

Training Camp D38

MAN Academy
Global Sales Training



MAN Support
TeleMatics - ProfiDrive





TeleMatics & ProfiDrive

MAN | Support



MAN Solutions

Dalla pura vendite di veicoli ad un'offerta completo di servizi



Necessità dei clienti



Competenza di base:
Prodotto



- MAN | Finance
- MAN | Rental
- MAN | Support
- MAN | Service

Competenza di base:
Prodotto + servizi



tempo

MAN Support | TeleMatics® & ProfiDrive®

Riduzione del TCO



> Riduzione del TCO grazie a MAN TeleMatics® e MAN ProfiDrive®

- Gestione operativa, posizionamento e pianificazione del percorso
- Fino a 10% in meno di consumo di carburante

- Controllo della pressione dei pneumatici
- Minore usura ed intervalli di sostituzione più grandi

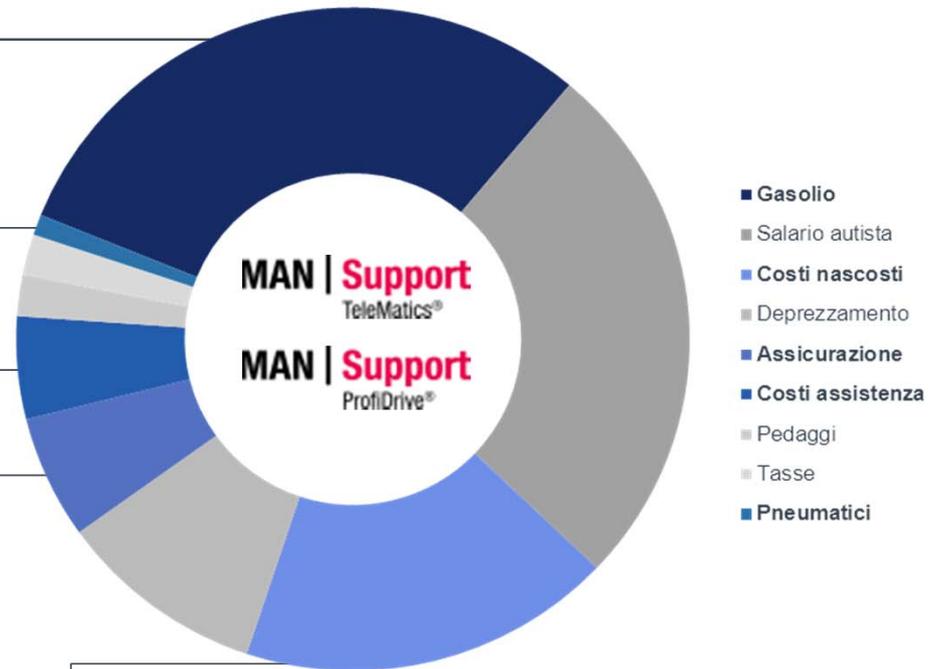
- Guidare a bassa usura
- Evitare utilizzi errati del veicolo
- Risparmio fino al 10% sui contratti CMR

