wialon | by Gurtam

# Discover Wialon, the ultimate solution for fleet digitalization



**Olga Zhunusova**
Your guide to getting to know Wialon &
Head of New Sales

# Hello, this is Gurtam!

**Gurtam** is a software development company providing IoT solutions with a focus on fleet management.

The company is headquartered in **Vilnius**, **Lithuania**, and has offices in **Dover**, **Dubai**, and **Tbilisi**.



# Key facts about Gurtam

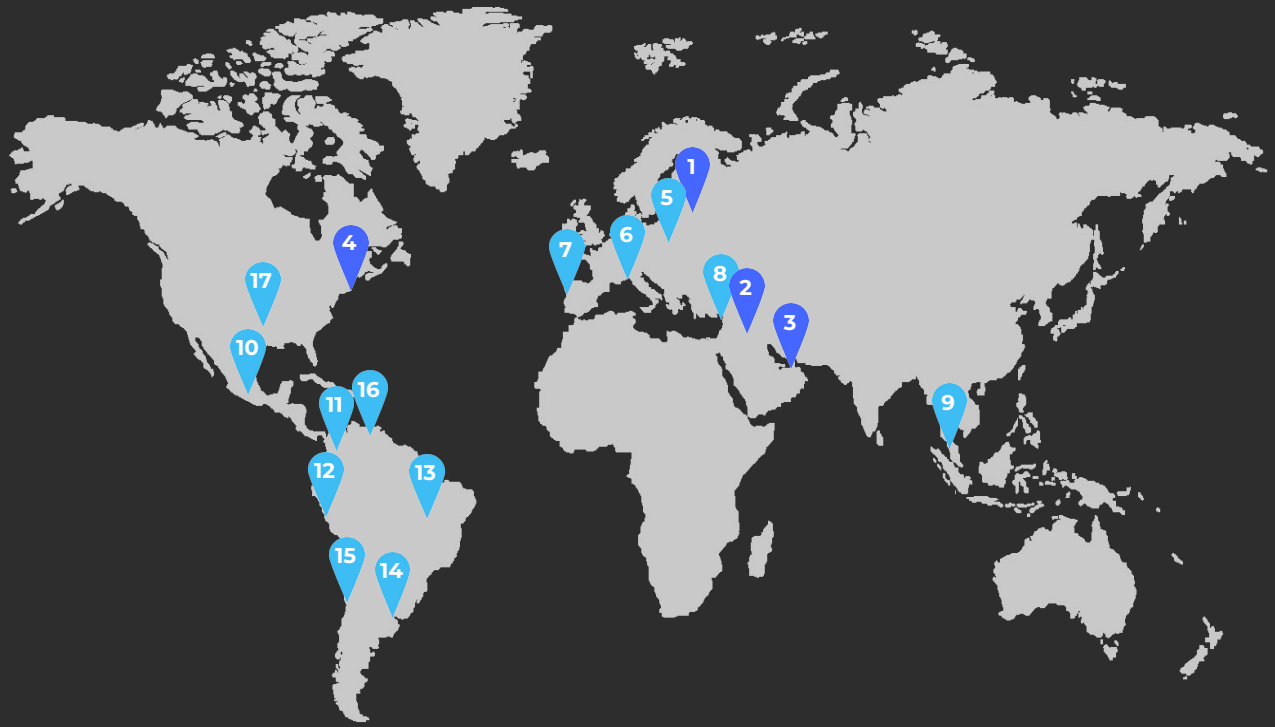
**24**
years of expertise in the telematics market

**320+**
talented professionals in the team

**3**
products in the portfolio: Wialon, flespi, and GPS-Trace

**160+**
countries where our products are used daily

# GLOBAL PRESENCE




**GURTAM OFFICES**

1 LITHUANIA: VILNIUS (Headquarters)

2 GEORGIA: TBILISI

3 UAE: DUBAI

4 USA: BOSTON

**MEET OUR TEAM GLOBALLY**

5 POLAND: WARSAW, WROCLAW

6 ITALY: GENUA

7 PORTUGAL: PORTO

8 GEORGIA: BATUMI

9 MALAYSIA: BAYAN LEPAS

10 MEXICO: MEXICO CITY, MONTERREY

11 COLOMBIA: MEDELLIN, BARRANQUILLA

12 PERU: LIMA, TRUJILLO

13 BRAZIL: SÃO PAULO, RIO DE JANEIRO, LONDRINA, MARICÁ, BELO HORIZONTE, PORTO ALEGRE, BAURU

14 ARGENTINA: BUENOS AIRES

15 CHILE: SANTIAGO

16 VENEZUELA: BARQUISIMETO

17 USA: DALLAS

# Gurtam product portfolio

## Wialon

A family of cloud and on-premises solutions for digitalizing fleets of all types and sizes.

