

FROST & SULLIVAN

OCTO TELEMATICS

2022
COMPANY
OF THE
YEAR

GLOBAL
TELEMATICS USAGE-BASED
INSURANCE INDUSTRY

Best Practices Criteria for World-Class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each award category before determining the final award recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. OCTO Telematics excels in many of the criteria in the telematics usage-based insurance space.

AWARD CRITERIA	
<i>Visionary Innovation & Performance</i>	<i>Customer Impact</i>
Addressing Unmet Needs	Price/Performance Value
Visionary Scenarios Through Mega Trends	Customer Purchase Experience
Implementation of Best Practices	Customer Ownership Experience
Leadership Focus	Customer Service Experience
Financial Performance	Brand Equity

Flexible and Versatile Insurance Telematic Solutions

Founded in 2002 and headquartered in Rome, Italy, OCTO Telematics (OCTO) is a provider of data analytics and connected vehicle services. The company primarily services the usage-based insurance (UBI) industry, as well as providing solutions for fleets and smart mobility, including carsharing, renting and leasing. Its flexible solutions serve a global market and various industry verticals outside of insurance, including fleet management, automotive original equipment manufacturers (OEM), car dealerships, public transport and mobility services, smart cities, and smart homes. Using machine learning and artificial intelligence, the company analyzes Internet of Things (IoT) data sets, providing Insurtech and mobility markets with robust analysis as well as insights to more customized solutions for the users.

Demonstrated Leadership through Continuous Product Innovation

OCTO creates innovative products through its continuous investment and push towards developing new device agnostic solutions. The company developed and refined these processes over 20 years, perfecting its approach. As a result, OCTO’s technologies are consistently ahead of their adoption in the industries it serves, ensuring clients receive cutting-edge solutions.

OCTO offers the most comprehensive solution suite on the market, spanning robust features and capabilities for the digital transformation, innovation and bridging of various industry verticals. With a flexible delivery model, OCTO is able to meet the needs of both mature customers with system integration through API and device agnostic applications enabling the fast adoption of its most innovative solutions, as well as new customers entering the market with demos and ready-to-play trials. The company's end-to-end solutions create an integrated software, applications, services, and technologies ecosystem. The

"OCTO offers the most comprehensive solution suite on the market, spanning robust features and analytics capabilities delivered through flexible model: end to end or integrated via third parties' data collection OCTO addresses the need of various industry verticals. The company's end-to-end digital solutions create an integrated software implementing digital processes and enabling the smart mobility technologies ecosystem."

**- Elizabeth Whyntott,
Best Practices Research Analyst**

OCTO IoT Platform collects and analyzes real-time data for actionable intelligence and dynamic use cases. The company offers a digital operator with a white-label interface, enabling new digital processes to innovate traditional markets based on the operator's role and clients' business model. On the end-user side, OCTO delivers a robust digital interface display with information from connected IoT devices, sensors, and applications accessible on smartphones, tablets, and personal computers. The company's IoT devices, sensors, and applications also detect and collect data from connected units. Some of the services OCTO offers

include creating driving risk scores and providing driving tips and education that can improve driving scores for safe driver insurance discounts. OCTO's next venture is in smart living, including IoT devices for securing and protecting the home and the energy savings, which is priority for the house owners, in-line with the dynamic approached used for motor insurance, applied within property. With this endeavor, the company envisions a future for connected smart insurance across every vehicle and home, creating one-stop solution for households and enabling the development of Smart Cities.

OCTO's extensive and device agnostic solution suite delivers a broad breadth of capabilities from advanced data analytics, risk scoring to crash and claims management to connecting car and home insurance policies, differentiating it from competitors and ensuring its continued success.

Unlike its competitors, OCTO differentiates its solutions with its vast amount of collected data. For example, it has more than 510 billion kilometers of driving data and analysis of over 501,000 crash and insurance events. By securing this enormous data, the company removes the need for its UBI clients to create and invest in data science and analytic capabilities and teams. This data collection and analysis focus also enables the company to develop new capabilities and extend its service and application reach. A broader reach resonates with clients by creating new use cases and bringing additional value to their enterprise.

OCTO has various dedicated teams tasked with maintaining a keen eye on the market to ensure its solutions remain innovative and deliver value to its clients. The company's market intelligence team monitors emerging market trends several years into the future. Additionally, the strategic partnership team identifies potential technology partners and acquisitions that will enable the development of novel solutions. OCTO's product development team develops its product roadmap in partnership with clients,

addressing current and upcoming challenges and inevitable technology trends. With this leadership focus, Frost & Sullivan expects OCTO to sustain its leadership in the telematics UBI industry.

Roadmap to Success: Customer-centric, Continuous, Proactive

With clients across various industry verticals (e.g., UBI, fleet management and mobility, automotive OEMs,

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Best Practices Research Analyst***

smart cities, and smart homes), OCTO helps more than 5.5 million connected users and over 100 client partners, operates in multiple industries globally with offices in nine countries. OCTO provides exceptional 24/7 customer service through its dedicated team of client success experts that support customers with implementation, training, and innovation. Additionally, its sales team engages with clients, providing consultation to drive their vision towards future innovations.