- Possibili sconti sul premio assicurativo

- Gestione del tachigrafo:
- Totale eliminazione della gestione manuale dei dati

- Supporto della pianificazione dei viaggi

- Nessuna necessità di organizzare corsi di formazione ulteriori per gli autisti



**Influenza su circa
il 60% del TCO**



Hardware TBM2



Software

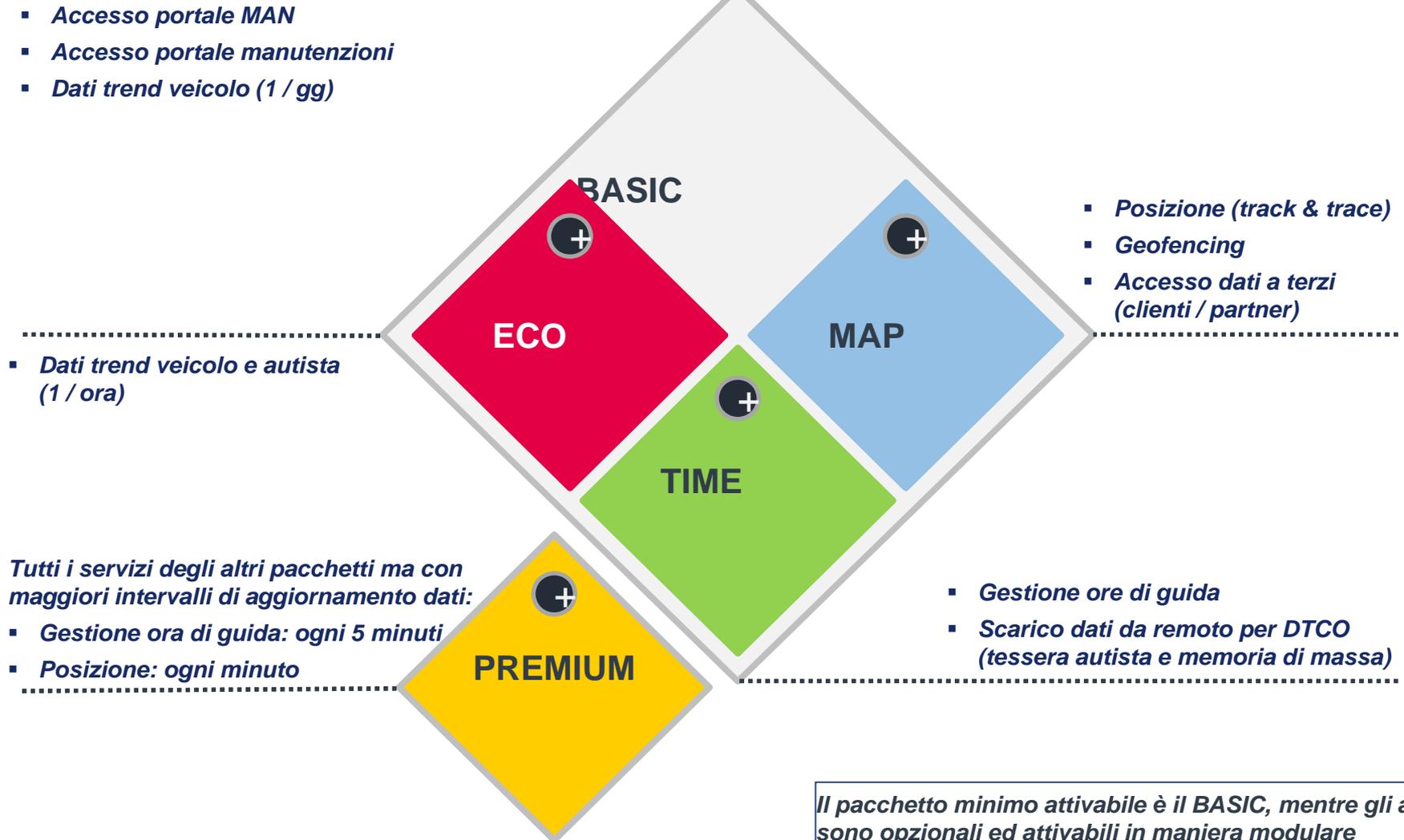


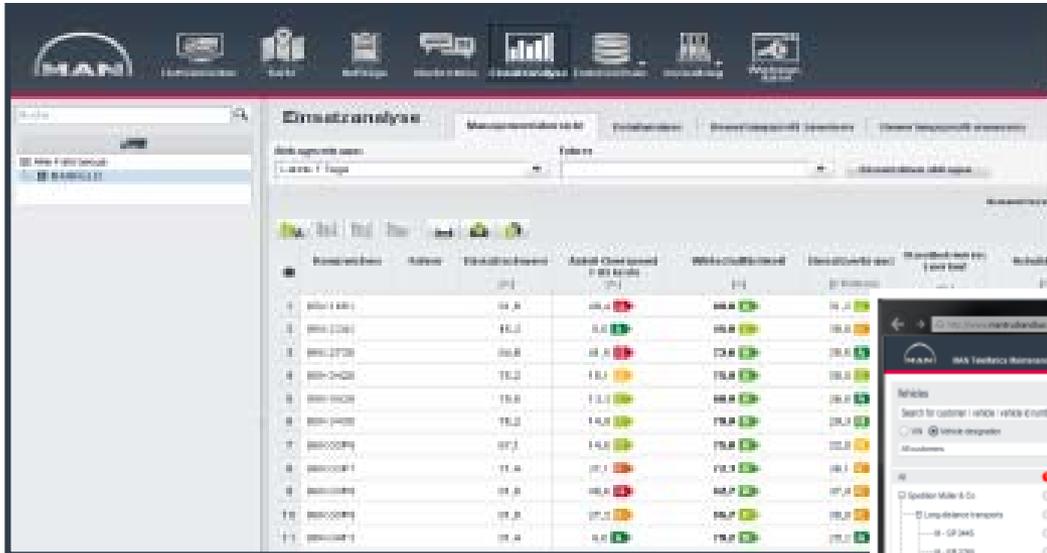
Vantaggi:

- **Riduzione del prezzo:** - 50% rispetto a TBM1
- **Il modem integrato nel = solo 1 componente**
- Retrofit più semplice (soprattutto con predisposizione)
- Maggiore capacità di elaborazione dati
- Maggiore frequenza invio dati (es posizione ogni minuto)
- Invio dei tempi di guida con aggiornamento ogni 5 minuti

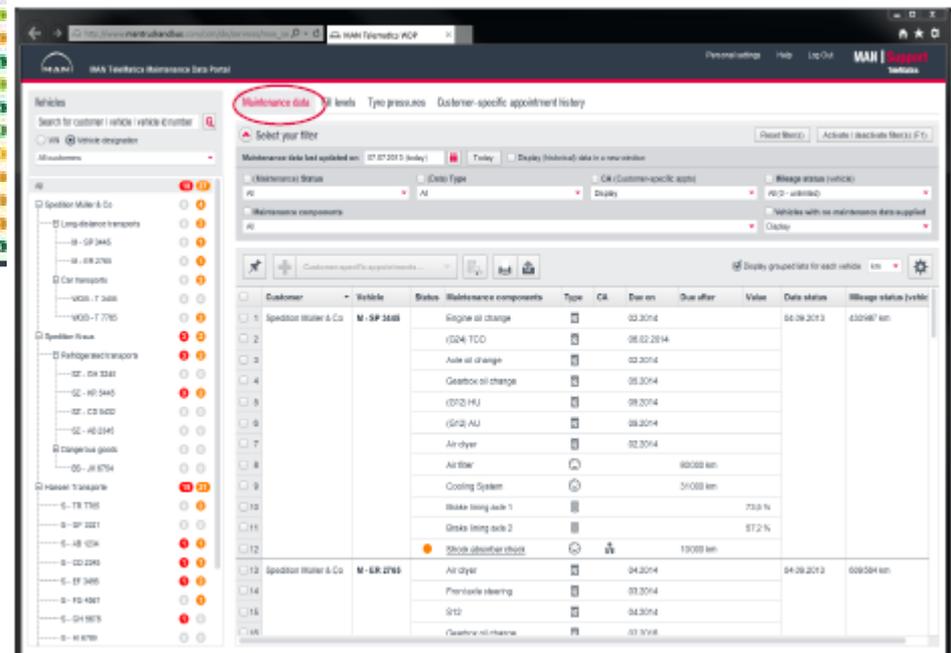
Vantaggi:

- **Nuovi pacchetti:**
 - Maggiore flessibilità per il cliente
 - Riduzione dei prezzi
 - Semplicità nella proposizione dei pacchetti
 - Nessun costo nascosto
 - Nessun costo una tantum
- **Nuovo portale manutenzioni:**
 - Design migliorato, maggiori dati disponibili
 - Invio automatico delle e-mail di avviso
 - Visualizzazione della pressione delle gomme (solo con TPM)
 - Visualizzazione dei livelli principali (es AdBlue, gasolio)





ANALISI DATI TREND
VEICOLO (1 x giorno):



NUOVO PORTALE
MANUTENZIONI

MAN Support | TeleMatics®

Pacchetto MAP



POSIZIONE
(TRACK & TRACE)

GEOFENCING

Seleziona

- Cerchio
- Poligono

Modificabile

Longitudine: 11.875895
Latitudine: 45.409550
Raggio di azione: 0.32 km

Selezionare l'indirizzo

| Nome | Tipo | Status |
|-------------------------------|----------|--------|
| 1 Dogana Campogalliano Modena | Cerchio | libero |
| 2 Padova e dintorni | Cerchio | libero |
| 3 Pedemontana lombarda ovest | Poligono | libero |
| 4 Snodo Firenze | Poligono | In uso |