- Fleet management companies
- Telematics service providers
- Software integrators

## flespi

An API-first backend platform connecting any telematics hardware to various BI and telematics systems.

- Developers
- Hardware manufacturers
- Software integrators

## GPS-Trace

A set of easy-to-use GPS tracking applications with the possibility of free use.

- Resellers of GPS tracking services
- Small businesses
- Private users

# Wialon suite

**Wialon Hosting** — a ready-to-use fleet digitalization solution for projects of any scale, with no custom development required.

**Wialon Local** — the on-premises version of Wialon Hosting.

**Wialon Lite** — a lightweight solution covering the essentials of fleet digitalization.

**Wialon Platform** — a solution builder that lets service providers create applications under their own brand for everyday fleet management and specialized tasks such as tachograph control, emissions tracking, and indoor asset tracking.



# Key facts about Wialon

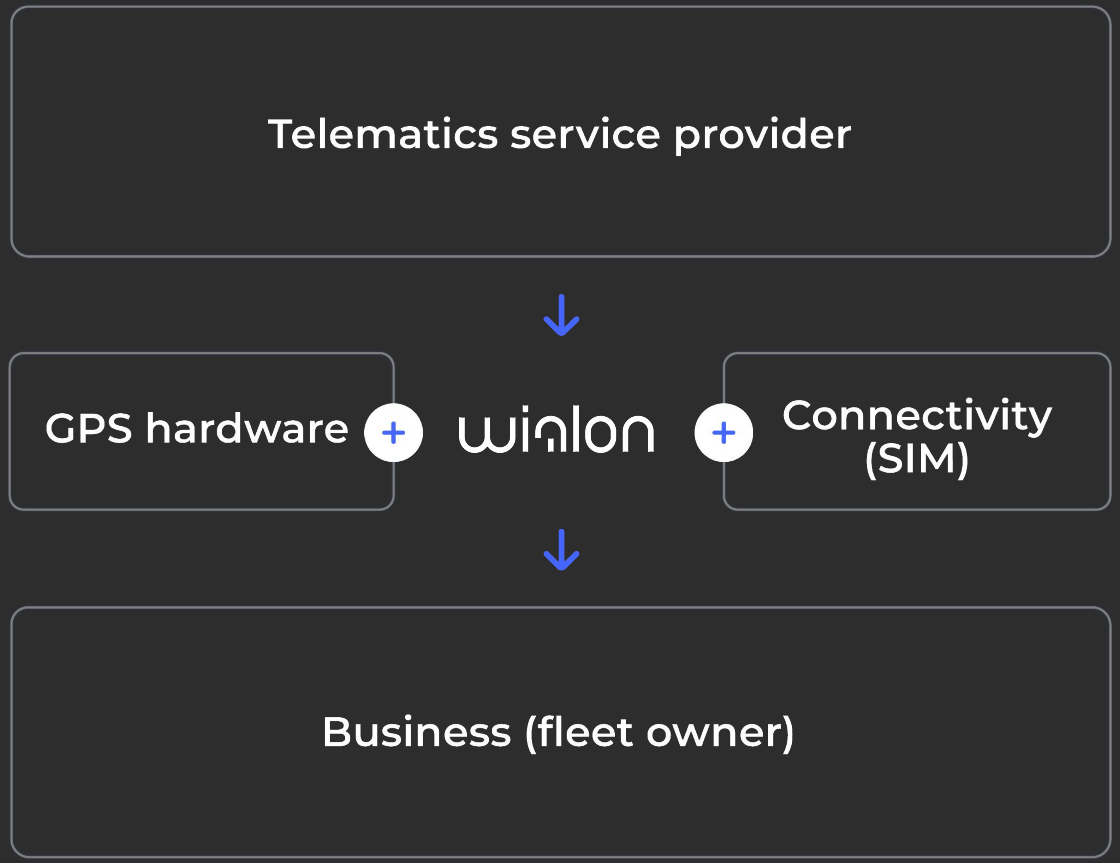
**2,700+**
telematics service providers globally are Wialon partners

**4+ million**
connected vehicles

**4,100+**
supported device models

**99.5%**
SLA-guaranteed uptime

# How a telematics solution operates



# Freedom to choose hardware

Wialon was designed as a universal solution suitable for any telematics project, and therefore, it is **compatible with nearly all popular device models**.

Currently, Wialon supports **over 4,100 device models**, including GPS trackers, dongles, and more from **700+ hardware manufacturers**, and these numbers are increasing constantly.

