



Media Centre

Nick Walker, managing director, RAC Telematics

Dec 20, 2016 00:01 GMT

Hitachi Capital Vehicle Solutions installs RAC Telematics

Leading fleet leasing and management provider plugs into the future with RAC Telematics device across CV fleet

Hitachi Capital Vehicle Solutions, one of the UK's biggest vehicle and specialist asset leasing companies, has signalled its confidence in telematics and connected vehicle technology by installing RAC devices in all of its new commercial vehicles.

It has selected RAC Telematics as its partner for the technology installation which will deliver data on vehicle condition and health, forming the basis of new and enhanced services for customers.

Hitachi Capital Vehicle Solutions is the first major player in the market to demonstrate its recognition of the potential for telematics to transform fleet management. The new technology will greatly benefit the leasing provider's customers who will receive the devices as standard on all contracts.

In addition, customers will have an option to enable the additional functionality of the telematics system. This includes services such as location and driver behaviour, which will bring further benefits to fleet customer operations.

The RAC Telematics solution, hosted by the Microsoft Azure platform, will connect the RAC Breakdown and RAC Accident Management services already in place for Hitachi Capital's customers enabling them to drive efficiency and bring down costs.

RAC Telematics devices provide key insight into the condition of key vehicle parts and components, thanks to the advanced engine diagnostic capability, enabling customers to change failing units before they cause a breakdown.

Nick Walker, managing director at RAC Telematics, says: “This is a significant agreement in terms of RAC bringing a connected vehicle management solution to a leading contract hire and leasing firm, who see the potential benefits in the proposition.

“By installing telematics across the fleet of commercial vehicles, their own customers will benefit from the power of the telematics data capture, as well as the reassurance and peace of mind that RAC Breakdown and Accident Management services also deliver.”

As a result of the improved driver behaviour that can be enabled from RAC Telematics, customers have reported cost savings such as 10% to 15% in fuel costs, with similar numbers for wear and tear and a 10% reduction in accidents.

Crucially, the severity of accidents has also decreased in some cases as vehicles are being driven at lower speeds, and this is having a positive impact on insurance premiums.

Walker adds: “The benefits of telematics are well proven now, promoting safer and more efficient driving, which helps to bring down fuel costs and vehicle downtime as well as cut the number of accidents and reduce wear and tear on the fleet.

“We have also invested in leading edge vehicle diagnostics technology through the acquisition of Nebula Systems, to create what we believe will be a market-leading product.

“The power of Nebula’s technology in RAC Telematics is that it covers many vehicle systems, far beyond the standard diagnostic apps and tools. This provides full vehicle coverage for the fleet manager and for the driver it’s like having an RAC Patrol with you at all times.”

Jon Lawes, managing director at Hitachi Capital Vehicle Solutions, comments: “We are delighted to have partnered with the RAC to provide their industry-

leading telematics service to our customers, and we look forward to the continuing success of our strategic partnership.

“Telematics and connected vehicle technology is a critical part of our fleet and specialist asset proposition. Integrating the rich telematics feed with other sources of data, such as that collected from our national repair network, tyre management programme and even driver fines data, and combined with our industry expertise and knowledge, this new initiative will enable us to deliver even deeper insights and advice that will lead to improved fleet efficiencies and safer drivers and vehicles.”

ENDS

Notes to Editors

About the RAC

With more than eight million members, the RAC is one of the UK's most progressive motoring organisations, providing services for both private and business motorists. Whether it's roadside assistance, insurance, buying a used car, vehicle inspections and checks, legal services or up-to-the-minute traffic and travel information – the RAC offers a solution for all motoring needs. The RAC is committed to making motoring easier, safer, more affordable and more enjoyable for drivers and road users.

The RAC is the motorist's champion and campaigns to support the interests of its members and UK motorists at a national level, including advancing levels of road safety, supporting the needs of young drivers and voicing concerns about the increasing cost of motoring. The RAC's annual [Report on Motoring](#) – first published in 1989 – provides a clear insight into the concerns and issues facing today's motorists.

For the very latest news on UK fuel prices, check [RAC Fuel Watch](#) or follow [#racfuelwatch on Twitter](#). This is a comprehensive guide to the latest UK unleaded petrol and diesel prices – both at the wholesale level and at the pump. RAC Fuel Watch analyses how prices changed through the previous month and compares the most recent prices with those from three, six and 12 months before.

Key facts:

- RAC patrols fix four out of five vehicles at the roadside and on average within 30 minutes
- RAC vans carry more than 500 parts and tools to get members' vehicles going again
- 92% of members would recommend RAC Rescue to their friends and family

Contacts



RAC Press Office

Press Contact

press.office@rac.co.uk

Emails monitored during normal office hours. For breakdown queries, call 0330 159 0740

ISDN number on request