



Railway Telematics

Maintenance Of Way Equipment
Original Equipment Manufacturers

WHY TELEMATICS?

A successful telematics program enables OEMs to **stay connected to their equipment and customers** long after the original sale. This technology can help manufacturers can change their business. Let ZTR show you how.

A telematics program can help the Original Equipment Manufacturers (OEMs) exceed expectations by staying connected over the entire equipment lifecycle. ZTR Railway Telematics Solutions make it possible for OEMs to see customers, their equipment and the demands they're under every day -- from a new perspective. See how you can get unparalleled advantages by growing revenue, strengthening customer relationships and improving product development.

Grow Revenue



Leverage equipment connectivity to improve sales and expand revenue opportunities. Equip telematics to:

- expand parts and service programs.
- enhance the customer experience
- grow revenue beyond traditional sources

Enhance Customer Experience



Differentiate your product and service offering to stay ahead of the competition. Nurture valuable, long-term customer relationships by ensuring you meet their needs now and in the future:

- provide customers with complete equipment visibility
- add or enhance advanced warranty programs
- improve customer support and remote diagnostics

Improve Product Development



Lower development costs and build better equipment. Leverage immediate, reliable and accurate in-field information to:

- form an exact picture of the equipment's real world usage, performance and dependability
- implement critical machine enhancements
- improve equipment reliability and resolve issues faster

ANALYTICS AND INTEGRATION

Collecting data is important, but turning it into **valuable business insight for you and your customers** is the key to an effective telematics program. The **ZTR ONE i3 platform** is an intuitive, user friendly tool with standard or custom reports and dashboards. Used in conjunction with the **ZTR mobile app**, you can get insights where and when you need them. Where processes and business systems exist, **increase their effectiveness by integrating with the ONE i3 platform.**



WORK WITH A TRUSTED INDUSTRY EXPERT



From versatile and robust hardware options for **all makes and models** of equipment, to targeted and rich insights, ZTR can deliver the **end-to-end solution** you need. We've been exceeding railway industry expectations for more than 30 years with our innovative technology.



1. Equipment and Device Integration

A telematics device from our broad portfolio of proven hardware can be paired with any and all equipment models in your portfolio. Installations are possible on the production floor and as retrofits in the field.



Off Track and Rubber Tire

- Front end loaders
- Back hoes
- Excavators



On Track and High Rail

- Hi-Rail Excavators
- Tampers
- Ballast Regulators
- Spikers



Accessory Equipment

- Trailers
- Light Towers
- Plows



2. Wireless Communications

ZTR has relationships with major carriers to leverage existing communication systems and ensure we stay ahead of the evolving communication landscape.



Cellular Options



Satellite Options



Future-Focused Communication Standards



3. Gateways and Data Center

ZTR deploys the latest in edge and cloud computing technology to maximize data security, throughput, storage and accessibility.



Third Party Security Evaluations



Scalable, Cloud Based



4. Service Delivery and Network

The ZTR ONE i3 platform includes a variety of features including mapping, geofencing, fleet management, alerts and faults, maintenance planning and analytics. Use internally and as a value added service for your customers.



User Friendly Portal, Quick Response Time, Mobile App



Advanced Analytics



Role Based Security



Integrates with Existing Business Systems



5. Support, Processes and People

ZTR is more than a supplier. We're a partner committed to advancing your digital strategy at every stage -- from collecting data, acquiring insights and realizing long-term benefits.



Equipment Review and Program Scoping



On-site Surveys, Installation Support and Instructions



Customer Support, Fleet Health and Remote Updates

CHOOSE FROM A VARIETY OF STANDARD OR CUSTOM SERVICE PACKAGES

Whether you're looking to add services for your customers or leverage the information to build better equipment, ZTR has a service package **built to suit** each and every piece of equipment.



Standard Service Packages

Tracker

Location Services

- Mapping
- Geofencing
- Breadcrumbing

Alert/Fault Management and Notification

Maintenance Planner

Optional Business System Integration

Mobile Capable

Core+

Location Services

- Mapping
- Geofencing
- Breadcrumbing

Alert/Fault Management and Notification

Maintenance Planner

Optional Business System Integration

Mobile Capable

Run Hours Reporting

Battery Voltage Reporting

Analytics / Reporting, e.g. -

- Utilization
- Faults
- Raw Data

Optimum

Location Services

- Mapping
- Geofencing
- Breadcrumbing

Alert/Fault Management and Notification

Maintenance Planner

Optional Business System Integration

Mobile Capable

Run Hours Reporting

Battery Voltage Reporting

Analytics / Reporting, e.g. -

- Utilization
- Faults
- Raw Data, etc.

Engine Operating Parameters, e.g. -

- Engine Speed
- Oil Pressure
- Coolant Temperature

Engine Faults

Production

Location Services

- Mapping
- Geofencing
- Breadcrumbing

Alert/Fault Management and Notification

Maintenance Planner

Optional Business System Integration

Mobile Capable

Run Hours Reporting

Battery Voltage Reporting

Analytics / Reporting, e.g. -

- Utilization
- Faults
- Raw Data, etc.

Engine Operating Parameters, e.g. -

- Engine Speed
- Oil Pressure
- Coolant Temperature

Engine Faults

Production Counts and Reporting, e.g. -

- Cycle Counts
- Work Time

Custom Equipment Data

*Custom service packages are available.

Get the maximum benefit with **customized, flexible** and **innovative** features in a **Railway Telematics Solution** from ZTR.