

---

## **Octo Telematics partners with General Motors to Provide UBI and Fleet services to OnStar customers**

**London, Tuesday 3rd November 2015:** Global telematics leader [Octo Telematics](#) has partnered with General Motors (GM) to provide Usage Based Insurance (UBI) and fleet management solutions using General Motor's OnStar technology. The new services will be available to insurers and fleet providers across Europe starting in Q2 2016. The company's partnership in the area of insurance and fleet telematics will provide:

- A UBI scoring (driver scoring, vehicle usage) offering to insurance carriers, if the driver consents to share their information
- A competitive fleet management solution to fleet/leasing companies in Europe

With 75 percent of global GM vehicles estimated to be connected with OnStar connectivity by 2020, this agreement prepares the ground for new connected services to benefit drivers and making them safer on the roads. OnStar's proprietary application program interfaces, or APIs, provide safe access to specified vehicle information to approved partners. Through the new partnership with Octo Telematics, commercial fleets can make decisions relating to vehicle location, odometer, fuel consumption and other maintenance information on their GM connected vehicles.

Fabio Sbianchi, CEO, Octo Telematics commented: "We are delighted to be working with GM and recognise their leading position with automotive embedded technology. We see the connected car as a positive shift in the industry which is increasingly focused on providing benefits for drivers. Our ability to analyse data so that consumers can receive insurance discounts is a great addition to the core OnStar proposition.

"We believe this approach will be beneficial for the driver insurer, and manufacturer. Octo's insurance telematics and fleet services will help maximise loyalty and minimise the churn-rate, whilst improving policy holder and driver satisfaction. "

Jon Hyde Managing Director at OnStar Europe said: "Our co-operation with Octo effectively uses the strength of both companies enabling us to offer exciting new services to our customers.

Octo is a leader in insurance telematics, and GM is a leader in vehicle connectivity with more connected vehicles on the road than any other automaker. This collaboration provides the basis for rethinking both insurance and fleet services that we'll offer to our customers.

Insurance is a "must have" for insurers and fleet operators and the combination of Octo and OnStar can help drivers improve their safety on the road and achieve insurance discounts through good driving, all helping to lower the cost of motoring"

Visit: <http://www.octotelematics.com/> for more information.



**Press contacts:**

**Octo Telematics**

Pema Seely and Joe Burgess for Octo Telematics  
020 7796 4133  
octo@hudsonsandler.com

General Motors  
Andrew Marshall  
Technology Communications  
T +49 6142 7-73815  
M +49 171 2213605  
andrew.marshall@de.opel.com

**About Octo Telematics**

Founded in Italy in 2002, Octo is the global brand leader in **telematics services for insurance companies and car makers**, as well as pioneering applications in motor rental and fleet management, car manufacturing, governmental sectors and a fast growing range of specialist applications. Its analytics-based software extracts telematics data from systems installed on cars and motorcycles to support insurance companies' rate plans, manage the costs of claims and fraud. More than 150 customers and over 3.7 million subscribers currently use Octo services (June 2015). The company is headquartered in London, with offices in Rome, Spain, Germany, Brazil and the USA. <http://www.octotelematics.com/en/>

**About GM OnStar**

OnStar, a wholly owned subsidiary of GM Holdings LLC ("GM") that launched in 1996, offers in-vehicle safety, security and connectivity services in Chevrolet, Cadillac, Buick, GMC, Opel and Vauxhall models, including Automatic Crash Response, Stolen Vehicle Assistance, Turn-by-Turn Navigation, RemoteLink mobile app and 4G LTE Wi-Fi. OnStar has more than 7 million subscribers in North America, Europe, China and Brazil. In 2015, OnStar recorded its 1 billionth customer interaction, topped more than 1 million 4G LTE Wi-Fi equipped-vehicles, and launched in Opel/Vauxhall.