**Check your hardware compatibility**

*If your device has not yet been integrated, please contact us to discuss the integration process and its potential terms.*

# Partner-centric business model

Wialon is **distributed worldwide by our partners**. We grant them autonomy and trust in how and to whom they market our product to automate and digitalize business.

Partnering with us offers the following advantages:

- **Freedom** to choose connectivity providers, hardware manufacturers, and to collaborate with other software developers to create custom solutions;
- Ability to **independently set pricing policies** for your clients;
- Support in **growing your client base** without competition from our side;
- Access to the **Wialon community**.

# Wialon community

The **Wialon community** is a **global network of telematics and fleet management experts** that includes telematics service providers, hardware manufacturers, connectivity providers, and software developers.

With a strong belief in the **power of partnership**, we view each other as allies, not competitors.



# Wialon community

Hardware manufacturers + **WIALON** + Connectivity providers + Software developers

+ Telematics service providers

**Solutions for businesses**



# Benefits of joining the Wialon community

- Regular **networking events** in Lithuania, Mexico, Brazil, the UAE, and other countries to enhance global connections and find new collaborations;
- Access to exclusive professional **chats** and **forums** for gaining industry insights;
- **Joint participation** in exhibitions and conferences to increase brand visibility;
- Extra opportunities and **exclusive community events** designed to foster informal connections and spark creativity.



# Wialon partner map

The **Wialon partner map** on *wialon.com* serves as an open platform listing Wialon partners.

Fleet owners use this tool to find service providers in their area and submit requests for collaboration.

The map offers an additional channel for **customer inquiries**.



# Quick start and rapid integration

Starting with a new software provider can be challenging, so we've made the **process of getting to know our product and services as comfortable and smooth as possible**.

Here's what you can expect in your first months as our partner:

- Regular **onboarding calls** with your dedicated Partner Success Manager;
- A series of **onboarding emails** that equip you with essential knowledge and tools for a successful start with Wialon;
- **Trainings** on the platform functionality.

# Further assistance

After your 6-month onboarding period, we continue to support your journey with Wialon by providing:

- **Dedicated managers:** *Partner Success Manager* and *Technical Growth Manager* to assist with operational questions, consult on projects, and help your business grow;
- **24/7 technical support** from our specialists, plus quick answers in any language from Lona, our AI assistant;
- Access to ready-to-go **marketing materials**;
- **Wialon certification tests** for your employees.

# Scope of application

Wialon **fits all kinds of projects**, from basic fleet management to complex logistics tasks. Our partners regularly show how flexible Wialon is by entering new business niches and effectively solving their clients' unique problems.



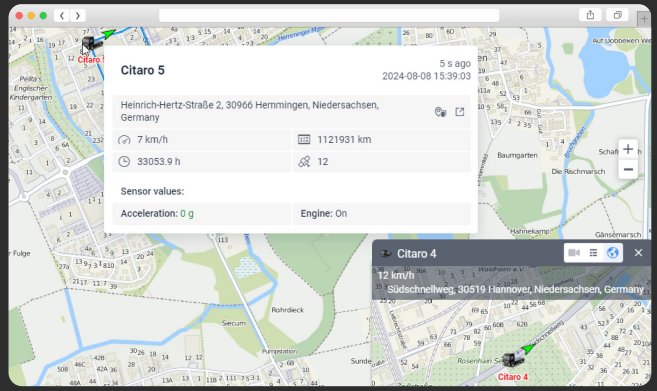
# How Wialon transforms fleet operations

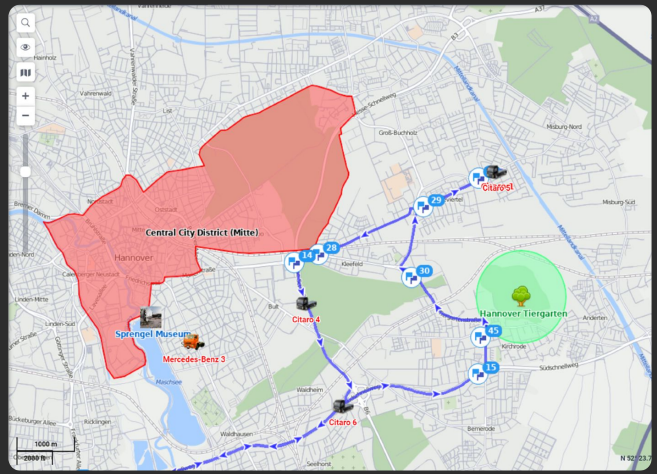
Wialon provides fleet owners with real-time updates, ensuring the **safety and security** of vehicles, drivers, and cargo.

**Online tracking** allows fleet managers to know where their vehicles are, helping to control late or early arrivals and detect any deviations from planned routes.

