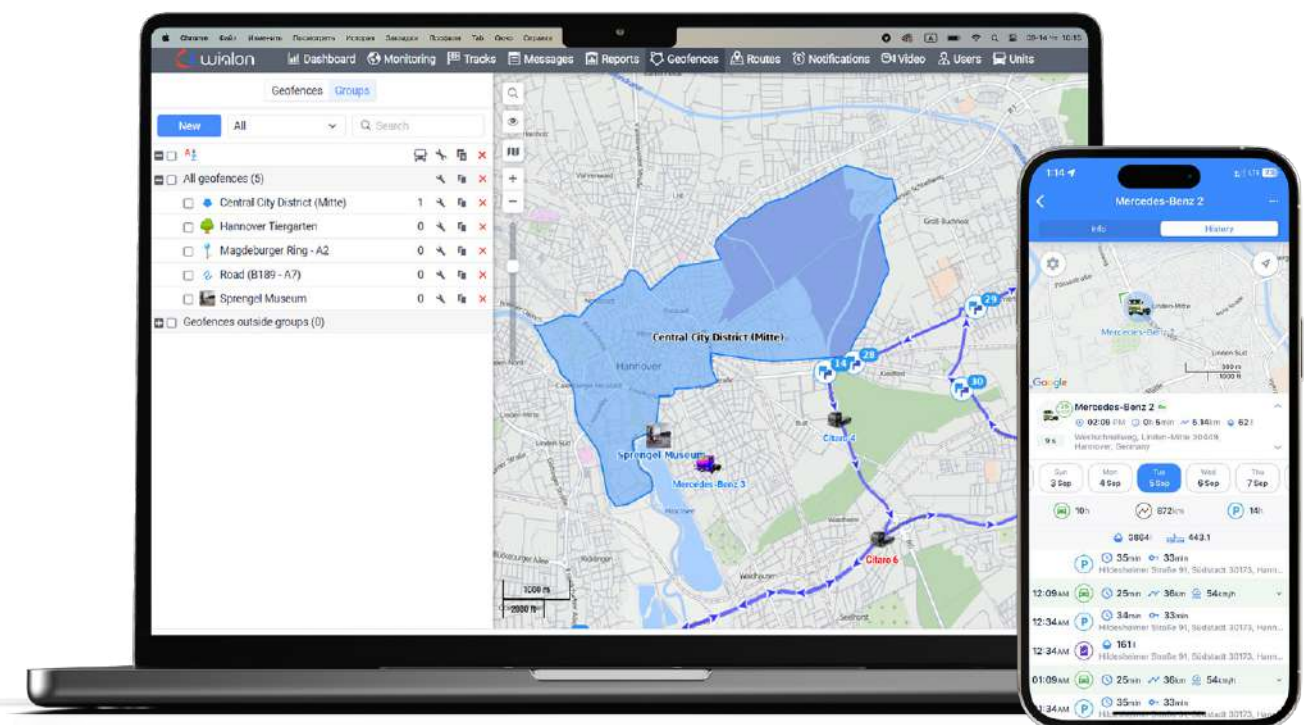
Wialon is the GPS tracking platform designed to manage various fleets, from cars and bikes to heavy vehicles and machinery.

Wialon offers a powerful suite of features, including:

- real-time tracking
- custom fuel control and routing algorithms
- video telematics
- powerful analytics and reporting
- and more

With these tools, fleet owners can effectively manage their assets and control every aspect of their fleet, from driver behavior to cargo safety.

The platform also provides industry-specific functionality and possibility of integration with third-party software.



How a telematics business works

Telematics service provider



GPS hardware



wialon



Connectivity
(SIM)



Business (fleet owner)

Wialon partner-centric business model

Distribution only through a global network of telematics service providers

We entrust the distribution of Wialon solely to our partners, who bring Wialon to businesses around the world.

Focus on the B2B segment

We do not sell Wialon directly to fleet owners, as we view them as clients of our partners — telematics service providers.

Telematics service providers use our hardware-agnostic platform, along with the most suitable devices and connectivity solutions, to offer a ready-made product to the market.

Emphasis on natural growth and evolution of the partner network

We prioritize organic growth of the global community by creating a beneficial partner environment. Many telematics companies switched to Wialon after using other telematics software for years.

What is Wialon for?

Scope of application

Wialon is the ultimate platform for GPS tracking and IoT.

It fits all kinds of telematics projects, from classic fleet management to stationary assets control, regardless of location or scale. Our partners consistently demonstrate its adaptability by venturing into new niches and effectively addressing their clients' challenges.

