

CUSTOMER STORY

Kairos



Kairos
GÉOLOCALISATION

3,500+ connected devices • **16** countries • **20+** bus companies

Providing Reliable, Realtime Information to Quickly and Easily Track School Buses.

Kairos provides school bus operators with efficient fleet management at a low cost. Several bus companies got together and founded Kairos as a result of serious cost pressure on French school bus operators.

The company is named after the Greek god, Kairos, who personified opportunity, luck and favourable moments. Being right on time is the key element in efficient school bus operations, hence the name.

The Challenge

There are substantial cost pressures on school bus operators who, as a result of government funding, have to work with minimal operating margins.

In France, local authorities employ private transport contractors to run school bus services, who are required to meet two seemingly contradictory objectives: providing the most reliable and safest service while keeping costs as low as possible.

Most fleet management solutions are not tailored to meet specific demands of school bus operators – they are often too expensive and too complicated and therefore counterproductive to cost efficiency. School buses fulfil an important social function and must be made available to all students but often parents have limited confidence in the bus system.

Kairos was looking for a solution that met the following 3 requirements:

- Provide real time bus tracking to have full control over the fleet, saving time and money.
- Effortless driver wage management
- Flexible and adaptable to the needs of fleet managers



About:

- Headquarters Joigny, France
- 15-50 Employees
- Transportation



Goal:

- Provide real-time tracking of fleet
- Collect data to reduce effort for payroll management
- Offer integrated services for end customers



Solution:

Connected hundreds of buses through EMnify SIMs and Cellular IoT Platform.



“Reliable and cost-efficient connectivity, functionality across borders, and scalability are the key ingredients to our solution. In EMnify, we have found a partner that offers exactly the know-how, flexibility, reliability, and cost efficiency we are looking for.”



THOMAS BARTHELET
Co-founder at Kairos

The Solution

Urban.io decided to partner with EMnify for the following reasons:

- EMnify met their number one requirement: reliable cellular connectivity. For the Kairos solution to work, the device on board the bus must reliably communicate with the central infrastructure for real time management and monitoring to work.
- EMnify works across borders – some bus operators work across borders therefore a multi-network solution is essential to not lose signal or inflate expenses with additional roaming costs. It is entirely independent of individual networks and countries.
- The EMnify SIM automatically finds the best network wherever the vehicle is at any given point in time.
- EMnify has flexibility – operators can choose the package that fits their needs. It allows for total cost control and stable connectivity costs through tailor-made packages and usage limits.
- EMnify's offering is highly adaptable: as customer requirements change, they can easily manage their coverage by adding or removing supported operators throughout their region.
- The existence of an API was a key factor in Kairos's decision to choose EMnify as their partner. The EMnify API makes it easy to scale as the user base grows and functionalities are continuously expanded.



Right on time. With EMnify, bus operators can respond to unforeseen situations effectively at short notice using real time data.



“Enabling our control and management solutions, EMnify is the ideal partner for us to offer school children and their parents one of the most important prerequisites for a successful education: getting to school.”

– **Thomas Barthelet**
Co-founder at Kairos

The Result



Gained a competitive edge

Through the Kairos management platform, they can see where a single bus is at any given time, whether it is on schedule or being delayed, whether an alternative vehicle is needed, and whether the entire schedule must be adapted.



Saved Money

With the help of EMnify's REST API, SIM provisioning connectivity management can be automated (previously done manually) and integrated into the Kairos application, allowing the company to scale easily.



Full Control

Payroll management effort has been reduced significantly because wage calculation is done automatically based on the tracking data, which saves time.



Saved Time

With efficient fleet management, Kairos can respond to unforeseen situations effectively at short notice using real time data.



Flexibility

Real-time information for parents and students about when the bus is going to arrive as well as alerts about delays. With real-time fleet tracking, Kairos can offer integrated services for their end customers.



Cloud Service was a Perfect Fit

Can automate all processes that were previously handled manually, such as driver time logs, wages, and alerts.



Customer Service

Powered by EMnify's mobile connectivity technology, Kairos is off to a good start. At present, its solution is used by ten operators. More than 1000 devices have so far been deployed – a number that is steadily growing.