**Geofencing** shows users if vehicles enter or exit specific areas. This feature helps prevent unauthorized access, ensure compliance, and promote safe driving.

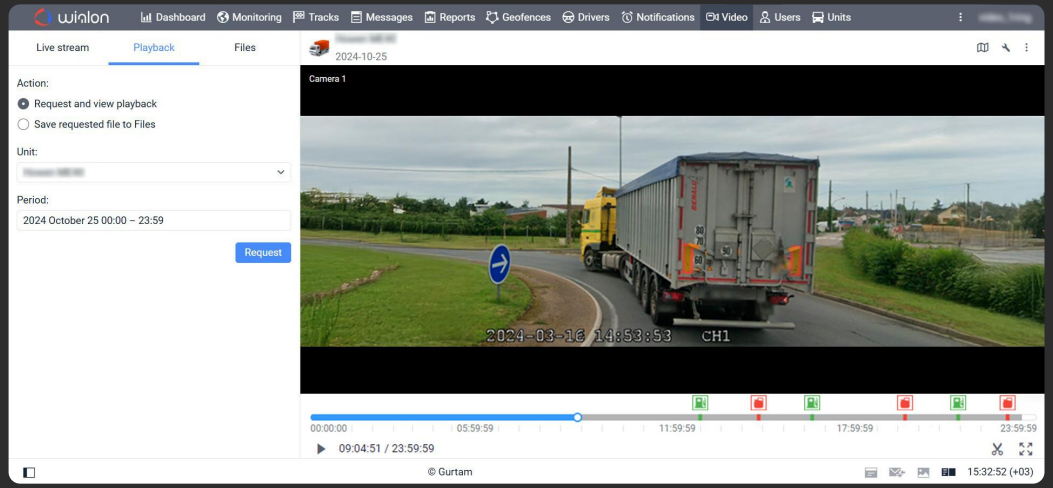
**Notifications and alerts** keep fleet managers informed about critical incidents such as speeding, sudden stops, and alarm activation, helping them respond quickly and prevent costly incidents.



# How Wialon transforms fleet operations

With **video telematics**, fleet owners can watch live streams or recorded videos, ensuring unbiased incident analysis, improving road safety, and simplifying insurance claims.

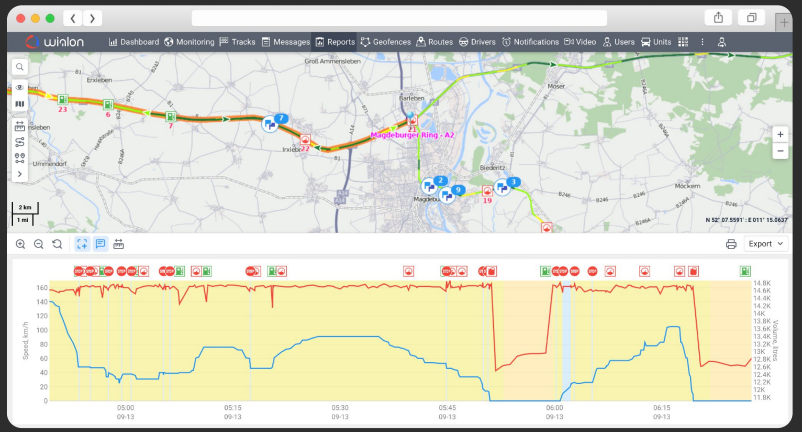


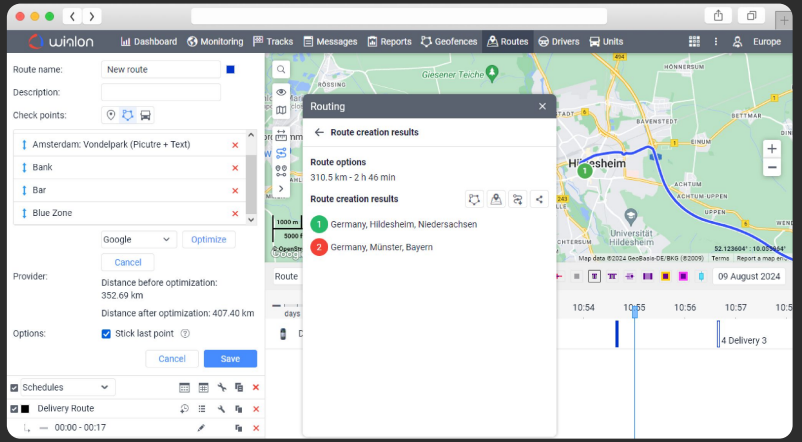
# How Wialon transforms fleet operations

Every fleet owner aims to **reduce operating costs**. With Wialon, this can be achieved through these key features:

**Fuel management** reduces costs by tracking fuel usage, preventing fuel theft, and identifying inefficient driving habits.