Caters to the needs of various businesses

- | | | |
|--|---|--|
|  Long-haul transportation |  Smart farming |  Home and public utilities |
|  Passenger transportation |  Personal tracking |  Mining and processing |
|  Local deliveries |  Safety and security |  Construction |



WHAT'S MORE?
Explore Wialon use cases and see how they solve real-life business challenges.



INSIDE WIALON: CORE FEATURES



Real-time tracking

With Wialon, users can track the location of vehicles, field employees or other units on the map, as well as monitor speed, fuel, temperature, and other parameters.

Advanced reports

Reports are a powerful tool for analyzing vehicle activity data and facilitating informed decision-making. The system allows creating flexible report templates, viewing reports in a browser or exporting them to files in various formats, and sending them by email.

Comprehensive dashboard

The dashboard gives an overview of all fleet-related data with the help of customizable widgets. Regardless of the data's complexity, the dashboard makes it simple and easy to understand for both novice and experienced users.

User-friendly management system and flexible role-based access

This functionality helps to easily create a hierarchy of users and distribute responsibilities among them with corresponding access rights.

Geofencing

Geofences are used to restrict vehicle movements and control activities inside or outside a specified area, such as speed limit violations, sensor value variations, and vehicle access. Geofences can also act as addresses in reports and as checkpoints for route control.

Notifications and alerts system

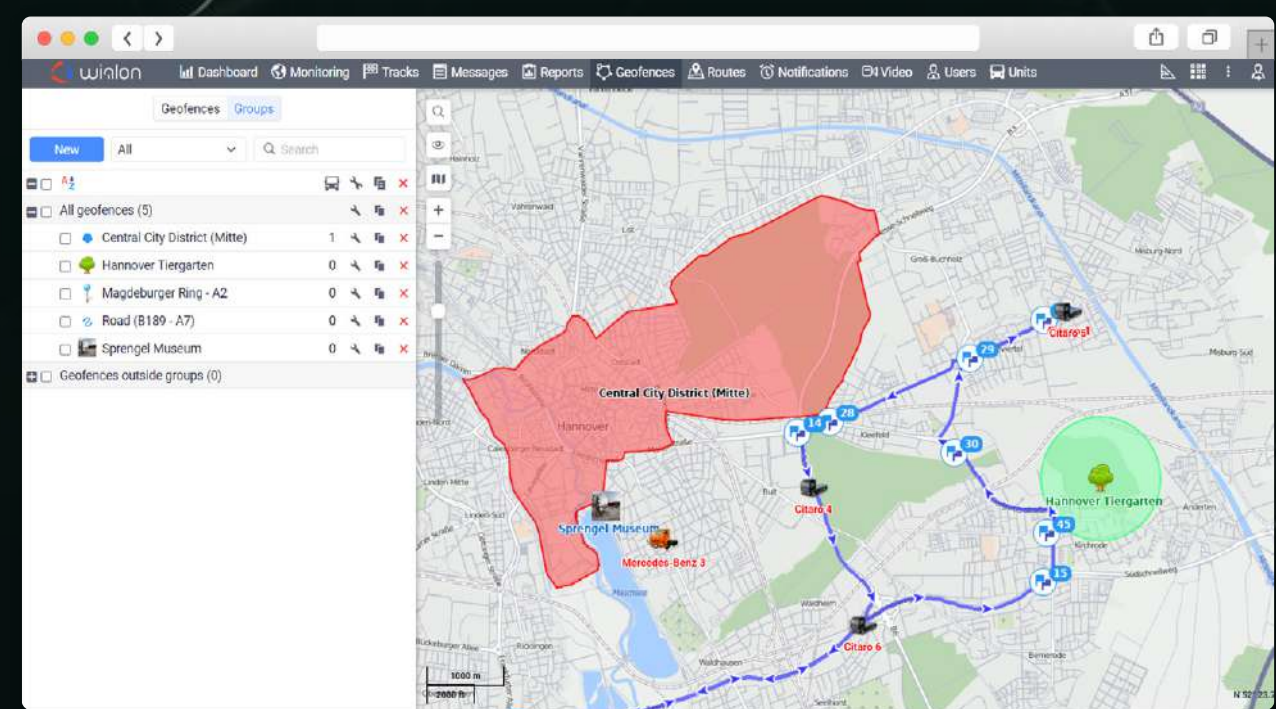
Users can receive email, SMS, or pop-up notifications for specific events, e.g. speed violations, alarm button activation, and connection loss. This information can also be used to trigger different actions, such as sending messages to drivers, executing commands, or emailing reports.

