

# Fleet Management in India

**Fleet Management in India** is a comprehensive report from Berg Insight analysing the latest developments on the Indian fleet management market.

This strategic research report from Berg Insight provides you with 130 pages of unique business intelligence including 5-year industry forecasts and expert commentary on which to base your business decisions.

## Highlights from this report:

- ◆ **Insights** from numerous interviews with market-leading companies.
- ◆ **Data** on vehicle populations and commercial fleets in India.
- ◆ **Comprehensive overview** of the fleet management value chain and key applications.
- ◆ **In-depth analysis** of market trends and key developments.
- ◆ **Updated profiles** of 39 aftermarket fleet management solution providers.
- ◆ **Summary** of OEM propositions from commercial vehicle brands.
- ◆ **Market forecasts** lasting until 2025.

## The installed base of fleet management systems in India will reach 6.8 million units by 2025

The fleet telematics industry in India is in many respects still nascent and major parts of the addressable market remain largely untapped. The uptake of fleet management solutions is however growing and the market is to some extent favoured by government regulations including AIS 140. While the global recession associated with the ongoing COVID-19 pandemic has indeed hampered developments in the fleet management sector, the setbacks are expected to be temporary. The total installed base of fleet management systems is forecasted to grow at a compound annual growth rate of 14.0 percent from 3.5 million units at the end of 2020 to almost 6.8 million units by 2025. The penetration rate in the total population of commercial vehicles and passenger cars in fleet use is at the same time estimated to increase from 10.2 percent in 2020 to 15.5 percent in 2025.

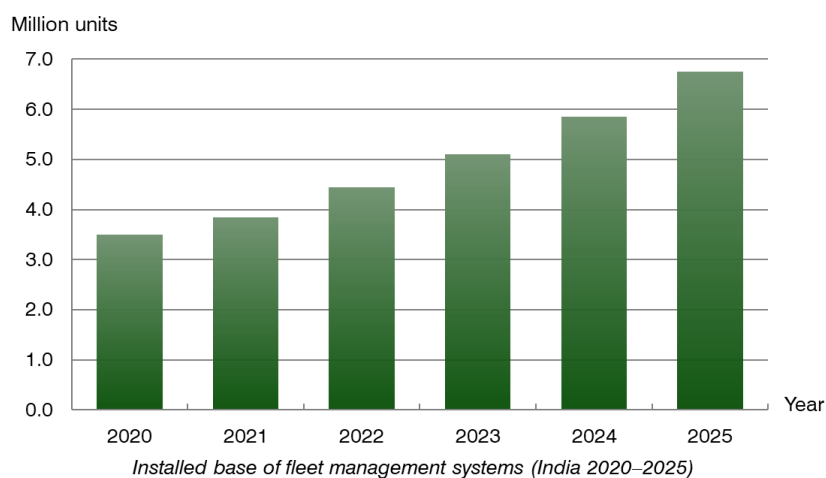
The Indian fleet telematics market is served by many companies including a myriad of small local vendors, a number of pan-Indian players and a few international telematics giants. Berg Insight ranks WheelsEye, LocoNav, Uffizio and Letstrack as the largest solution vendors in India. These four companies all have total installed bases of over 0.5 million units on their respective platforms across all

applications and geographies, though the shares represented by GPS-enabled telematics for fleet vehicles in commercial use on the Indian market vary substantially. Tata Motors and Ashok Leyland are the leading players in the OEM segment. The former collaborated with UK-based Microlise for many years, but Tata has now launched a next-generation connected vehicle solution developed in house. Ashok Leyland has reached more than 150,000 vehicles on its connected vehicle platform and works with Trimble that provides the hardware. Trimble is also a leading high-end fleet management solution provider in the aftermarket segment in India. The remaining top-10 players on the Indian market which have all reached the milestone of 100,000 units are Autoplant, Axestrack, Volty and Fleetx. Notable providers just outside of the top list include Arya Omnitalk, TrackoBit, Millitrack and Transight. The market is also served by diverse players such as Matchpoint GPS, Bosch, OneQlik, MapmyIndia, BlackBuck, Protrack GPS, Intellicar, Gurtam, Rane t4u, iTriangle, Nippon, IntelliPlanner, EcoCosmo, CarlQ, Intangles, Asset Telematics and Mireo, all having installed bases in the tens of thousands in India.



## This report answers the following questions:

- ◆ How does the fleet management market in India compare with other markets?
- ◆ What is the price level of Indian fleet telematics solutions?
- ◆ Which are the leading domestic providers of aftermarket fleet management solutions?
- ◆ Which international fleet management providers are targeting the Indian market?
- ◆ What hurdles are there for foreign players?
- ◆ What offerings are available from commercial vehicle OEMs?
- ◆ Will the FM industry consolidate further during 2021–2022?
- ◆ How will the commercial vehicle telematics industry evolve in the future?