**Route optimization** utilizes algorithms to find the most efficient routes, thereby reducing travel time and fuel consumption.



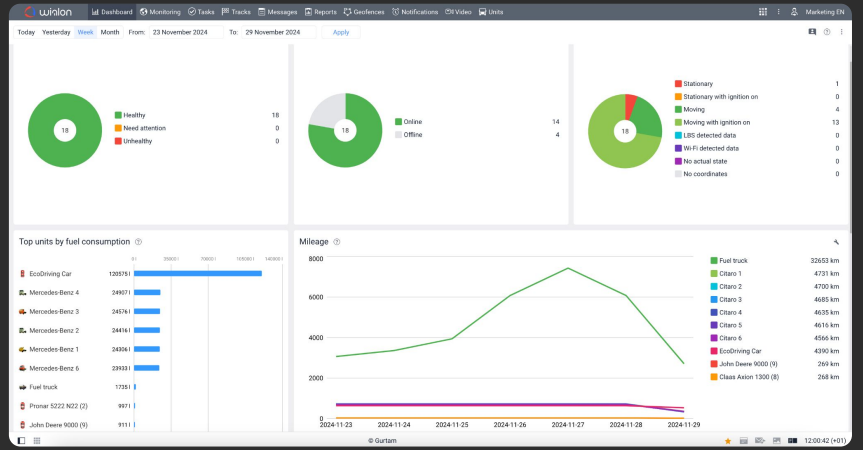



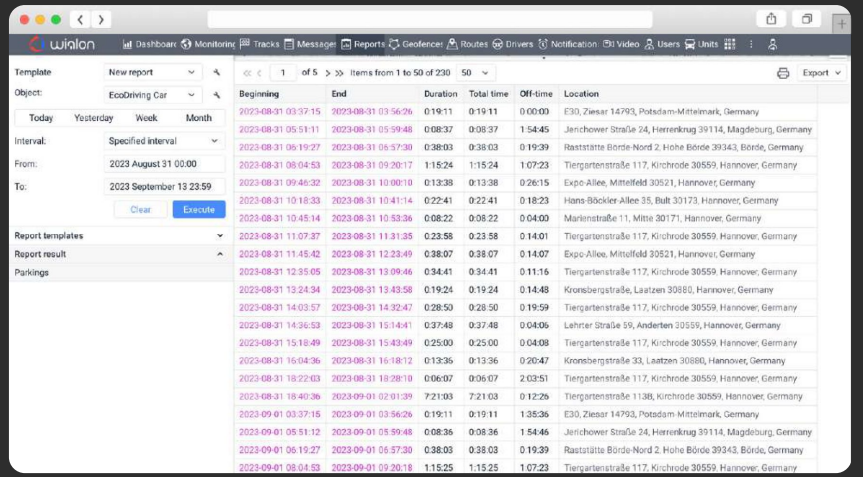
# How Wialon transforms fleet operations

To **delve deeper** into all the processes within the fleet and **make data-driven decisions**, Wialon provides these tools:

**Comprehensive dashboard** centralizes all fleet data, giving a clear view of its current state. Users can quickly spot inefficiencies and make timely adjustments.

**Advanced reports** on fuel use, driver performance, vehicle maintenance, and more are visualized with intuitive charts and graphs, supporting smart decisions.