Advanced reports

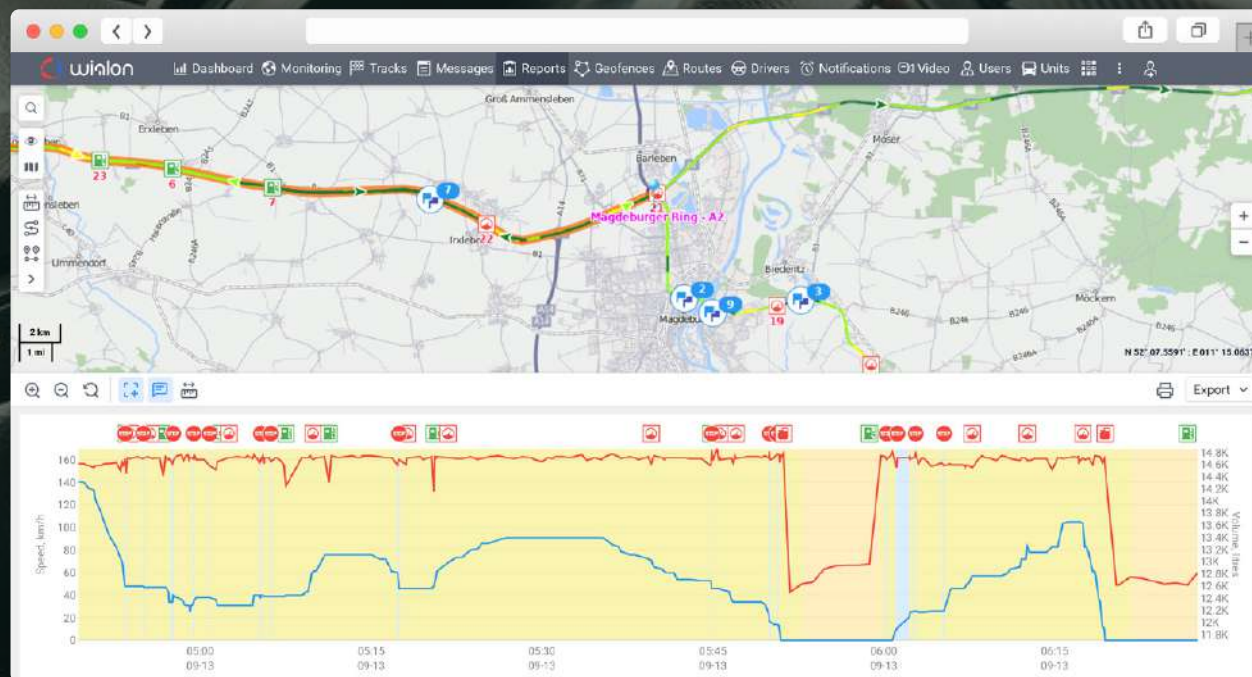
The screenshot shows the Wialon Reports interface. On the left, there are filters for Template (New report), Object (EcoDriving Car), Interval (Specified interval), From (2023 August 31 00:00), and To (2023 September 13 23:59). Below these are sections for Report templates, Report result, and Parkings. The main area displays a table with columns: Beginning, End, Duration, Total time, Off-time, and Location. The table contains 20 rows of data, each representing a specific event with timestamps and locations in Germany.

