



CUSTOMER AND USAGE CLASSIFICATION

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Volvo Trucks

Department name | Document name/ Issuer | Classification

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GTA - The right vehicle for the mission



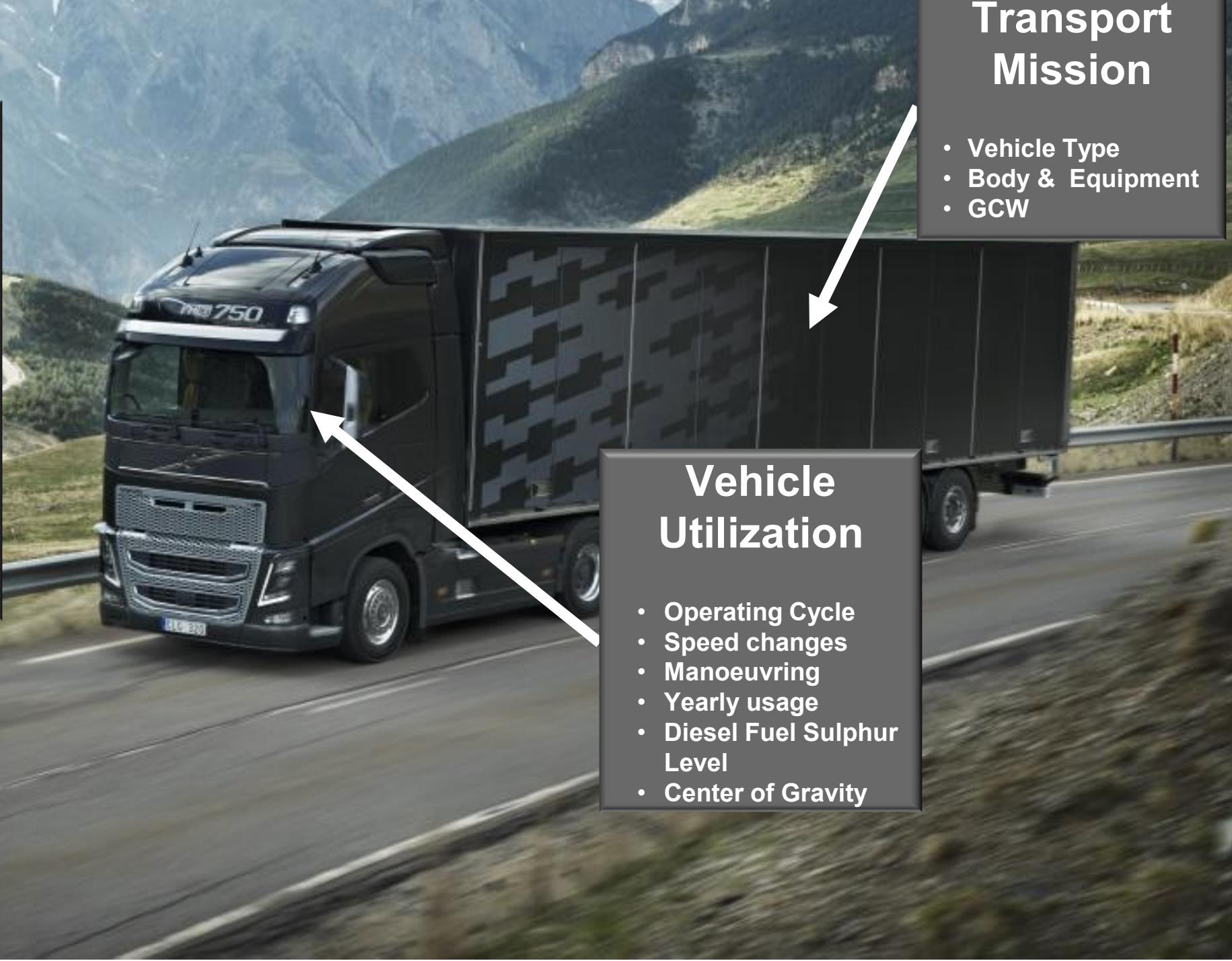
Volvo Trucks





Operating Environment

- Road Type
- Road Condition
- Road Articulation
- Topography
- Altitude
- Ambient Temperature
- Curve Density
- Rolling Resistance
- Coefficient of Traction
- Load-bearing Capacity of the ground
- Dirt, Dust & Bug Conc.