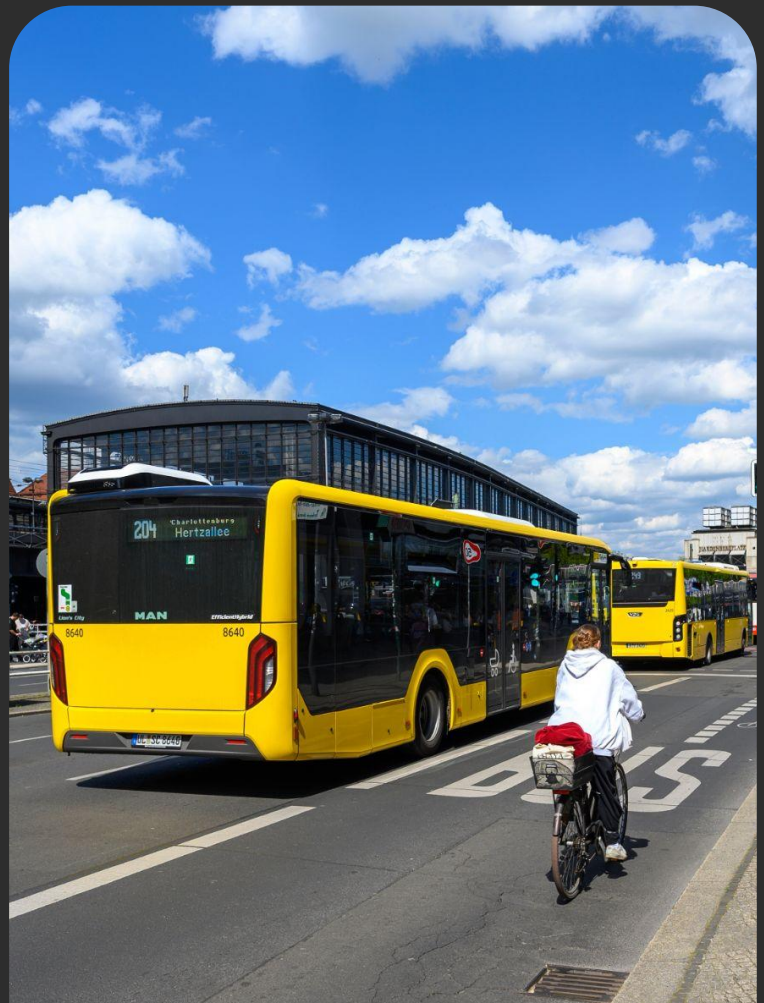



# More solutions by Wialon

**Fleet maintenance management.** Digitize fleet maintenance with features for handling planning, controlling maintenance activities, and tracking all expenditures.

**Public transportation management.** Offer stop creation, route optimization, vehicle distribution, schedule management, and real-time route performance monitoring.

**Delivery fleet management.** Streamline delivery processes, offer route planning, and adapt delivery to your client's business needs.



# More solutions by Wialon

**Driver behavior monitoring.** Provide businesses with tools for driver performance assessment based on penalty points for violations.

**Vehicle leasing solution.** Let companies effortlessly track and locate leased fleets or remotely switch off financed cars for quick recovery.

**Smart farming.** Optimize agro-industry operations with seamless control over field works.

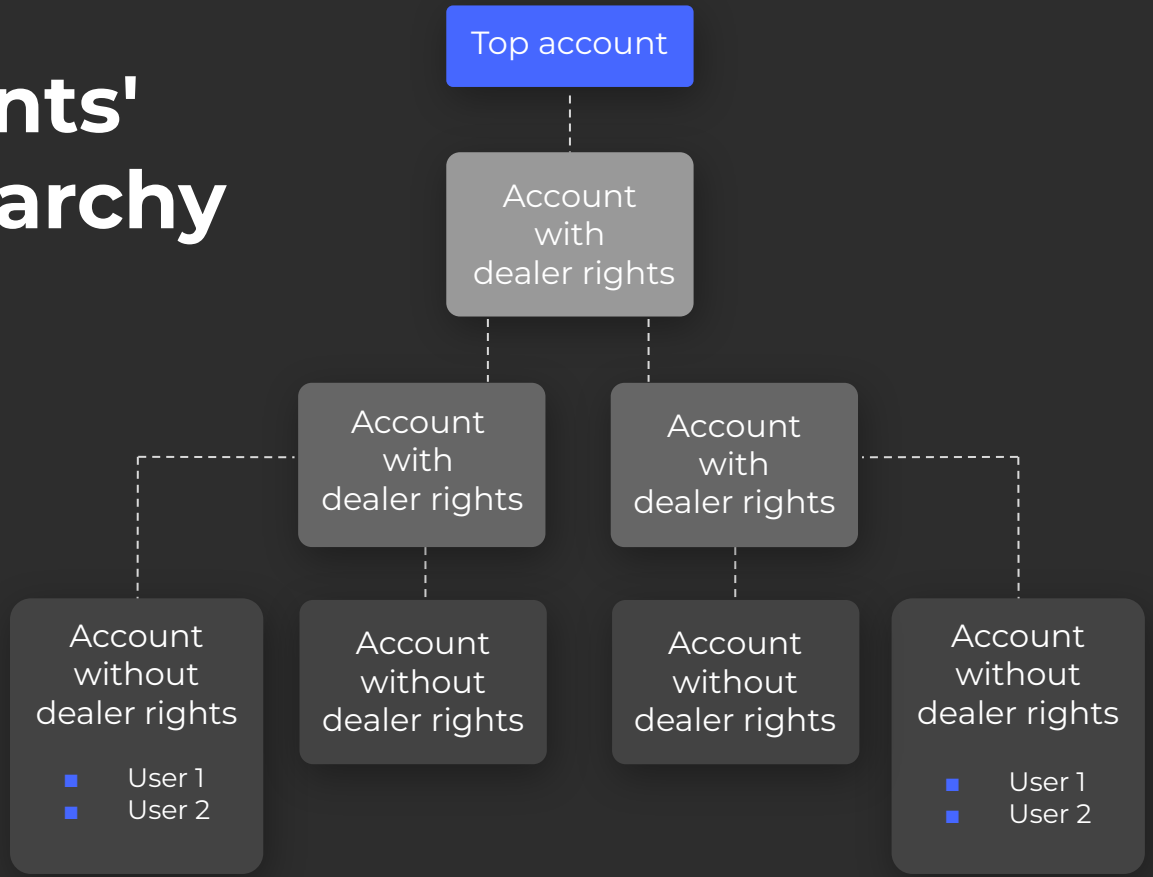
**Field employee tracking.** Take control of field employees, remotely assign tasks, and oversee their execution.