FleetMonitor

| * Targa | Paese | Conducente | Stato DTCO | Tempo di guida giornaliero rimanente | Tempo di guida settimanale rimanente | Interruzione del viaggio in | Tempo di riposo settimanale in |
|---------|----------|-----------------------|----------------|--------------------------------------|--------------------------------------|-----------------------------|--------------------------------|
| 1 | ITC01-CO | I GIACCOTTO PERSEO | Viaggio (DTCO) | 03h:40m | 31h:42m | 03h:42m | 85h:46m |
| 2 | ITC02-CO | I SCELZA ANGELO | Pausa (DTCO) | 05h:31m | 44h:08m | 04h:26m | 111h:39m |
| 3 | ITC04-CO | I DEVECCHI CARLO | Viaggio (DTCO) | 05h:02m | 36h:00m | 04h:11m | 86h:19m |
| 4 | ITC05-CO | I MOZZILLO DIEGO | Pausa (DTCO) | 05h:09m | 37h:36m | 02h:27m | 85h:28m |
| 5 | ITC06-CO | I KOLAY FRANCESK | Pausa (DTCO) | 05h:05m | 32h:47m | 03h:52m | 86h:29m |
| 6 | ITC07-CO | I MITRO DANIEL | Pausa (DTCO) | 05h:47m | 40h:25m | 02h:15m | 87h:32m |
| 7 | ITC09-CO | I TOSIN ROBERTO | Viaggio (DTCO) | 05h:20m | 36h:59m | 04h:29m | 86h:02m |
| 8 | ITC10-CO | I MASTROIANNI FRAN... | Pausa (DTCO) | 01h:19m | 10h:32m | 01h:07m | 20h:22m |
| 9 | ITC11-CO | I TUGNOLO DANIELE | Viaggio (DTCO) | 05h:13m | | | |
| 10 | ITC12-CO | I MASTROIANNI GIUS... | Viaggio (DTCO) | 04h:03m | | | |

SI ORE DI
(DA DTCO)

Remote download

Dati della memoria di massa Scheda conducente

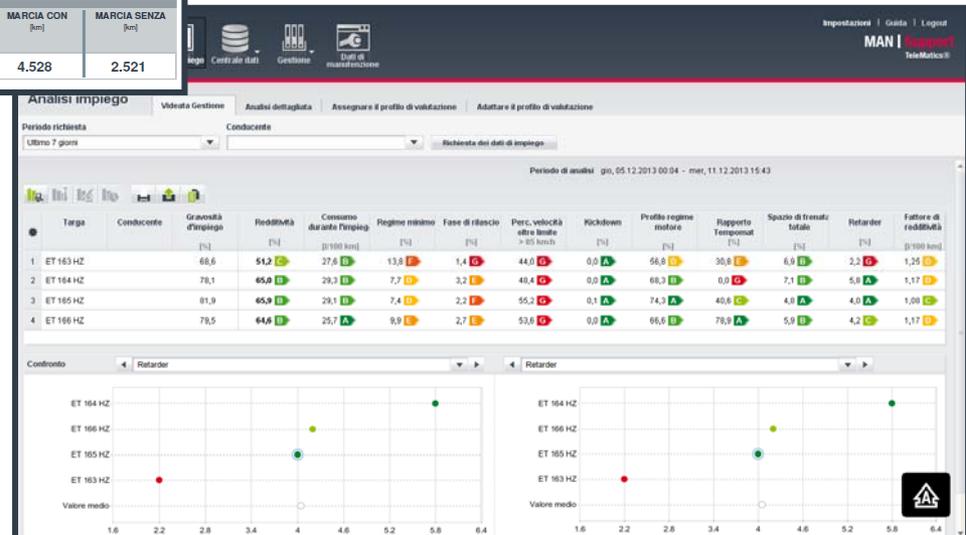
| * Targa | Conducente | Letto in data | Giorni fino alla lett... | Stato di download |
|---------|------------|---------------|--------------------------|--------------------------------|
| 1 | ,ITC15-CO | 28.02.2014 | 13 | Download terminato |
| 2 | ,ITC14-CO | 03.03.2014 | 16 | Scaricamento dei dati in corso |
| 3 | ,ITC13-CO | 03.03.2014 | 16 | Download terminato |
| 4 | ,ITC16-CO | 28.02.2014 | 13 | Download terminato |
| 5 | ,ITC04-CO | 03.03.2014 | 16 | Download terminato |
| 6 | ,ITC18-CO | 03.03.2014 | 16 | Download terminato |
| 7 | ,ITR09-RO | 28.02.2014 | 13 | Scaricamento dei dati in corso |
| 8 | ,ITC20-CO | 03.03.2014 | 16 | Download terminato |
| 9 | ,ITC17-CO | 28.02.2014 | 13 | Download terminato |
| 10 | ,ITC01-CO | 03.03.2014 | 16 | Download terminato |
| 11 | ,ITC06-CO | 03.03.2014 | 16 | Download terminato |
| 12 | ,ITC25-CO | 04.03.2014 | 17 | Download terminato |
| 13 | ,ITC24-CO | 03.03.2014 | 16 | Autenticazione in corso |
| 14 | ,ITR01-RO | 04.03.2014 | 17 | Download terminato |