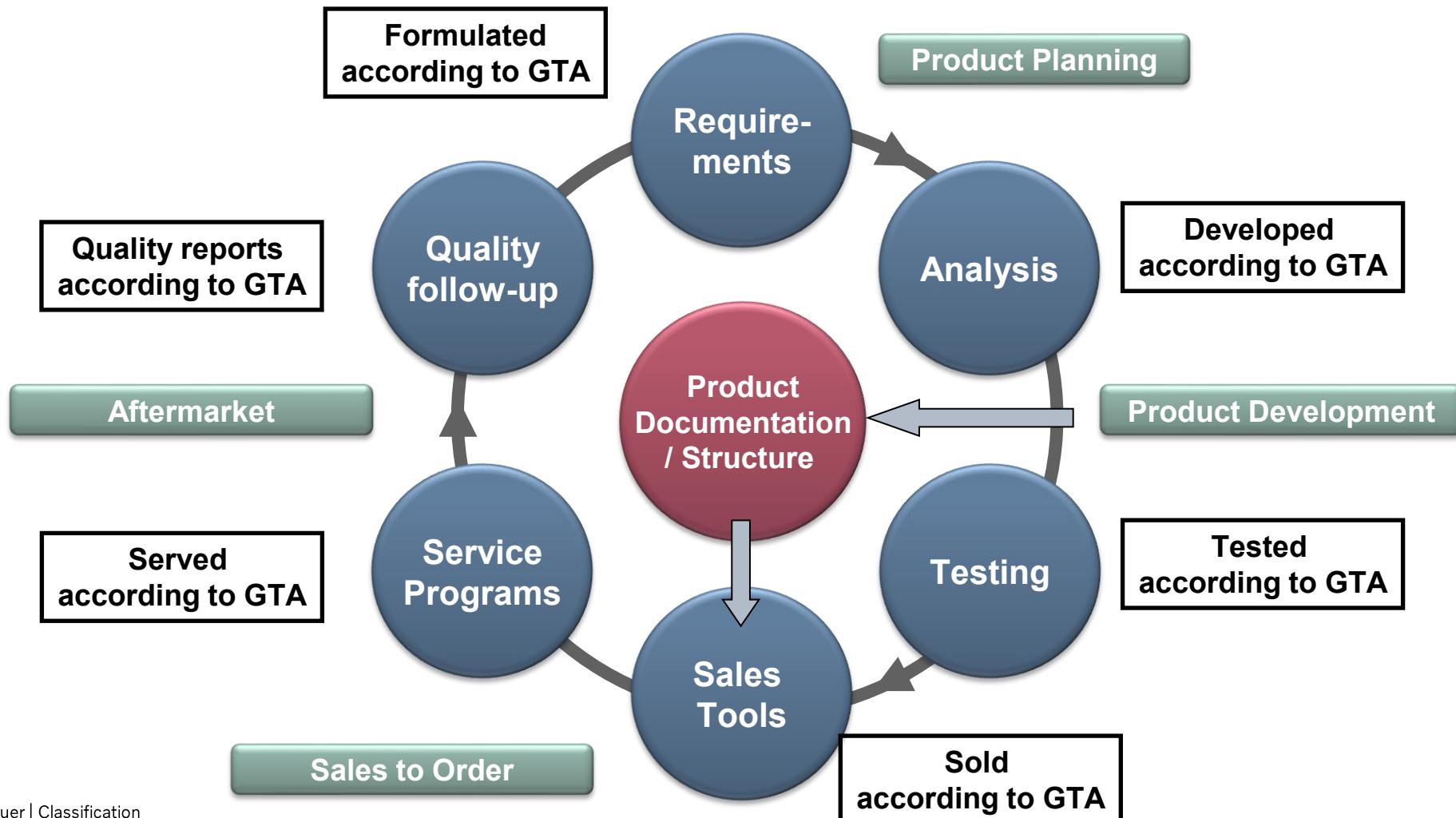


Vehicle Utilization

- Operating Cycle
- Speed changes
- Manoeuvring
- Yearly usage
- Diesel Fuel Sulphur Level
- Center of Gravity

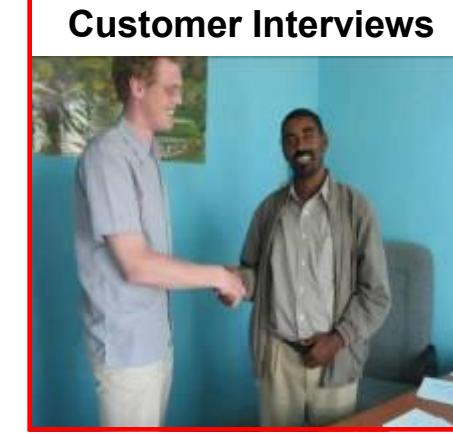
- Vehicle Type
- Body & Equipment
- GCW

GTA – "Speaking the same language"

