



MAN Solutions helps customers to save

New services offer solutions for vehicles

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The interlinked services from MAN Solutions offer solutions to help businesses to be particularly competitive in the transport industry. All solutions help to decrease the total cost of ownership (TCO) by making maintenance costs transparent and predictable, unlocking savings potential in fleet management and as a result of driver training, and helping to plan workshop visits in a time-effective manner.

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Connected CoDriver

An example of this is the new Connected CoDriver service from MAN ProfiDrive: a distance training course lasting from one week up to three months where drivers are accompanied by a virtual trainer. The coach is highly involved with the driver, the vehicle and the route. The aim is for the driver to develop a particularly economical style of driving on the road. The technical tool that helps here is MAN TeleMatics, which offers the trainer insight into the driver's style of driving.

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The live-training Connected CoDriver achieves success very quickly and is completely practical, as support is provided on a daily basis. Coaching by telephone allows queries to be clarified easily and directly. Using driving data, trainers provide tips on economical driving, such as on using continuous braking systems or the manual switch, or on anticipatory coasting.

Support for three months costs around EUR three per day. The result affects TCO costs in the long term: in several hundred test drives to measure the consumption, drivers consumed an average of 2.3 litres less for every 100 kilometres once they had undertaken efficiency training. Covering a total distance of 150,000 kilometres in long-distance journeys creates a potential saving of around 3500 litres of diesel each year.



MAN ServiceCare

Proactive maintenance scheduling is a particularly efficient way to reduce costs. The new ServiceCare service package provides the MAN service outlet commissioned by the customer with access to maintenance data pertaining to customer vehicles, meaning it can then control maintenance management. The workshop arranges maintenance appointments in direct consultation with the customer's schedule and organises the work to be carried out in such a way that the workshop visit is as short as possible. This also includes ordering planned spare parts. The vehicle is thus back in action and earning money more quickly. The service is free of charge for customers.

Proactive maintenance scheduling also decreases repair and administrative costs. No important repairs or maintenance work is forgotten – which often results in unnecessary follow-up costs.

MAN therefore makes proactive maintenance easily accessible, as MAN ServiceCare can be used independently of a service contract. Customers with telematics vehicles that would like to use the service simply need to allow their MAN service outlet to access the maintenance data portal. Even the basic service package from MAN TeleMatics covers all information required by the workshop for maintenance scheduling.

The increasingly efficient MAN TeleMatics

The MAN TeleMatics system is the basic tool for these interlinked services. The new, more powerful hardware, a new maintenance data portal and the new Android app expand the possibilities of MAN TeleMatics.

The more powerful hardware module transmits more technical data from the truck and transmits positioning data more quickly. Fleet managers and driver trainers can therefore assess the technical condition of trucks, plan maintenance and train drivers in efficient driving in a more targeted manner. Customers can also select the ideal service package for their needs from four new, simply structured options. The basic rate includes the "maintenance data" and "daily vehicle usage analysis" basic functions. The eco, time and map additional options allow businesses to optimise economic driving operations, transmit driving times and use geo functions.

Some long-distance vehicles at the IAA will come with MAN TeleMatics hardware as standard, including all TGX and TGS 4x2 BLS long-distance semitrailer tractors and the TGX 6x2/2 BLS. The system is a standard

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feature in the TGX EfficientLine and is also a constituent component in the new EfficientLine 2. New customers can also test the service packages free of charge for six months.

The practical MAN TeleMatics app – which has already been presented with the RedDot Award for its especially good information design – is already available for iPad and iPhone and will also be available for Android devices at the IAA. The app is free of charge.

The new maintenance data portal clearly presents the multitude of transferable data on maintenance scheduling. MAN TeleMatics, for example, allows braking conditions to be controlled individually for each wheel. The tyre pressure of all wheels, including the trailer, is also transmitted and can be centrally reviewed by the fleet manager. Monitoring brakes and tyres is not only an important safety aspect, but also an important factor in vehicle fuel consumption. MAN TeleMatics therefore makes it possible to optimise the TCO of vehicles in a targeted manner. The fill level of the diesel and AdBlue tanks and the engine oil level can also be monitored by the technical manager. Moreover, information on trailers can be accessed from the MAN TeleMatics portal, such as cooling temperatures and data from the cooling unit.

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