SCARICO DATI DTDCO
(TESSERA AUTISTA E
MEMORIA DI MASSA)



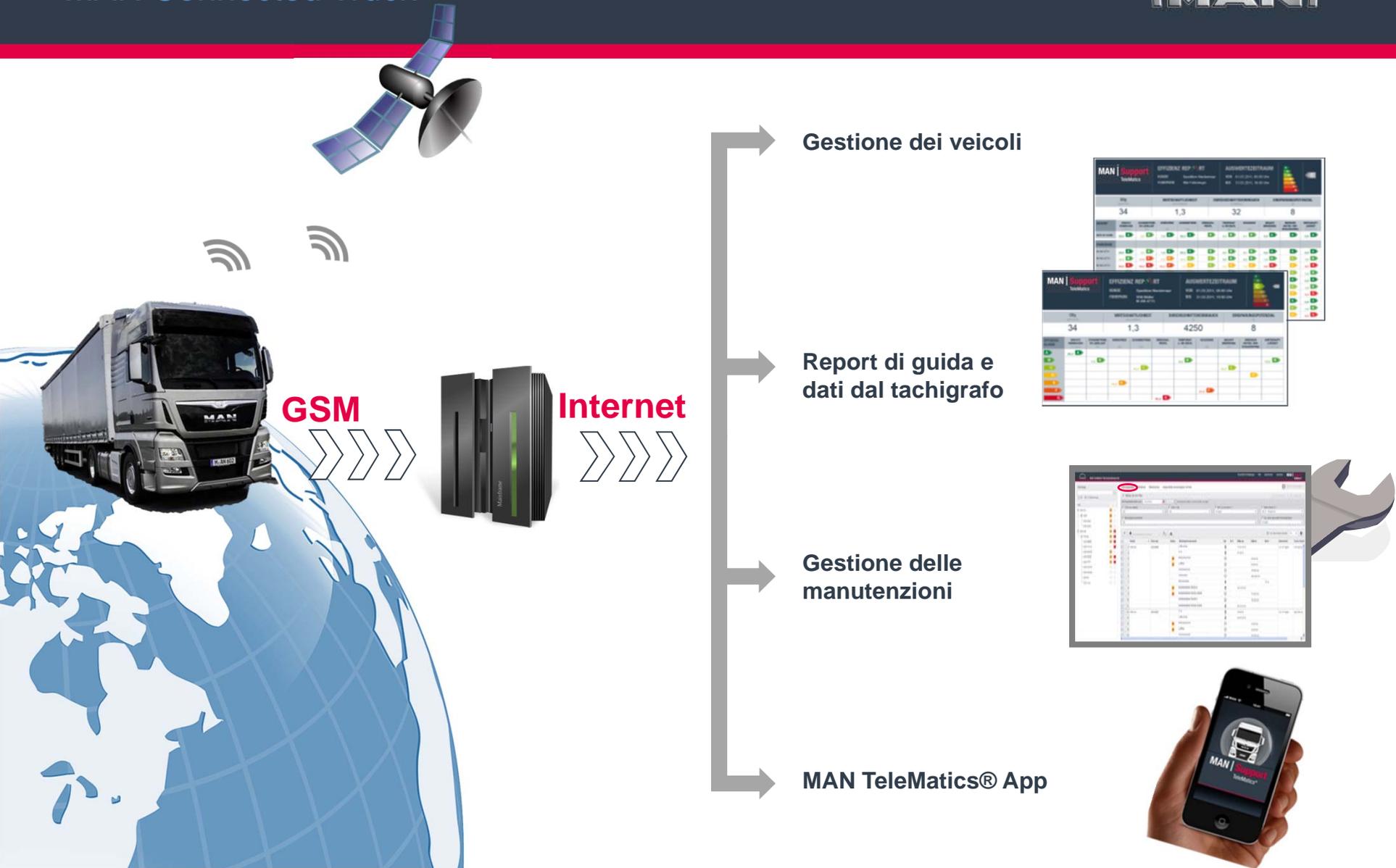
| MAN Support TeleMatics | | REPORT EFFICIENZA | | PERIODO DI ANALISI | | A B C D E F G | | A | | |
|------------------------------------|-------------------------------|--------------------------------------|---------------------------------------|---------------------------------------------------------------|-----------------------------------------------------------------------|-------------------------------------------------------------------------------------|-----------------------------|--------------------------------|------------------------------|--------------------------|
| VEICOLO Rental 480 CV | | CONDUCENTE WMA05XZZ1DM620871 | | DAL 27.01.2014 09:08 | | AL 14.02.2014 19:03 | | | | |
| FIN Gamma pesante / | | PROFILO trasporto a lungo | | PERIODO RICHIESTA DAL 27.01.2014 00:00 AL 14.02.2014 23:59 | | | | | | |
| CO2 [g/km] | REDD ITIVITA' [g/100km] | CONSUMO [l/100km] | TRAGITTO [km] | Ø VELOCITÀ DI MARCIA [km/h] | Ø PTT [s] | PENDENZA MEDIA [%] | REDD ITIVITA' [%] | GRAVOSITÀ DI IMPIEGO [%] | | |