# Efficient clients' account hierarchy

With Wialon, it's easy to create a separate account for each client, navigate between them, and customize billing plans.

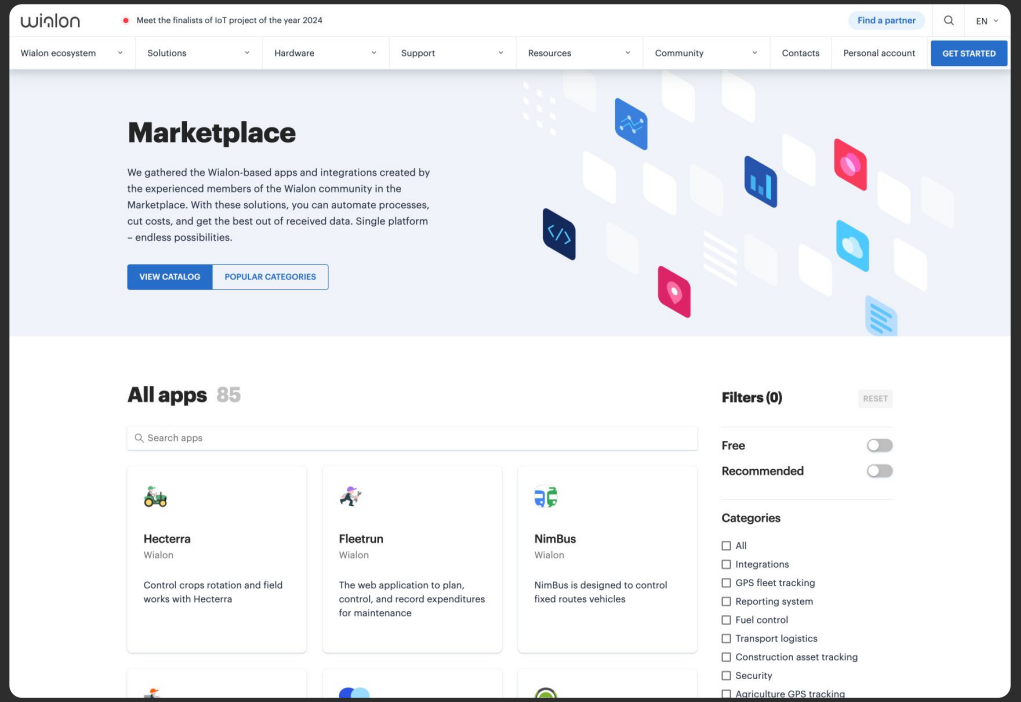
To organize a convenient **account hierarchy** and configure all your accounts, you'll have access to CMS Manager, Wialon's dedicated management system.



# Integrations & customization

With the **SDK and open API**, you can build customized solutions and seamlessly integrate them with the client's other systems, such as ERP, BI, accounting, etc.

