Competitive Benchmarking and Technology Landscape: Fleet Management Solutions

Case Study



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

## **Engagement Scope**

models

#### 2 3 Key Findings **Technology Lands cape** Key Player Analysis **Trend Analysis** and Conclusion Study the contribution made by Identify key players and startups in the Major trends in fleet management • Detailed overview of fleet management companies to improve their revenue and fleet management solutions market hardware and software technology enhance their customer base Study key players and their offerings Trends in new business models Prospects and latest trends in fleet • . Analyze new technologies and business management technology Conduct comparative analysis of all key . players in the ecosystem Detailed overview of key players in this Examine technologies currently under domain development

## 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?

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## 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

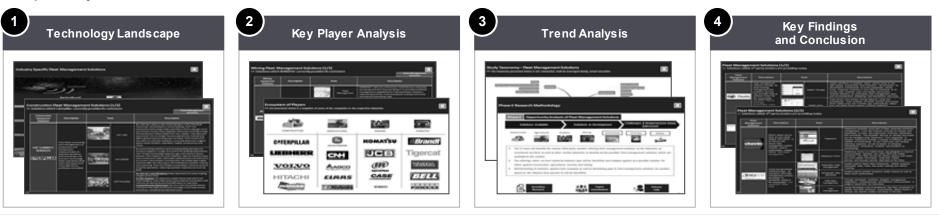
### Primary Research

 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



# Thank you

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