Beginning	End	Duration	Total time	Off-time	Location
2023-08-31 03:37:15	2023-08-31 03:56:26	0:19:11	0:19:11	0:00:00	E30, Ziesar 14793, Potsdam-Mittelmark, Germany
2023-08-31 05:51:11	2023-08-31 05:59:48	0:08:37	0:08:37	1:54:45	Jenichower Straße 24, Herrenkrug 39114, Magdeburg, Germany
2023-08-31 06:19:27	2023-08-31 06:57:30	0:38:03	0:38:03	0:19:39	Raststätte Borde-Nord 2, Hohe Borde 39343, Börde, Germany
2023-08-31 08:04:53	2023-08-31 09:20:17	1:15:24	1:15:24	1:07:23	Tiergartenstraße 117, Kirchrode 30559, Hannover, Germany
2023-08-31 09:46:32	2023-08-31 10:00:10	0:13:38	0:13:38	0:26:15	Expo-Allee, Mittelfeld 30521, Hannover, Germany
2023-08-31 10:18:33	2023-08-31 10:41:14	0:22:41	0:22:41	0:18:23	Hans-Böckler-Allee 35, Bult 30173, Hannover, Germany
2023-08-31 10:45:14	2023-08-31 10:53:36	0:08:22	0:08:22	0:04:00	Marienstraße 11, Mitte 30171, Hannover, Germany
2023-08-31 11:07:37	2023-08-31 11:31:35	0:23:58	0:23:58	0:14:01	Tiergartenstraße 117, Kirchrode 30559, Hannover, Germany
2023-08-31 11:45:42	2023-08-31 12:23:49	0:38:07	0:38:07	0:14:07	Expo-Allee, Mittelfeld 30521, Hannover, Germany
2023-08-31 12:35:05	2023-08-31 13:09:46	0:34:41	0:34:41	0:11:16	Tiergartenstraße 117, Kirchrode 30559, Hannover, Germany
2023-08-31 13:24:34	2023-08-31 13:43:58	0:19:24	0:19:24	0:14:48	Kronsbergstraße, Laatzen 30880, Hannover, Germany
2023-08-31 14:03:57	2023-08-31 14:32:47	0:28:50	0:28:50	0:19:59	Tiergartenstraße 117, Kirchrode 30559, Hannover, Germany
2023-08-31 14:36:53	2023-08-31 15:14:41	0:37:48	0:37:48	0:04:06	Lehrter Straße 59, Anderten 30559, Hannover, Germany
2023-08-31 15:18:49	2023-08-31 15:43:49	0:25:00	0:25:00	0:04:08	Tiergartenstraße 117, Kirchrode 30559, Hannover, Germany
2023-08-31 16:04:36	2023-08-31 16:18:12	0:13:36	0:13:36	0:20:47	Kronsbergstraße 33, Laatzen 30880, Hannover, Germany
2023-08-31 18:22:03	2023-08-31 18:28:10	0:06:07	0:06:07	2:03:51	Tiergartenstraße 117, Kirchrode 30559, Hannover, Germany
2023-08-31 18:40:36	2023-09-01 02:01:39	7:21:03	7:21:03	0:12:26	Tiergartenstraße 113B, Kirchrode 30559, Hannover, Germany
2023-09-01 03:37:15	2023-09-01 03:56:26	0:19:11	0:19:11	1:35:36	E30, Ziesar 14793, Potsdam-Mittelmark, Germany
2023-09-01 05:51:12	2023-09-01 05:59:48	0:08:36	0:08:36	1:54:46	Jenichower Straße 24, Herrenkrug 39114, Magdeburg, Germany
2023-09-01 06:19:27	2023-09-01 06:57:30	0:38:03	0:38:03	0:19:39	Raststätte Borde-Nord 2, Hohe Borde 39343, Börde, Germany
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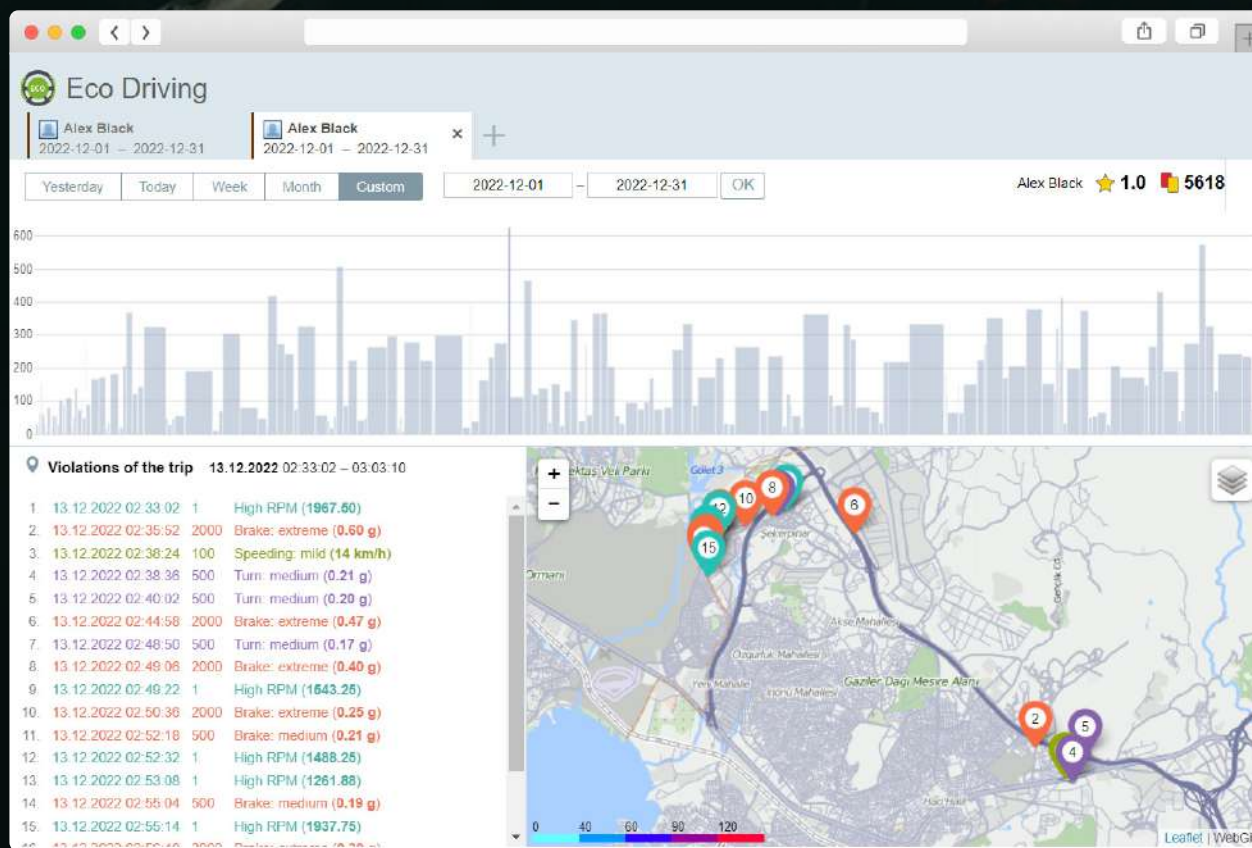
Geofencing



