



# Competitive Benchmarking and Technology Landscape: Fleet Management Solutions

Case Study

<b>Client</b>	Key player in the mining and civil engineering sector
<b>Industry</b>	Mining and infrastructure
<b>Products</b>	Drill rigs, drilling tools, hydraulic attachments, loaders, and trucks

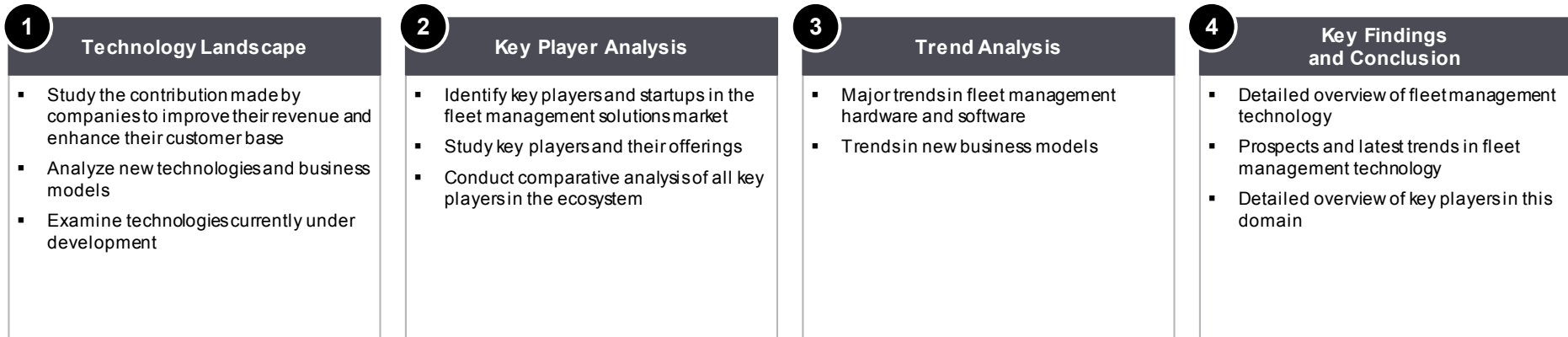
## Context

- The client wanted to analyze the technological landscape, recent developments, and future outlook of Fleet Management (FM) solutions in the mining and civil engineering industries.
- The client also wanted to assess advanced fleet management solutions available in the market.

## Key Business Questions

- What are the recent and future developments in the fleet management solutions market?
- Who are the key players and startups in the field of fleet management?
- What are the applications of fleet management?
- What are the various business models and options involved with the technology?
- What data is collected and how much access is provided to stakeholders, dealers, and end users?

## Engagement Scope



## Research Methodology

### Secondary Research

- Conducted desk research to understand the overall market for fleet management solutions
- Referred to paid databases and identified patents for fleet management

### Primary Research

- 20+ telephonic interviews with technology providers, manufacturers, distributors, industry experts, consumers, etc.

## Benefits to Client

- The client acquired detailed insights on fleet management solutions for mining and civil engineering industries.
- The client also acquired information regarding all key players in this domain and their market position, which helped in formulation of competitive strategies and product development.

## Sample Analysis

1

### Technology Landscape



2

### Key Player Analysis



3

### Trend Analysis



4

### Key Findings and Conclusion



# Thank you

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