

inseego™



Propel your Airport with Inseego

Gain intelligent GSE mobility with IoT that'll enhance every aspect of the aviation journey



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At any given moment, an airport is filled with thousands of people and staff members, not to mention the vehicles and other pieces of equipment which account for millions of dollars in investment moving around just a few square miles. Tracking and monitoring these assets the right way is vital to airports.

—Steve Brown, Vice President of Global Sales, Aviation, at Inseego

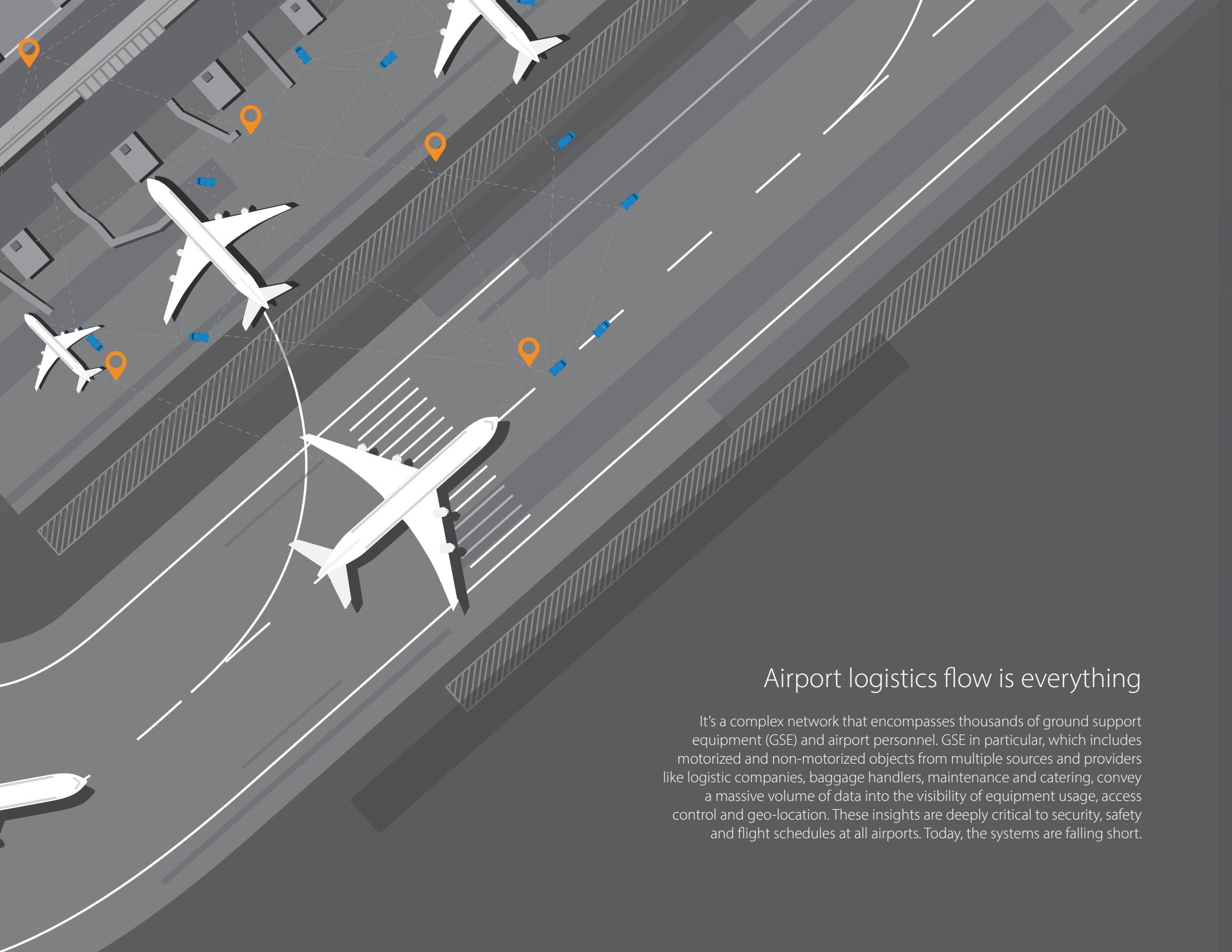
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Smarter decisions in real time, to stay on time

We keep businesses moving. For the world of aviation, that means IoT Solutions purpose built to optimize operational efficiency, airport security and the passenger experience. You'll get time-tested, future proof solutions that will positively affect your business models and deliver real value — from cost savings to peace of mind.

