#### **ISA in reality**



#### ISA event Chalmers University Gothenburg, Sweden Mikael Wik, Technical Manager Sepab

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#### Sepab Fordonsprodukter AB "Sepab Automotive Products"

- Founded in 1982
- Main office in Stockholm
- 25 employees in the enterprise
- Develop and manufacture products for automotive aftermarket
- Provider of ISA systems for 15 years

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#### Some of our customers

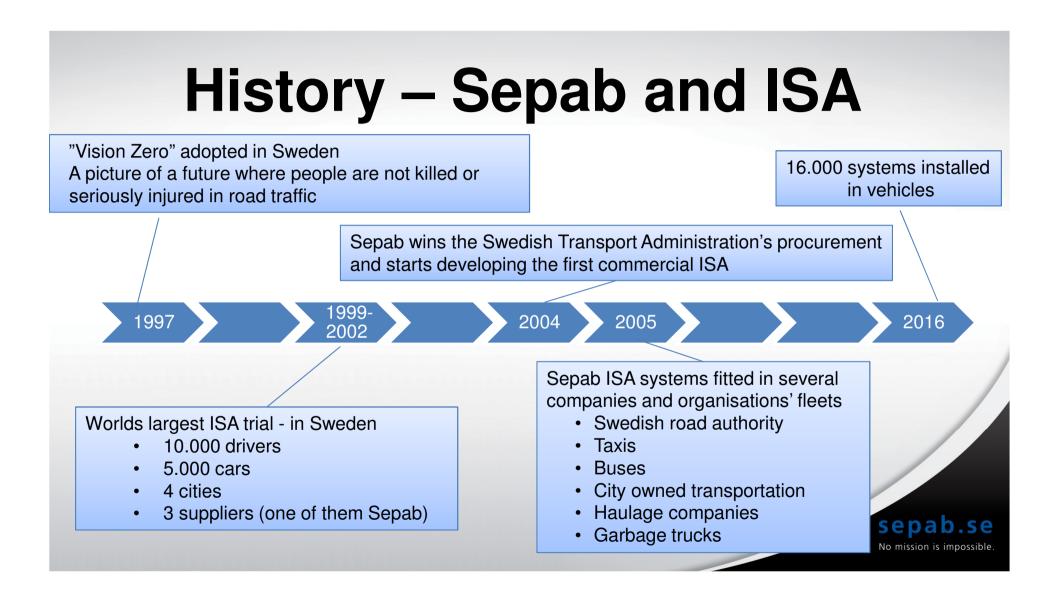
Toyota Europe Nissan Europe Scania Volkswagen Ford Chrysler Peugeot Renault Volvo Skandiatransport PEAB Wallhamn KG Knutsson Mekonomen Meca Hellanor Bertel & Steen Drammen hamn KAHA Onnin OY M-Real Kone Eltel Networks Ragn Sells G4S Gävle Taxi Relacom BRING Big Bag Hertz Skanska Transportstyrelsen Sirius Humanum SITA

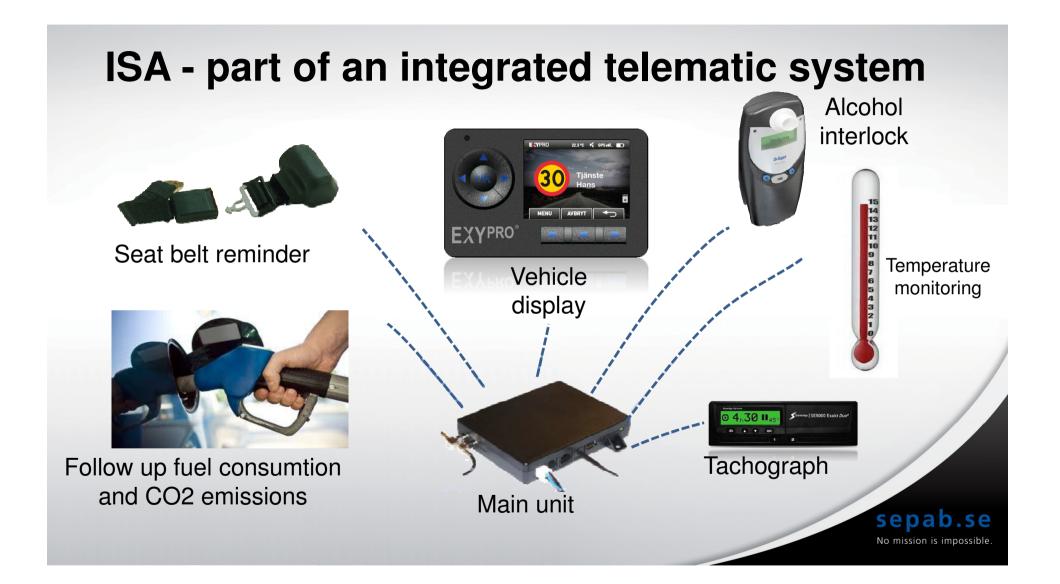
The Swedish Transport Administration

Cities: Stockholm, Gothenburg, Västerås Örebro, Lund

And many more...

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#### **Benefits of ISA**

- Safety
  - If all vehicles were equipped with ISA, injuries would decrease by 20-30%
- Cost benefit
  - Fuel savings
  - Less wear on vehicles and roads
  - Higher awareness of driving behaviour
- Quality control
  - Follow up reports to clients and purchasers
- Environment
  - Less CO2 emissions
  - Less stress better work environment
  - Physical speed limiters (humps, ...) can be removed



# Today's ISA users

- State, Municipal, Authorities, Swedish Road Administration
- Contractors and sub-contractors to the public sector
- Fleets: both heavy and light transport
- Garbage trucks
- Bus & Taxi
- Trucks
- Service Trucks
- Company cars
- etc ...

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# **Customers opinion about ISA**

Short questionnaire among our largest customers







• A total of ~2000 active vehicles



## **Customers opinion about ISA**

- Do you demand ISA?
  - Yes! It is a must in procurement processes
- Do you use ISA?
  - Yes! For reporting and follow up on drivers.
- Do you see a future need for ISA?
  - Yes! It is steadily increasing.
- Do you see any problems with ISA?
  - No! Speed maps had poor quality at start but they are good now.

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