Fuel management



Driver behavior monitoring



Route optimization

The tool considers various criteria for creating optimal routes, e.g. type of vehicle and cargo, traffic, fuel consumption, and allows using third-party maps integrated with the platform.

Video telematics solution

The accurate and unbiased live streams and video records from connected vehicles ensure precise incident analysis, which can help enhance road safety and driver behavior.

Sensor data reading

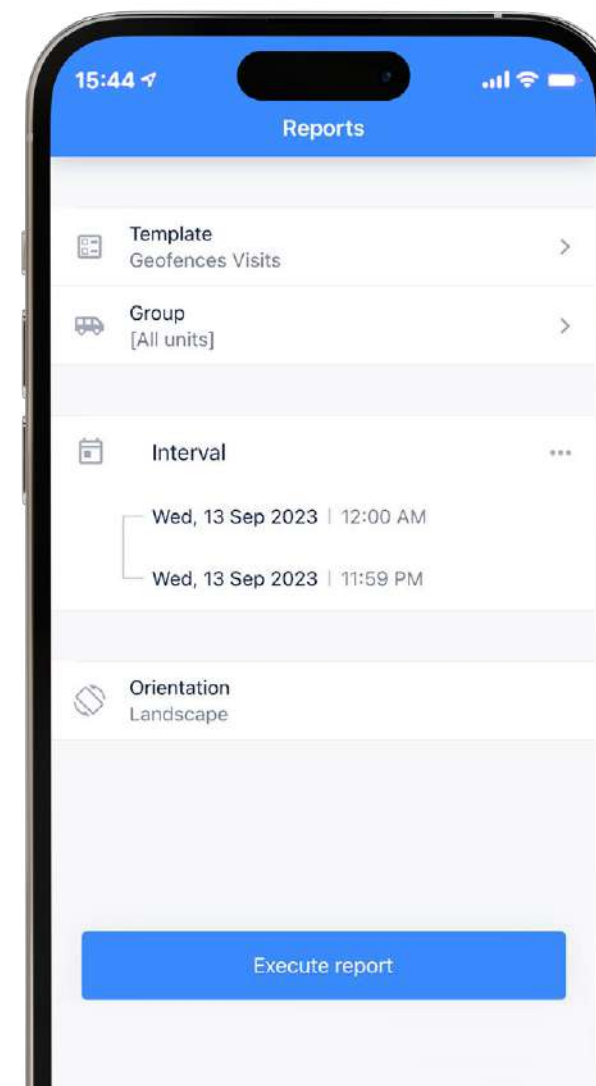
Users can visualize sensor values from any number of assets and use them for online monitoring and performance analysis.