So, what does the aviation landscape look like?



Airport logistics flow is everything

It's a complex network that encompasses thousands of ground support equipment (GSE) and airport personnel. GSE in particular, which includes motorized and non-motorized objects from multiple sources and providers like logistic companies, baggage handlers, maintenance and catering, convey a massive volume of data into the visibility of equipment usage, access control and geo-location. These insights are deeply critical to security, safety and flight schedules at all airports. Today, the systems are falling short.

Where are my assets and what are they going?

Between the gates and terminals to the apron and tarmac, the number of challenges is growing. The first and biggest is knowing where every piece of your motorized and non-motorized equipment is at any given moment. Right behind that — the use of those assets. Are they being operated properly and accurately? Who's driving them? Is that employee certified? Can they be properly identified? Where's the IoT?

Where are our profits going?

Amongst the biggest aviation industry challenges is billing, third party integration, data utilization, enterprise resource planning, and the list continues. The complexities can be overwhelming. Prime example is the case of KLM, who, because other airlines share their GSE, it was difficult to track and invoice GSE billing. Once KLM hired Inseego, that all changed. Inseego digitized the process of capturing GSE asset usage down to the second, saving KLM 2,000 hours of lost productivity a year.

What and who's affected


The number one airline metric is on-time performance. There are two major elements that'll make or break it: the passenger experience and maintenance. For passengers to come away happy with their flight and time in the airport, lots of things have to go right: plane refueling and recharging, food and supplies restocking, luggage unloading and plane boarding, device connectivity, and the list goes on.

On the maintenance side, the key to flights arriving and departing on time starts with letting GSE ground handlers know what's happening in real time and scheduling the right pieces of equipment to be in place. Safety and security are paramount. So giving properly ID'd and certified people access to GSE assets are key to maintaining a secure workforce and operation of all vehicles.

Other aviation challenges:


Idling time

When vehicles aren't in motion they're still wasting fuel and impacting the environment



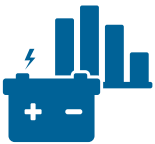
Fuel management

Diesel running out can cause damage, requiring gear downtime to reprime and refuel



Battery management

High failure rates from undercharging and overcharging may lead to six-figure losses




Asset optimization

Over allocation of assets poses significant, unnecessary operational expenses



Safety and security

Ability to monitor authorized and unauthorized use of assets on the apron



Inseego solves these challenges

We bring a laser focus to your operations and people with four aviation goals:



Boost operational awareness

via location tracking (e.g., real time and historical, geo-fencing)



