



# Presenters

- Sean McLean
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- Rob Burns
  - Senior Director OEM Business, Noregon
- Daron Brinson
  - National Integrated Solutions Manager, Navman Wireless
- Danny Solana
  - Regional Service Manager, PACCAR Australia



**Sean McLean**

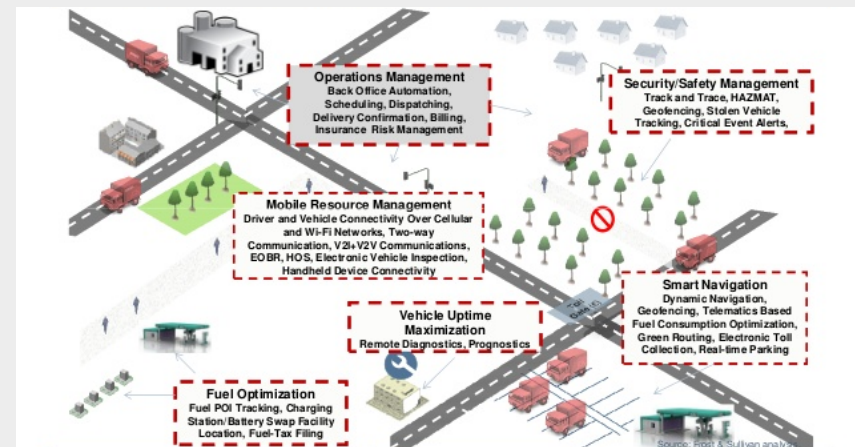
*Cummins South Pacific*

*Opportunities with Telematics*



# Data presents opportunities.....

- Fleet monitoring & scheduling
- Regulatory compliance
- Safety
- Vehicle maintenance & efficiency
- Engine performance
- Driver training



# .....as well as challenges

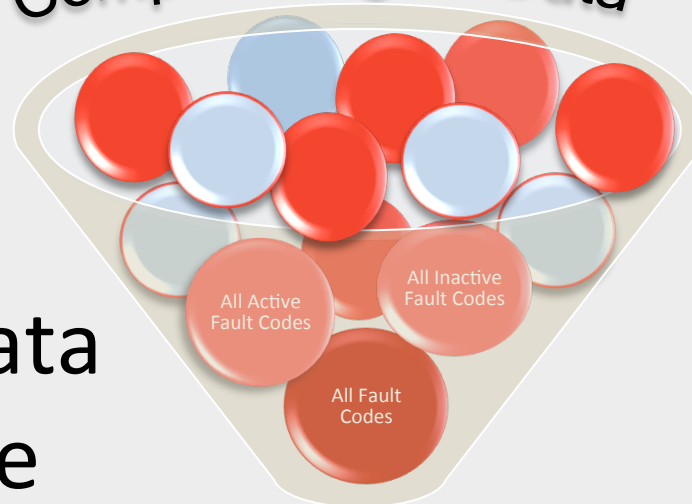
- Which data to focus on?
- How often?
- Real time vs history?
- How to interpret the data?
- Do I trust the data?



Source: The Atlantic, 2011



# Complex Engine Data



Filtering the data  
is the challenge



**Fault Code  
Generated**



Fault Code  
Data  
Transmitted



Connected  
Diagnostics 





Fault Code  
Data  
Analyzed



**Customer  
Notification**



Connected  
Diagnostics 

Expert  
Guidance



# Ongoing Development

- Further refinement in diagnostics
- Additional delivery methods or channels
- “Big data” opportunity for predictive maintenance and prognostics
- Real time adjustment to maximise efficiency



