

DOIT(S)

Data Openness for Improved Transport Solutions

Mövenpick - Amsterdam Centre

2014-03-11

Attendees

After Market Suppliers

Eric Medan	Masternaut
Hans van Eijk	Omnitracs
Arie van der Jagt	Transics
Dirk Staelens	Transics
Jonathan Raemdonc	Trimble

OEM

Fredrik Callenryd	Scania
Magnus Svensson	Volvo
Ulf Ödesjö	Volvo

Not able to attend

Wolfgang Stahl	Daimler
Johan Amoruso-Wennerby	Vehco
Paul Reynolds	Telogis

Objective with meeting 2014-03-11

This was the first official working meeting with the two User Groups, After Market Suppliers and OEMs.

The meeting had as deliverables to:

- Create a common view on priorities amongst After Market Suppliers
- Verify or modify After Market Suppliers priorities by OEMs
- Outline the first steps in the process of harmonization of measurements based on a common ambition and priorities

Agenda

09.00 – 12.00 After Market User Group Meeting

12.00 – 13.00 Lunch

13.00 – 17.00 Joint User Group meeting including OEMs

Short background

The ultimate mission with DOIT(S) is to support the end user i.e. hauler and transport-/logistic company to improve their efficiency and lower their cost of operations.

A substantial part of the cost for the end user is the Operational cost of the vehicle itself that is an aggregated value, both involving the truck and the driver. This is an extremely important variable when end users chose the truck brand.

Placing the truck into its context to deliver goods in the most efficient way, irrespective what truck brand that is used, is the After Market Suppliers offer. After Market Suppliers cannot influence truck performance but change driver behaviour and give guidance on how to optimize the usage of the total fleet.

This means that both the OEM and the After Market Fleet Management Suppliers business is about supporting the hauler, transport-, logistic company to reduce their operational cost.

Delivery on time and with right quality adds value to the end users customers' perception of the service delivered by the hauler, transport-/logistic company. A high and reliable service level is rewarded with loyal customers and more business.

Additional value to the end user is also to offer tools to help them to comply with regulatory issues that both OEM and the After Market Fleet Management Suppliers can deliver.

Create a common ambition with DOIT(S)

On what level should DOIT(S) focus?

The ambition could start from a high level to address:

- Reduced fuel consumption
- Driver safety

And to do this new *common indexes or measurements* could be agreed on that makes it possible to, over Truck Manufacturers/ Aftermarket FMS Suppliers Brands, compare drivers on:

- Safe driving
- ECO driving

These measurements have to start with a judgment and common definition agreed upon by the industry e.g. what is the bandwidth each OEM use to define what is good ECO-driving and what should it be?

Other measurements discussed were:

- Harsh braking
- Harsh acceleration

Again these measurements include an evaluation of *what is harsh* that can be interpreted differently.

Harmonization might be easier to achieve for measurements like:

- Idling
- Coasting

These measures are somewhat less open for human interpretation and more about defining what sources are used to deliver data and the sampling timing to create the consolidated measurement. It can be made into clear defined measurements.

If Idling is to include fuel consumption it is more complex to harmonize than pure idling time. What is a precise definition of idling, is it a standstill or can other statuses/measurements be used?

Coasting can be in its simplest definition based on timing; however coasting also includes different statuses of the gearbox.

“ACCURACY IS NOT THE ISSUE – IT IS WHAT THE MEASUREMENT IS THAT MATTERS”

It is important to understand the variances and in what context it will be used to define a useful measurement.

Measurements are often built up by combining other measurements. These have been generated from sensors and algorithms that differ between truck manufacturers. With different sensors and algorithms there are few measurements that are exactly comparative between the brands.

THERE ARE FEW EXACT GENERIC MEASUREMENTS

As the objective with Fleet Management Systems often are to make improvements it is more important to measure the level of improvement than the exact figure that can be hard to compare between truck brands.

A MEASUREMENT THAT CAN BE USED FROM A RELATIVE IMPROVEMENT PERSPECTIVE CAN BE AS USEFUL AS AN “EXACT” MEASUREMENT.

Use cases are important but today not shared in between any of the parties including the After Market suppliers.

Web Interface

Where to create a FMS measure e.g. a coasting value for an aftermarket supplier to use?

- In the truck
- Back End

What are the opportunities with the web interface? It should be explored.

A common wish amongst all parties is to create a new measurement for liters/ ton kilometers that should be more useful than today's liters/kilometers. It is perceived rather complex as factors like topology influence fuel consumption strongly.

FMS Standard Measurements

It was discussed if it is possible to also harmonize the existing Standardised FMS measurements but OEMs pointed out that it is difficult to especially interpret older vehicles as they have been upgraded over time and there are differences both between truck models but also in between launches of the same truck model.

We would end up in a very complex description model.

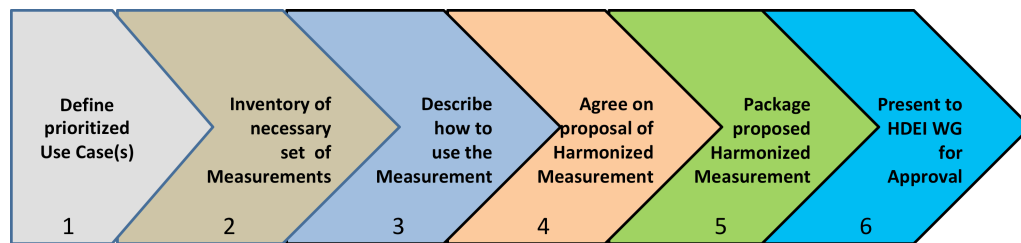
The question was still raised "What is already harmonized within FMS?"

"If the FMS measurements were good enough and deviations explained it would be easier to use them"

"Maybe not more data now but understand how it is built up."

The DOIT(S) process

The following model over the process is proposed:



Phases 1 and 2

Proposed for the next DOIT(S) Joint Working Group meeting before July 1:st 2014.

Phases 3 and 4

Proposed for a DOIT(S) Joint Working Group meeting Late September 2014.

Phase 5

Prepared for confirmation by Process facilitator ready before Dec 20:th 2014.

Phase 6

Presented by DOIT(S) User Group representatives from Truck OEMs at first possible HDEI WG meeting.

Gothenburg 2014-03-26

Jan Unander
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Telematics Valley