Enhance employee safety and security

with driver ID and impact sensors



Increase efficiency of maintenance

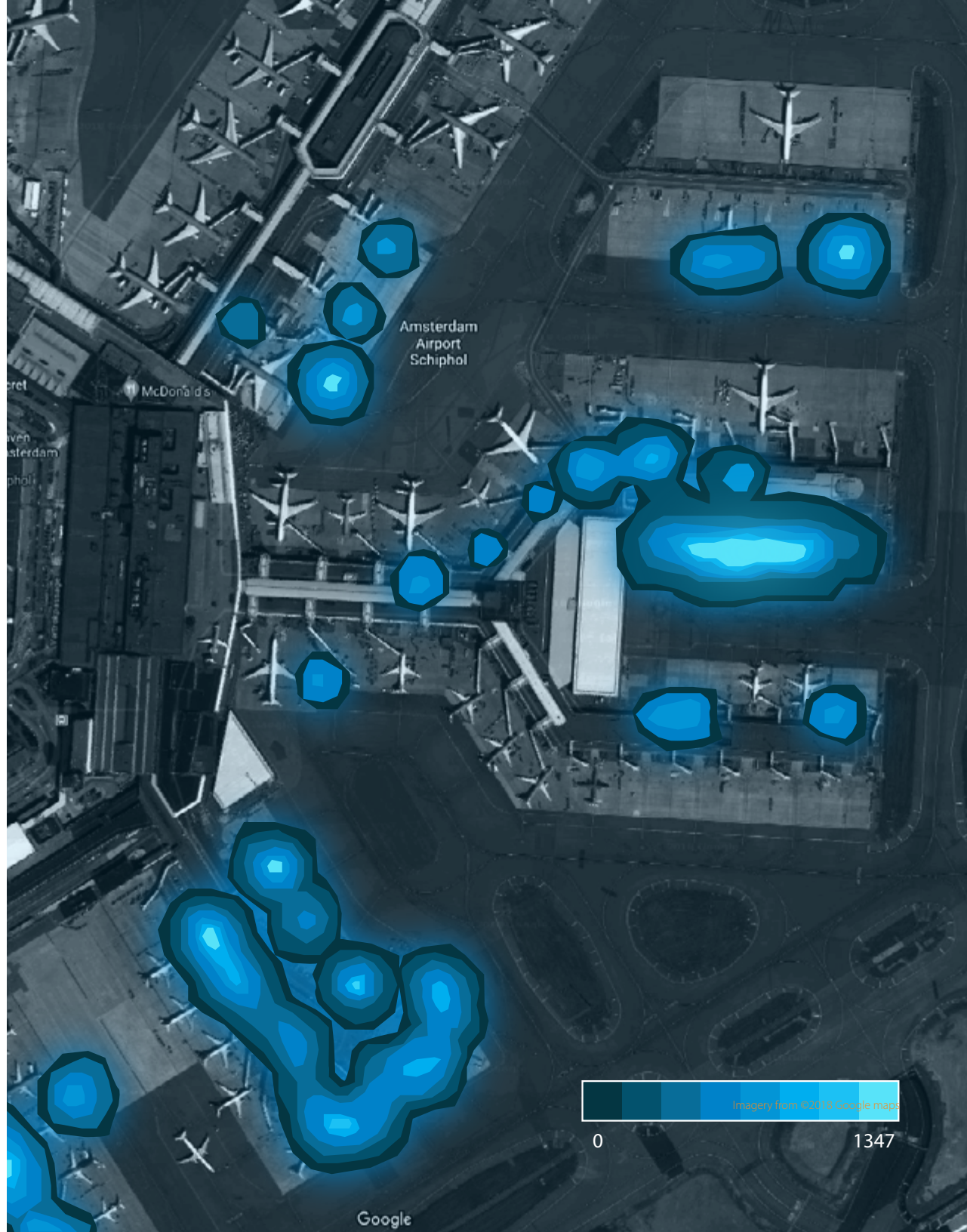
programs through real-time data (engine hours, idling and motion times, fuel)



Grow reporting functionality

that enhances utilization planning and productivity metrics

Heat map of ground support equipment (GSE) and airport personnel at Amsterdam Airport Schiphol.





The trusted solution to enable agile airports

From the terminal building to the apron, Inseego delivers connected airport. Airline operators, airports and ground service support companies trust Inseego to develop solutions built from a broad portfolio of intelligent IoT products and services that enable a smooth running, safe, secure airport.

Ctrack by Inseego, the market leading aviation asset management solution, is trusted to deliver improved safety, significant reductions in operating expenses and an overall better passenger experience. Imagine a battery monitoring system that saves....

Inside the terminal, Inseego offers rugged connectivity solutions that ensure 100% uptime for all systems that rely on connectivity such as payment kiosks, flight information displays and smart lighting.