Fuel management

Wialon helps detect any fuel misuse and monitor the entire fuel distribution cycle from filling stations to vehicles and machinery.

Driver behavior monitoring

Driver's performance is evaluated based on penalty points for violations such as speeding, unnecessary acceleration, or heavy braking. The analysis can help fleet managers discipline and educate drivers, reducing fuel costs, extending vehicle service life, and improving passenger and cargo safety.



WHAT'S MORE?

Discover all Wialon features

Built to fit your business

Niche-specific functionality

In addition to its core fleet management features, the platform offers ready-to-go solutions tailored for specific industries, e.g. local delivery management, smart farming, field workers tracking.

SDK and open API opportunities

With SDK and open API, you can build a customized solution and seamlessly integrate it with other systems, such as ERP, BI, accounting etc.

Marketplace of partner solutions

You can access a wide range of ready-made apps suitable for various businesses and scenarios.



Wialon product highlights

Hardware-agnostic product

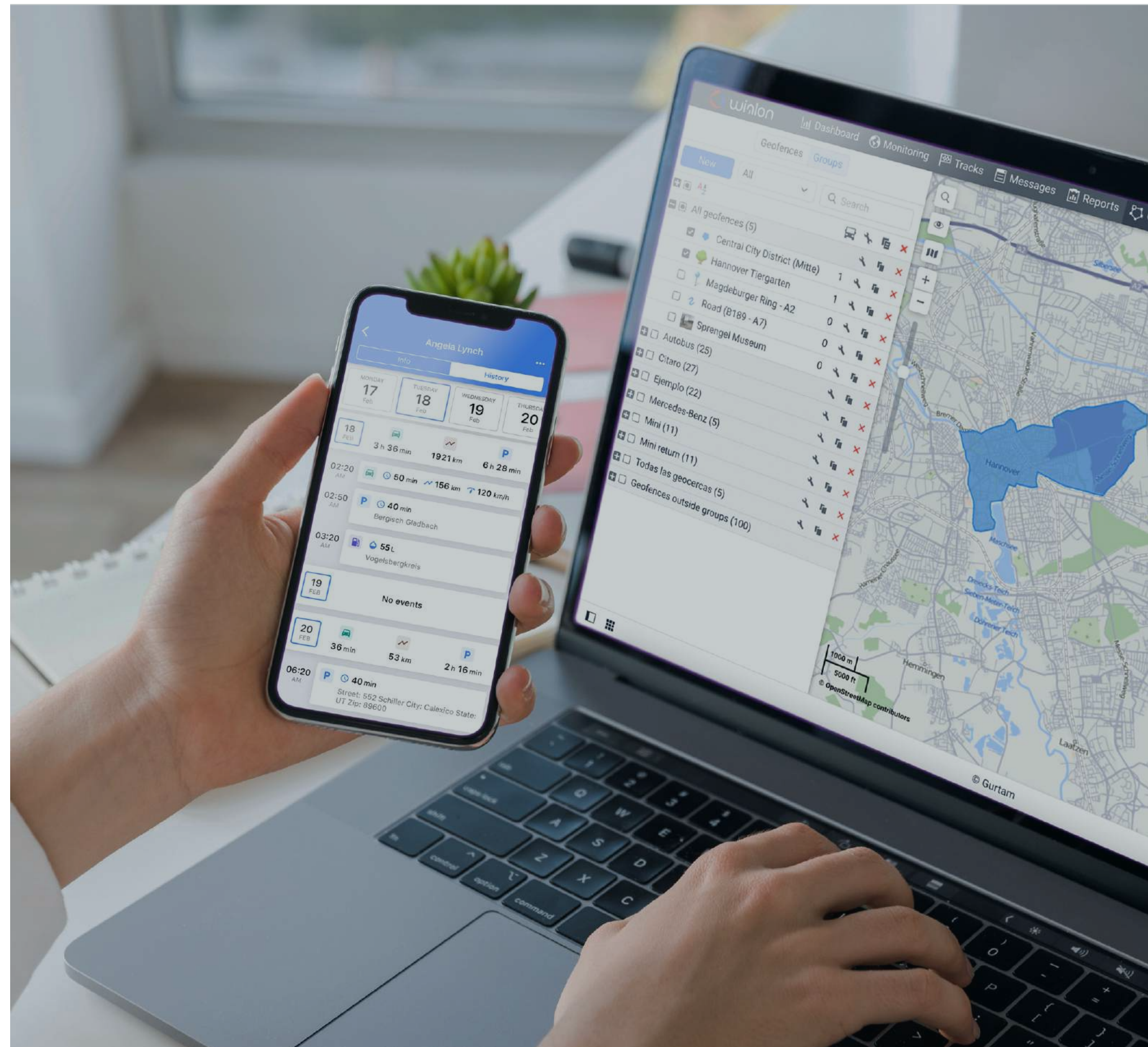
Wialon is compatible with over 3,200 models of GPS devices, as well as equipment for reading fuel, temperature, weight, angle, and dozens of other monitoring parameters for comprehensive analytics.