| 24,0 | 0,91 | 30,0 | 7.049 | 67 | 33 | 0,4 | 80,8 | 70,5 | | |
| CONSUMO DI CARBURANTE | | | | | FUNZIONAMENTO A VEICOLO FERMO | | | | | |
| CONSUMO DI MARCIA [l/100km] | CONSUMO DA FERMO [%] | CONSUMO CON PRESA DI FORZA [%] | PRESTAZIONI SUL PERCORSO [km/h] | CONSUMO DURANTE L'IMPIEGO [l/100km] | DURATA DI FUNZIONAMENTO A VEICOLO FERMO IN REGIME DI MINIMO [%] | PERCENTUALE DI DURATA DI FUNZIONAMENTO A VEICOLO FERMO CON PRESA DI FORZA [%] | | | | |
| 29,3 | 1,1 | 7,2 | 3,3 | 30,0 | 11,9 | 3,6 | | | | |
| PROFILO DELLA VELOCITÀ | | | | | REGIME | | | | | |
| 0-60 KM/H [%] | 61-75 KM/H [%] | 76-80 KM/H [%] | 81-85 KM/H [%] | OVERSPEED [%] | REGIME OTTIMALE [%] | 550-950 GIRI/MIN [%] | 951-1050 GIRI/MIN [%] | 1051-1500 GIRI/MIN [%] | 1501-1750 GIRI/MIN [%] | >1750 GIRI/MIN [%] |
| 26,9 | 16,6 | 8,9 | 44,6 | 3,0 | 64,7 | 23,6 | 7,7 | 64,7 | 3,3 | 0,7 |
| CAMPO DI REGIME ECONOMICO | | | | | TEMPOMAT | | | | | |
| CAMPO DI REGIME OTTIMALE [%] | GAMMA [%] | REGIME INTERMEDIO [%] | FUORIGIRI [%] | TEMPOMAT [%] | CONSUMO SENZA [l/100km] | CONSUMO CON [l/100km] | MARCIA CON [km] | MARCIA SENZA [km] | | |
| 45,9 | 34,6 | 19,6 | 0,0 | 64,2 | 36,4 | 25,4 | 4.528 | 2.521 | | |