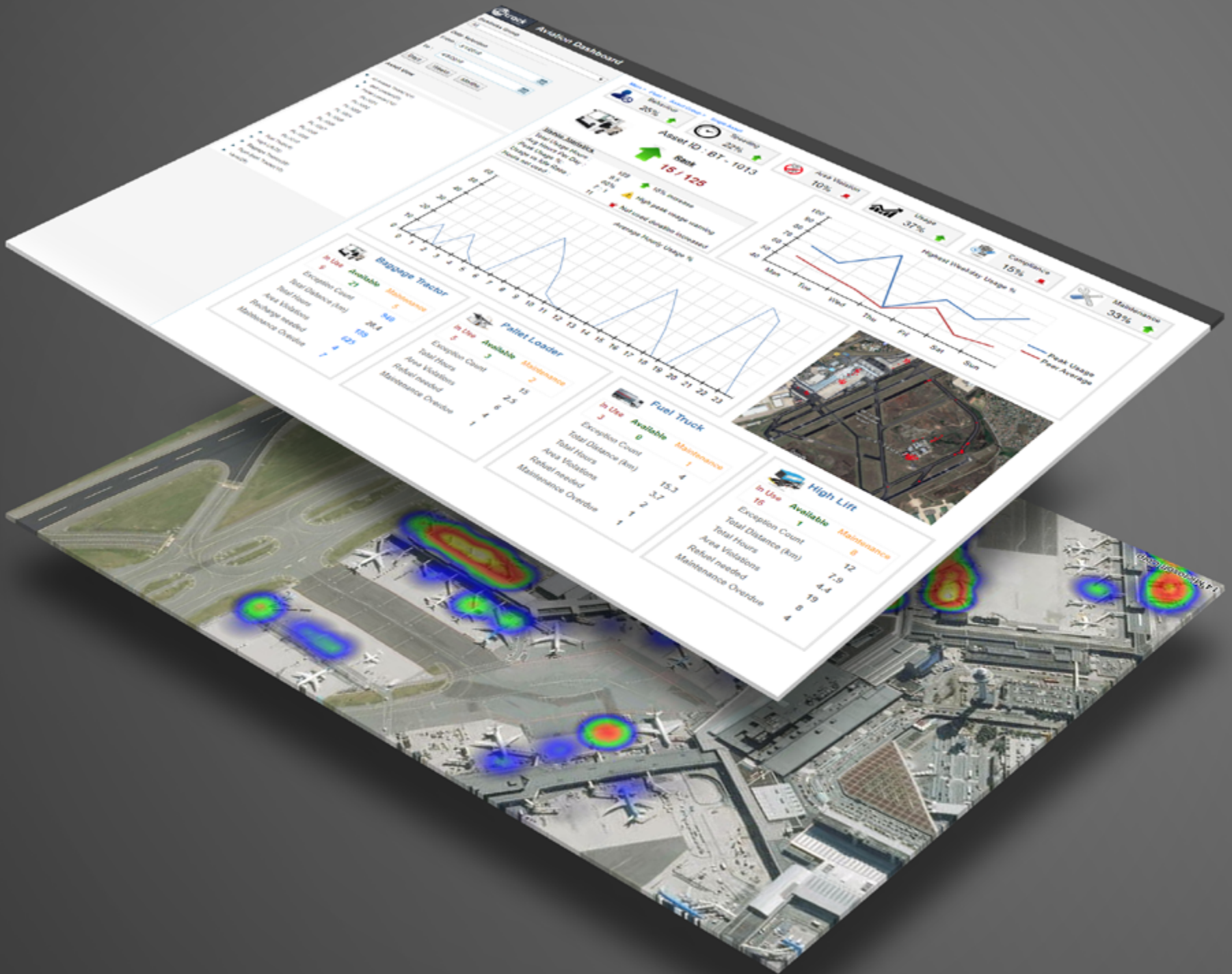
Imagine a battery monitoring system that saves several hundred thousand dollars a year and billing that's fully integrated to provide you key insights across the board, with value-adds like enterprise resource planning. Now picture remarkable connectivity and location tracking that includes monitoring and reporting of fuel level and usage up to the minute (no more vehicles circling) along with the ability to run asset reports, hone in on certain areas and build your parameters around idling times.

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Many airports have dipped their toe in telematics, starting out with the tracking of vehicles, but they now also want to track their other assets.