Cloud-based and server options

Wialon comes in cloud-based (Wialon Hosting) and server-based (Wialon Local) options, so you can select the one that fits your business needs best.

Native mobile apps for iOS and Android

The Wialon mobile app puts all the power of the desktop version in the palm of your hand. Its user-friendly interface gives access to all the basic and advanced features with just a few taps.



Wialon community

The global association of telematics and IoT experts.

Together, we provide IoT solutions to companies in various business domains, share experience and expertise, and support each other in resolving technical challenges.

Who's with us?

The community brings together over 2,500 telematics businesses who offer services for the digitization of fleets, fleet management, and the optimization of associated processes to fleet owners. It also includes more than 700 hardware manufacturers, connectivity providers and hundreds of developers who create customized solutions and integrate them with Wialon.

Why join the Wialon partner community?

You'll have access to a private club of professionals from 150 countries who are committed to driving innovation in telematics and IoT. It's the opportunity to connect with the leading experts, share first-hand experiences, and collaborate on projects.



Catalyst for business growth

At Wialon, we prioritize certain principles to empower our partners and help them achieve their business goals.

Focus on networking

We recognize the power of connections. That's why we provide diverse avenues for you to engage with like-minded individuals. From community chats and knowledge-packed webinars to exclusive partner dinners and global and regional Telematics partner conferences, we facilitate networking opportunities that fuel collaboration and mutual growth.

Your success is our priority

Wialon's success is directly linked to the success of our partners. We are dedicated to supporting you at every step of your telematics journey, ensuring that you have all the resources and guidance needed to thrive.

Cultivating strong relationships

We believe in building long-term and fruitful relationships with our partners and take a lot of effort to achieve this. In fact, more than 1,000 companies have been our partners for over 5 years already, reflecting our commitment to fostering solid partnerships.



Benefits of being a Wialon partner

Technical assistance

- 24/7 support
- Technical assistance in English, Spanish, French, Portuguese, Russian
- Topic-specific online sessions on request
- Training sessions and seminars
- Wialon certification
- Forum for experience exchange

Business development assistance

- Partner Success Manager, dedicated to tackling your questions, from operational tasks to entering new markets
- Partner Growth team that helps boost your business and enhance their technical expertise
- Project Implementation team that assists you with bringing your projects to success
- Presence on the Wialon partner map that can expand your business reach and generate more leads in your area

Marketing support

- Access to relevant marketing materials
- Joint PR campaigns
- Assistance in organizing partnership events
- Opportunity to get featured in the Wialon use cases library and on the blog



To help you connect with fellow partners, develop business, and grow your industry expertise, Wialon also organizes special events:

- **Partner conferences** held throughout the year across the world;
- **Wialon Top Partners** ranking, honoring telematics service providers who connected the biggest number of units to Wialon over the previous year;
- **GPS Hardware Manufacturers Top 10**, a ranking of the hardware manufacturers whose devices were most frequently connected by Wialon partners over the year;
- **IoT zones**, dedicated areas at the largest industry expos worldwide, co-hosted with our partners.

Want to become a Wialon partner?

As a Wialon partner, you'll gain access to an all-in-one solution that covers most clients' needs for fleet management. But that's not all – we also bring a range of other benefits that can give an extra boost to your telematics business:

A reliable partnership

We sell Wialon through the partner network and do not compete with our partners for clients.

New sales opportunities

With our marketing efforts, we can help you gain leads in your area, expanding business reach and potential customer base.

Hardware flexibility and hardware integration upon request

Wialon supports all popular devices on the market, and the list continues to grow.

Technical, marketing and business development support

Our highest priority is to empower partners to achieve their full potential, either through access to new markets and business development assistance, or technical care.

White label

You can offer the platform under your own brand.

We offer a **30-day free trial** of full Wialon functionality so you can see it in action.

Contact us at sales@wialon.com to get started with Wialon and join the community.