ANALISI DATI TREND VEICOLO E AUTISTA (ogni ora):



MAN Support I TeleMatics® & ProfiDrive®

MAN Connected Truck



MAN Support I TeleMatics® & ProfiDrive®

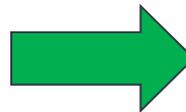
Piena integrazione



Integrazione con i dati TeleMatics per un soluzione di servizio a 360°

• PRIMA

| MAN Support | | | |
|-------------------------------------------------------|------------------|------------|----------------------------------------------------------------------------------------|
| Trainingstool 1351 | | | |
| Period from: 06.04.2014 21:17 to: 08.05.2014 04:17 | | | |
| Master data | | | |
| Customer | Customer | | |
| Driver | Mr. Truck Driver | | |
| Vehicle | Trailer truck | | |
| Chassis number | WMA33 | | |
| Number date | MAN 2014 | | |
| Engine type | D2670480 | | |
| Truck type | Long-haul | | |
| Driving data | | Notes | |
| Mileage | 12,023.1 km | | |
| Driving time | 144:32:27 | | |
| Engine operating time | 174:36:00 | | |
| Idle time | 8:20:58 | 0:58:50 | The engine running time when the vehicle is stationary is too high (switch off engine) |
| Idle rate | 0.06% | 0:00:00 | |
| Combination weight | 35.0 Tonnes | | |
| Load gradient | 0.00% | | |
| Consumption | | Notes | |
| Deployment consumption | 31.95 L/100 km | | The consumption is good for long-haul deployment |
| Driving consumption | 31.17 L/100 km | | Consumption is good |
| Consumption per ton | 0.92 L/1700 km | | The throttle consumption is good for long-haul deployment |
| Idle consumption | 2.22 L/100 km | 0.21 L | Consumption during idling is too high (switch off engine) |
| Target consumption | 3.77 L/100 km | | Difference from defined consumption (28.00 L/100km) |
| Speed | | Notes | |
| Driving speed | 73.00 km/h | | The average speed is very good for long-haul deployment |
| 0 to 80 km/h | 19.03% | 33:13:56 | The average speed is good for long-haul deployment |
| from 81 km/h | 80.31% | 141:26:02 | The cruise control can be used more at speeds above 80 km/h |
| from 80 km/h | 7.37% | 12:53:17 | Avoid speeds above 85 km/h. The diesel consumption increases enormously |
| Brake | | Notes | |
| Service brake | 1.65% | 1773.8 km | The ratio of service braking to distance should not exceed 1% |
| Use of retarder | 4.01 km | km | The use of the retarder is very good |
| Retarder | 10:33:05 | 896.3 km | |
| Engine speed | | Notes | |
| 550 to 950 rpm | 19.68% | 22:08:07 | With low-rev driving there is little torque (loss of power) |
| 951 to 1050 rpm | 7.86% | 13:42:53 | With low-rev driving there is little torque (loss of power) |
| 1051 to 1500 rpm | 73.84% | 1:05:56:08 | This optimum engine speed range was used very well |
| 1501 to 1750 rpm | 1.35% | 2:21:58 | Only drive in this engine speed range for acceleration (very good) |
| > 1750 rpm | 0.28% | 0:28:54 | Only drive at this engine speed when accelerating or using the retarder |
| Cruise control | | Notes | |
| Time without cruise control > 60 | 25.20% | 1:35:39:31 | The drives time without cruise control is OK, but use cruise control more |
| Consumption without cruise control | 30.70 L/100 km | | Consumption without cruise control is too high |
| Cruise control time > 90 km/h | 66.00% | 54:44:25 | The amount of time cruise control is used for is very good |
| Consumption with cruise control | 28.20 L/100 km | | Consumption with cruise control is good |
| Consumption with - without cruise | -11.50 | | Diesel consumption is lower than with cruise without cruise control |
| Accelerator | | Notes | |
| Accelerator with cruise control | 24.07% | 22:45:54 | When using cruise control do not drive or accelerate with the accelerator |
| 1 to 20% | 41.20% | 1:14:51 | Accelerator position: 1 to 20% the same as using cruise control |
| 21 to 40% | 10.13% | 17:41:14 | When cruise control is active do not use the accelerator to drive or accelerate |
| 41 to 60% | 12.12% | 21:48:13 | Do not drive with the accelerator when using cruise control |
| 61 to 80% | 34.61% | 8:07:19 | Using the accelerator in this range without a further increases consumption |
| full Throttle > 94% | 1.88% | 3:17:26 | Avoid the kickdown area position of the accelerator |
| Coasting mode | 6.72% | 6:05:3 km | The proportion of the distance driven in coasting mode is too low. 10% is possible |
| Evaluation | | Notes | |
| Operating condition | 65.17% | 48:17:0 | medium |
| Handling | 79.94% | 34:9:13:0 | economical |
| anti-captivity Driving | 85.00% | 34:40 | very proactive |
| Total | | | B |