**Berg Insight** offers premier business intelligence to the telecom industry. We produce concise reports providing key facts and strategic insights about pivotal developments in our focus areas. Berg Insight also offers detailed market forecast databases and advisory services. Our vision is to be the most valuable source of intelligence for our customers.

### Report pricing

PDF (1 user).....	1500 EUR
PDF (2-10 users).....	2250 EUR
PDF corporate license.....	3000 EUR

To receive your copy:

1. Place an order online at [www.berginsight.com](http://www.berginsight.com)
2. Email your order to: [info@berginsight.com](mailto:info@berginsight.com)
3. Phone us at +46 31 711 30 91

### Who should buy this report?

Fleet Management in India is the foremost source of information about the commercial vehicle telematics and fleet management market in this region. Whether you are a telematics vendor, vehicle manufacturer, telecom operator, investor, consultant, or government agency, you will gain valuable insights from our in-depth research.

### Related products

Fleet Management in Australia and New Zealand  
 Fleet Management in the Americas  
 The Global Off-Highway Vehicle Telematics Market  
 The Video Telematics Market



## Table of Contents Fleet Management in India

<b>1</b>	<b>Fleet management solutions</b>	2.1.3	Fleet management vendor market shares	3.2.5	BlackBuck
1.1	<b>Fleet management infrastructure</b>	2.1.4	Local market characteristics in India	3.2.6	Bosch India
1.1.1	Vehicle segment	<b>2.2</b>	<b>Market drivers and barriers</b>	3.2.7	CarlQ (Varroc)
1.1.2	GNSS segment	2.2.1	Macroeconomic environment	3.2.8	EcoCosmo
1.1.3	Network segment	2.2.2	Regulatory environment	3.2.9	Fleets
1.1.4	Backoffice segment	2.2.3	Competitive environment	3.2.10	Intangles
<b>1.2</b>	<b>Vehicle management</b>	2.2.4	Technology environment	3.2.11	Intellincar (TVS)
1.2.1	Vehicle diagnostics and maintenance planning	<b>2.3</b>	<b>Value chain analysis</b>	3.2.12	IntelliPlanner
1.2.2	Security tracking	2.3.1	Telematics industry players	3.2.13	iTriangle
1.2.3	Tire pressure monitoring systems	2.3.2	Automotive industry players	3.2.14	Letstrack
<b>1.3</b>	<b>Driver management</b>	2.3.3	Telecom industry players	3.2.15	LocoNav
1.3.1	Driving data registration and analysis	2.3.4	IT industry players	3.2.16	MapmyIndia
1.3.2	Video-based driver monitoring	<b>2.4</b>	<b>Future industry trends</b>	3.2.17	Matchpoint GPS
1.3.3	Eco-driving schemes	<b>3</b>	<b>Company profiles</b>	3.2.18	Millitrack
1.3.4	Insurance risk management	<b>3.1</b>	<b>International aftermarket solution providers</b>	3.2.19	Minda
<b>1.4</b>	<b>Operations management</b>	3.1.1	Azuga	3.2.20	Nippon
1.4.1	Routing and navigation	3.1.2	Gurtam	3.2.21	Onelap
1.4.2	Transport management	3.1.3	Microlise	3.2.22	OneQlik
1.4.3	Mobile workforce management	3.1.4	Mireo	3.2.23	Protrack GPS
<b>1.5</b>	<b>Regulatory compliance and reporting</b>	3.1.5	Netstar	3.2.24	Rane t4u
1.5.1	AIS 140	3.1.6	Trimble	3.2.25	Tata Consultancy Services
1.5.2	FASTag	3.1.7	WABCO (ZF)	3.2.26	TrackoBit
<b>1.6</b>	<b>Business models</b>	<b>3.2</b>	<b>Local aftermarket solution providers</b>	3.2.27	Trak N Tell
<b>2</b>	<b>Market forecasts and trends</b>	3.2.1	Arya Omnitalk	3.2.28	Transight Systems
<b>2.1</b>	<b>Market analysis</b>	3.2.2	Asset Telematics	3.2.29	Uffizio
2.1.1	Commercial vehicle fleets in India	3.2.3	Autoplant	3.2.30	Volty
2.1.2	Fleet management market forecast	3.2.4	Axestrack	3.2.31	VST Mobility Solutions
				3.2.32	WheelsEye
					<b>Glossary</b>