About Gurtam

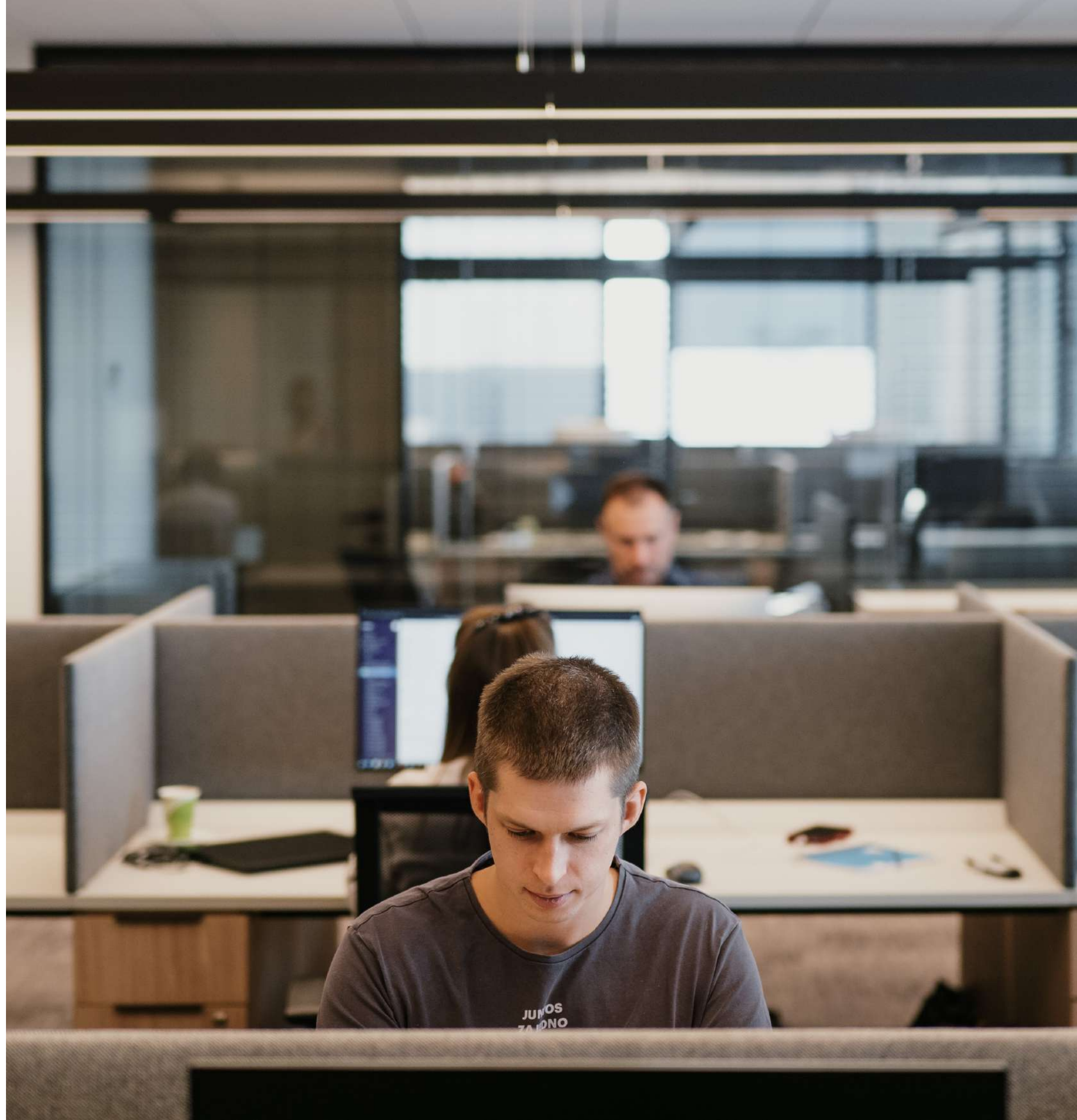
Gurtam is an international software developer of telematics and IoT solutions. With headquarters in Vilnius, Lithuania, the company has offices in Tbilisi, Dubai, and Boston.

Key facts

- Over **20 years** of experience in the telematics market
- **4 products** in the portfolio: Wialon, LeaseControl, GPS-Trace, flespi
- A team of more than **300 talented professionals**
- Global presence with partners in over **150 countries**



gurtam.com



Let's talk

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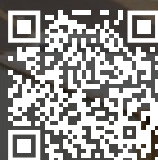
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