Furthermore, the company offers clients essential resources, including event demonstrations and workshops, enabling clients to network via its OCTO CONNECTED CIRCLE launched in 2021 view innovations, and develop ideas for future products and services. The company also publishes a magazine, OCTO Connected Magazine, that includes interviews, insights, and reports with industry leaders and clients about the innovations and state of the connected services ecosystem. These events and resources unite the connected ecosystem further.

OCTO uses client feedback and industry trend monitoring to guide its product roadmap and continuously evolve its telematics solutions to maintain its innovative edge.

A Promising Outlook for 2022 and Beyond

Since its inception, OCTO’s sterling reputation and customer-centric framework led to its coveted preferred partner status. Over the years, it added a range of new clients to its established base. For example, throughout the COVID-19 pandemic and other global geo-political and financial challenges, the company has retained 100% of its customers. Additionally, the company’s employee base has increased by 20% to 30% over the past few years. The company is also entering new geographical markets, most recently in Japan, where it has developed a strong partnership with one of the country’s biggest insurance companies.

Frost & Sullivan believes OCTO is well-positioned to drive the telematics UBI space into its next growth phase, capturing market share and sustaining its leadership in the coming years.

Unmatched Price/Performance Value

OCTO identified a lack of flexibility and applicability as significant telematics UBI adoption roadblocks. It incorporated agnostic and customizable solutions to enhance customer value, hence, satisfaction. The company’s dynamic, modular, end-to-end, and scalable solutions are becoming increasingly necessary in the UBI and connected IoT industries. As the amount of connected IoT devices permeate people’s daily lives, a means to connect these ecosystems is imperative. OCTO’s robust data analytics enables clients to

link into ecosystems, enhancing their existing portfolio, as well as presenting new opportunities. At the same time, its agile solutions allow clients and their customers to choose their desired features and capabilities, significantly adding to its value proposition.

Conclusion

In a market set to be worth over \$26 Billion by 2028, many telematics usage-based insurance (UBI) solutions lack flexibility to support the digitalization of the companies with different approach in their adoption path of the telematics which requires both a comprehensive data collection and analysis and a step by step guidance; these are growing needs for a world that is becoming inundated with smart Internet of Things (IoT) devices and end-users who desire more adaptability.

Overall, OCTO Telematics (OCTO) addresses these unmet needs with a strong leadership focus that incorporates client-centric strategies and exemplifies best practice implementation. The company's expansive solution suite includes an end-to-end integrated ecosystem of software, applications, services, and technologies, as well as a digital operator with a white-label interface, a thorough digital interface display, and various IoT devices and sensors. It also offers clients essential resources, including event demonstrations and workshops, enabling clients to network, view innovations, and develop ideas for future products and services. The company remains a trusted partner, earning a reputation for offering the overall best in the telematics UBI industry.

With its strong overall performance, OCTO earns Frost & Sullivan's 2022 Global Company of the Year Award in the telematics usage-based insurance industry.

What You Need to Know about the Company of the Year Recognition

Frost & Sullivan's Company of the Year Award is its top honor and recognizes the market participant that exemplifies visionary innovation, market-leading performance, and unmatched customer care.

Best Practices Award Analysis

For the Company of the Year Award, Frost & Sullivan analysts independently evaluated the criteria listed below.

Visionary Innovation & Performance

Addressing Unmet Needs: Customers' unmet or under-served needs are unearthed and addressed by a robust solution development process

Visionary Scenarios Through Mega Trends:

Long-range, macro-level scenarios are incorporated into the innovation strategy through the use of Mega Trends, thereby enabling first-to-market solutions and new growth opportunities

Leadership Focus: Company focuses on building a leadership position in core markets and on creating stiff barriers to entry for new competitors

Best Practices Implementation: Best-in-class implementation is characterized by processes, tools, or activities that generate a consistent and repeatable level of success

Financial Performance: Strong overall business performance is achieved in terms of revenue, revenue growth, operating margin, and other key financial metrics

Customer Impact

Price/Performance Value: Products or services provide the best value for the price compared to similar market offerings

Customer Purchase Experience: Quality of the purchase experience assures customers that they are buying the optimal solution for addressing their unique needs and constraints

Customer Ownership Experience: Customers proudly own the company's product or service and have a positive experience throughout the life of the product or service

Customer Service Experience: Customer service is accessible, fast, stress-free, and high quality

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty

About Frost & Sullivan

Frost & Sullivan is the Growth Pipeline Company™. We power our clients to a future shaped by growth. Our Growth Pipeline as a Service™ provides the CEO and the CEO's growth team with a continuous and rigorous platform of growth opportunities, ensuring long-term success. To achieve positive outcomes, our team leverages over 60 years of experience, coaching organizations of all types and sizes across 6 continents with our proven best practices. To power your Growth Pipeline future, visit Frost & Sullivan at <http://www.frost.com>.

The Growth Pipeline Engine™

Frost & Sullivan's proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fuelled by the Innovation Generator™.

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Key Impacts:

- **Growth Pipeline:** Continuous Flow of Growth Opportunities
- **Growth Strategies:** Proven Best Practices
- **Innovation Culture:** Optimized Customer Experience
- **ROI & Margin:** Implementation Excellence
- **Transformational Growth:** Industry Leadership



The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

- **Mega Trend (MT)**
- **Business Model (BM)**
- **Technology (TE)**
- **Industries (IN)**
- **Customer (CU)**
- **Geographies (GE)**