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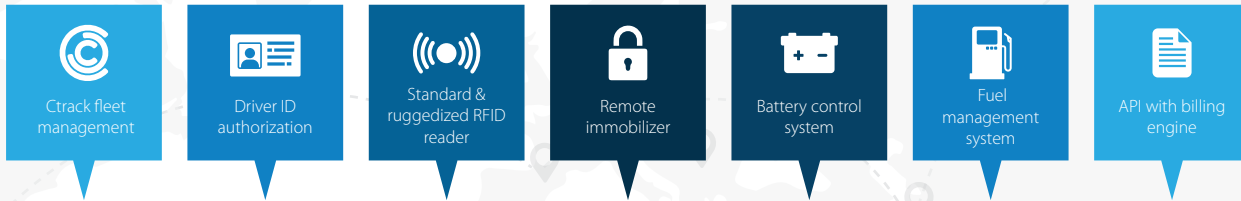
—Steve Brown, Vice President of Global Sales, Aviation, at Inseego



Powerful mobility to keep your airport moving

It's time you experienced better ROA, ROI and zero unscheduled downtime. Simplified management of your airport assets, viewed from a single dynamic platform across devices and screens, is just the start.

OUR SOLUTION



YOUR RESULTS



Inseego Business Intelligence

Inseego is on the leading edge for aviation solutions. You'll gain powerful data on driver performance, assets, downtime, etc., to take action instantly, with everything at your fingertips in a next generation cloud platform.

Here's what you can expect:



Access: connecting and storage of all things



Alerting: automated alerts and notifications based on patterns & behaviors



Inventory: global count and monitor of all things



Location: global tracking and position services



Maintenance: monitor usage, age and enable schedules



Rating: measurement and performance ratings and utilization



Enablement: enabling data input and output to interactions with your end users

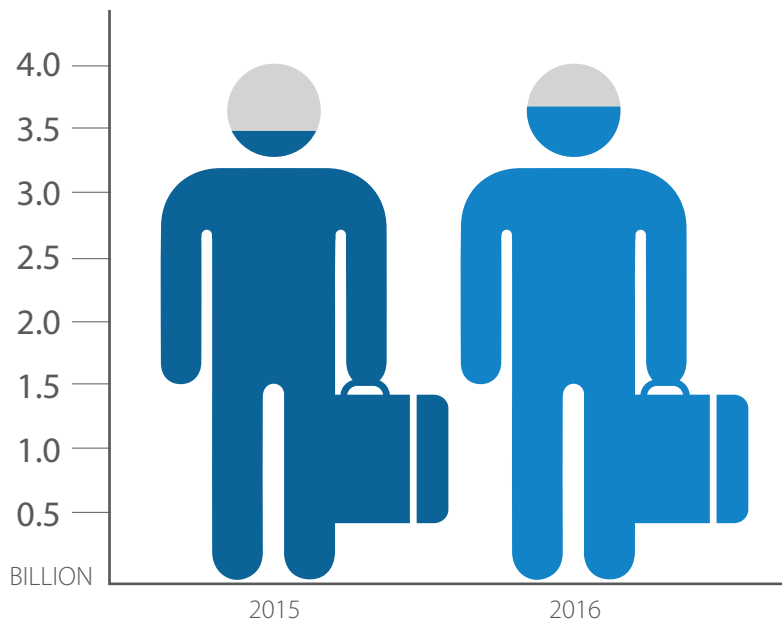


Workflow: share workflow and policies among things and users

Aviation technology is soaring

Airports around the globe are actively engaged in trials of advanced technology, with a number of exciting innovations from Inseego. Here's a look inside some of the trends and statistics:

TRENDS AND STATISTICS



6.7% INCREASE

IATA estimated 3.7B passengers traveled in 2016, largely due to lower returning flight fares (6.7% increase over 2015), which led to higher demand for better technology focused on aircraft, cargo and passengers.



Medium-Size Airports
2,300 MOTORIZED VEHICLES + 10,000 NON-MOTORIZED VEHICLES

Large-Size Airports
3,500 MOTORIZED VEHICLES + 15,000 NON-MOTORIZED VEHICLES

In 2017, medium-size airports used 2,300 motorized and 10,000 non-motorized vehicles to serve 2 to 18M passengers, while large airports used 3,500 motorized and 15,000 non-motorized vehicles to serve over 18M.



MARKET SHARE

Aircraft ground handling market share is predicted to hit \$185B in 2024, per Global Market Insights, Inc.