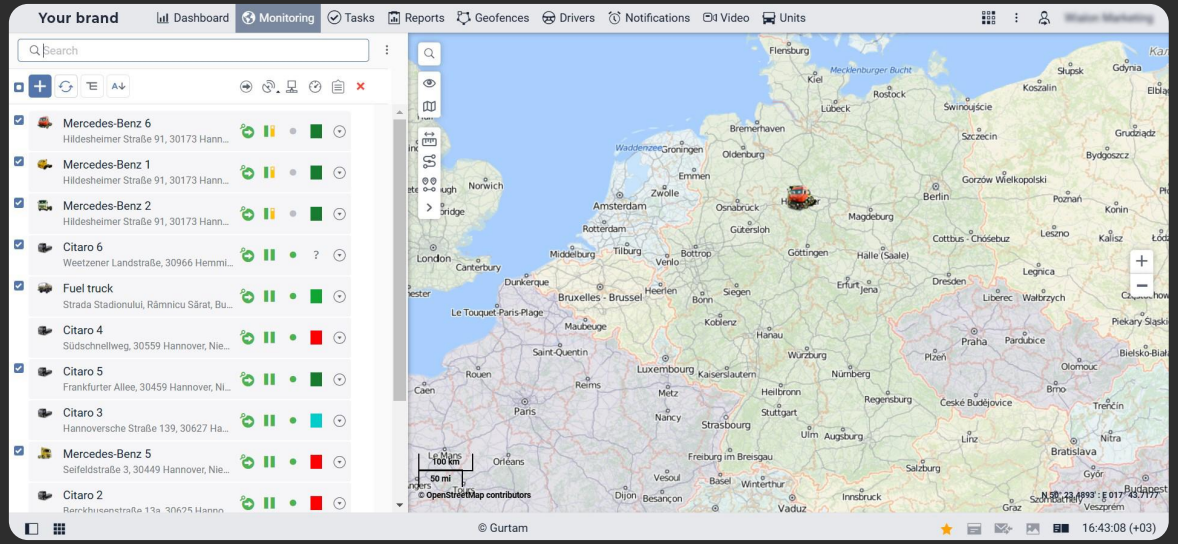
The **marketplace** of third-party integrations offers a wide range of ready-made solutions suitable for various business needs and scenarios.



# White-label option

Customize the Wialon interface to present it under **your own brand**.

With this option you can modify elements such as the login page logo and background, color scheme, fonts, links, reports, and more to show your brand identity.

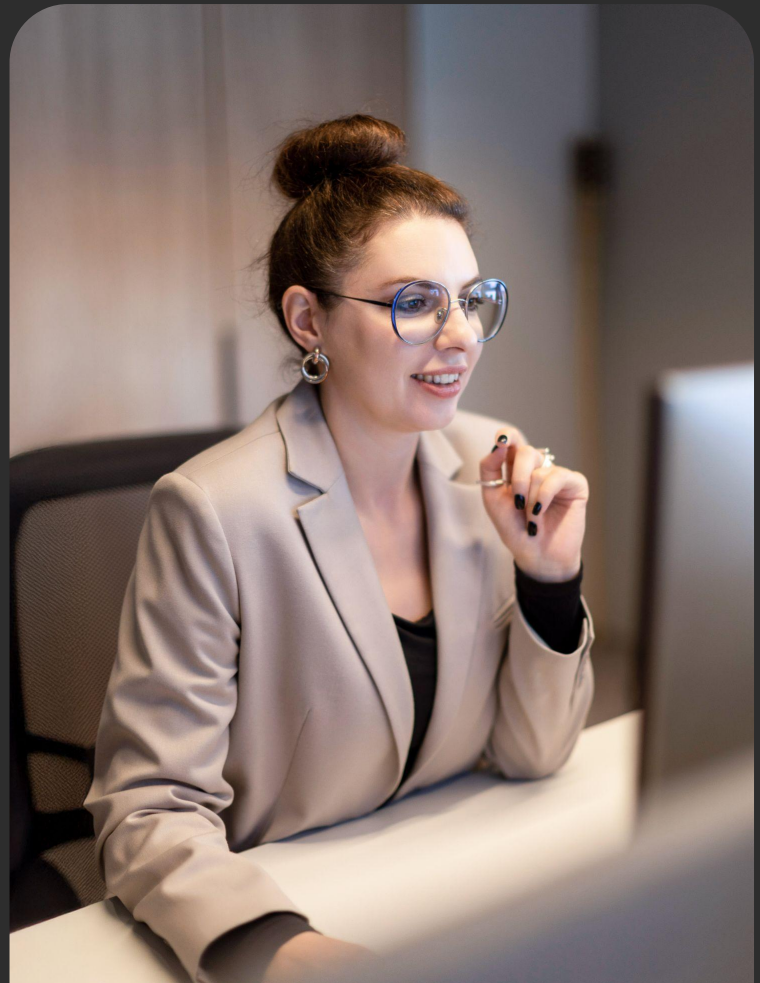


# Want to try Wialon?

If you want to test Wialon to see if it's what you're looking for, we will provide you with a **free 30-day trial**.

Not sure if Wialon can help with your specific project? We'd love to give you a **demo** covering the functionalities you're interested in.

Just send an email to **sales@wialon.com** specifying your needs.



# Want to become a Wialon partner?

We would be delighted to start our collaboration! Simply write to us at sales@wialon.com, and let our partnership begin.

*As a Wialon partner, you will receive high-quality technical and business support right from the start. And, of course, you will also become a part of our vibrant Wialon community.*



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