• DOPO

| MAN Support | | | |
|-------------------------------------------------------|------------------|------------|-----------------------------------------------------------------------------------------------|
| Trainingstool 1356 | | | |
| Period from: 13.05.2014 02:54 to: 16.05.2014 14:00 | | | |
| Master data | | | |
| Customer | Customer | | |
| Driver | Mr. Truck Driver | | |
| Vehicle | Trailer truck | | |
| Chassis number | WMA33 | | |
| Number date | MAN 2014 | | |
| Engine type | D2670480 | | |
| Truck type | Long-haul | | |
| Driving data | | Notes | |
| Mileage | 660.2 km | | |
| Driving time | 51:08:42 | | |
| Engine operating time | 14:42:00 | | |
| Idle time | 3.76% | 0:33:18 | The engine running time when the vehicle is stationary is too high (switch off engine) |
| Idle rate | 0.02% | 0:00:00 | |
| Combination weight | 35.0 Tonnes | | |
| Load gradient | 0.42% | | |
| Consumption | | Notes | |
| Deployment consumption | 27.37 L/100 km | | The consumption is very good for long-haul deployment |
| Driving consumption | 27.37 L/100 km | | Consumption is very good |
| Consumption per ton | 0.80 L/1700 km | | The throttle consumption is good for long-haul deployment |
| Idle consumption | 0.02 L/100 km | 0.01 L | No Consumption during idling |
| Target consumption | <= 33 L/100 km | | Difference from defined consumption (28.00 L/100km) |
| Speed | | Notes | |
| Driving speed | 70.00 km/h | | The average speed is good for long-haul deployment |
| 0 to 80 km/h | 19.69% | 2:54:59 | The average speed is good for long-haul deployment |
| from 81 km/h | 80.17% | 11:47:04 | The cruise control can be used more at speeds above 80 km/h |
| from 80 km/h | 3.96% | 0:32:16 | Avoid speeds above 85 km/h. The diesel consumption increases enormously |
| Brake | | Notes | |
| Service brake | 1.04% | 10.3 km | The ratio of service braking to distance should not exceed 1% |
| Use of retarder | 2.40 km | km | The use of the retarder is too low |
| Retarder | 0:28:55 | 24.7 km | |
| Engine speed | | Notes | |
| 550 to 950 rpm | 19.74% | 2:54:04 | With low-rev driving there is little torque (loss of power) |
| 951 to 1050 rpm | 6.47% | 0:57:04 | With low-rev driving there is little torque (loss of power) |
| 1051 to 1500 rpm | 73.43% | 1:07:47:39 | This optimum engine speed range was used very well |
| 1501 to 1750 rpm | 0.52% | 0:02:50 | Only drive in this engine speed range for acceleration (very good) |
| > 1750 rpm | 0.04% | 0:00:23 | Only drive at this engine speed when accelerating or using the retarder |
| Cruise control | | Notes | |
| Time without cruise control > 60 | 23.78% | 2:48:32 | The drives time without cruise control is OK, but use cruise control more |
| Consumption without cruise control | 27.60 L/100 km | | Consumption without cruise control is good |
| Cruise control time > 90 km/h | 67.64% | 1:1:58:16 | The amount of time cruise control is used for is very good |
| Consumption with cruise control | 27.50 L/100 km | | Consumption with cruise control is a very good |
| Consumption with - without cruise | -0.10 | | Diesel consumption with cruise control is slightly higher than driving without cruise control |
| Accelerator | | Notes | |
| Accelerator with cruise control | 4.59% | 0:21:56 | When using cruise control do not drive or accelerate with the accelerator |
| 1 to 20% | 15.74% | 4:36:05 | Accelerator position: 1 to 20% the same as using cruise control |
| 21 to 40% | 15.53% | 2:15:14 | When cruise control is active do not use the accelerator to drive or accelerate |
| 41 to 60% | 13.00% | 1:55:27 | Do not drive with the accelerator when using cruise control |
| 61 to 80% | 19.94% | 1:54:59 | Using the accelerator in this range without a further increases consumption |
| full Throttle > 94% | 0.00% | 0:00:00 | Avoid the kickdown area position of the accelerator |
| Coasting mode | 7.15% | 70.6 km | The proportion of the distance driven in coasting mode is too low. 10% is possible |
| Evaluation | | Notes | |
| Operating condition | 76.15% | 54:8:7:0 | good |
| Handling | 86.48% | 35:12:11:0 | very economical |
| anti-captivity Driving | 87.60% | 27:40 | very proactive |
| Total | | | B |



3 semplici passi per eseguire il coaching conducente

Il personale MAN ti fornisce i corsi di guida MAN ProfiDrive®

Sottoscrivete un corso di guida ProfiDrive® e lasciate che MAN pensi a tutto

Il coaching può cominciare

- Il formatore fornisce la valutazione via e-mail in base alle esigenze del cliente
- Il cliente è sempre coinvolto e tenuto aggiornato sulle sue performance di guida
- Si ha il pieno controllo sull'andamento dei dati di guida dei veicoli