CYBERSECURITY

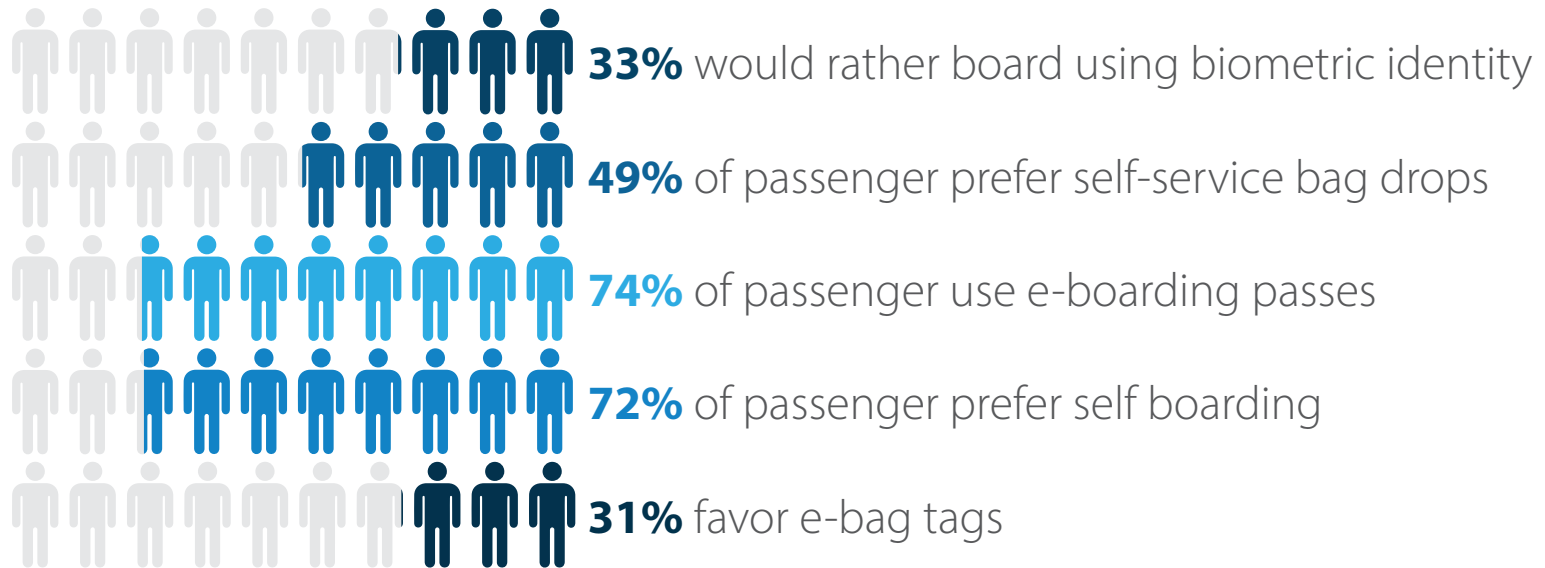
With aviation's huge focus on cybersecurity, there's extensive collaboration to develop new and better resources

BLOCKCHAIN

Considered the "ultimate truth" on flight data, will mean smoother ID verification and other processes.



And from IATA's 2017 Global Passenger Survey, these illuminating findings:



Why go with Inseego

We create thoughtful, intelligent IoT aviation solutions. Customized mobility products and services that can help you reach (and maybe even exceed) your goals for maximum efficiency, utilization and zero downtime for business critical GSE — along with the great customer experiences that'll result.

Innovation is our fuel. It's at the heart of what's helped us move businesses forward for over 30 years. So you'll get a partner who's nimble and purpose builds secure, highly targeted applications, powerful user interfaces and has Inseego staff on the ground to support you day in, day out.

To gain visibility into your aviation operations like never before, get in touch and let us simplify mobility for you, your airport, equipment, employees and customers. A trusted partner who equals peace of mind.

Visit: [Inseego.com](https://www.inseego.com)

Call: 877-685-9040

Email: aviation@inseego.aero



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We chose Ctrack by Inseego to manage the GSE fleet of our customer because of its state-of-the-art telematics technology, user-friendliness, cost-effectiveness and excellent customer service.

—Paul Feldbrugge, General Manager of KLM Equipment Services Hong Kong

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