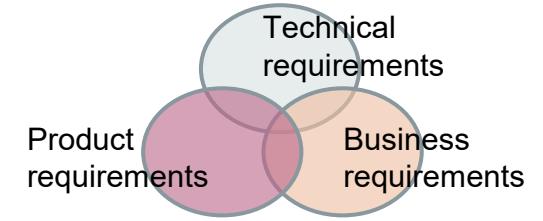




Data sources for customer environment/usage

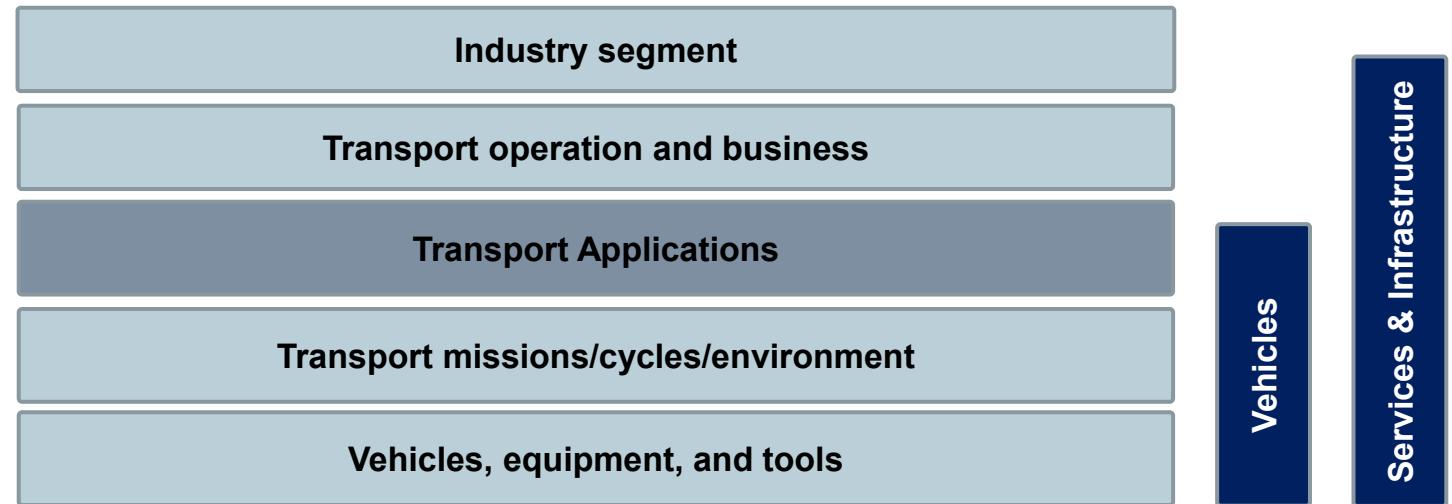


Customer Transport Applications



How do we define the customer?

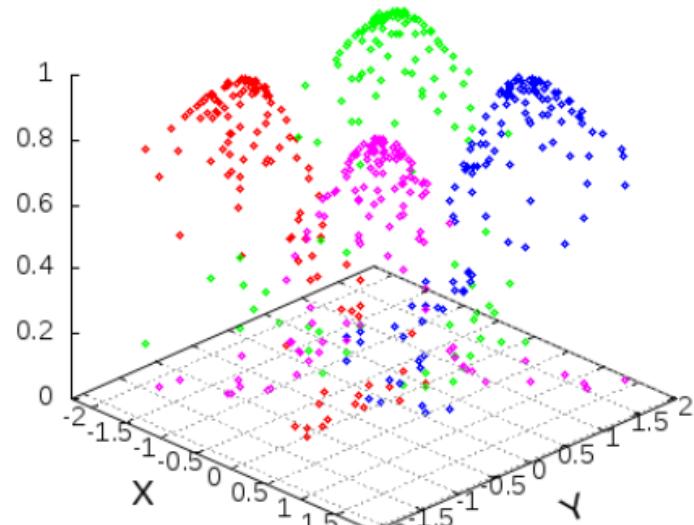
- Understand the business model
- Company type, priorities and values
- Document operation environment
- Identify Transport cycle
- Vehicle fleet and specifications
- Issues and development





Input to Transport Applications

Logged Data Analysis and Clustering



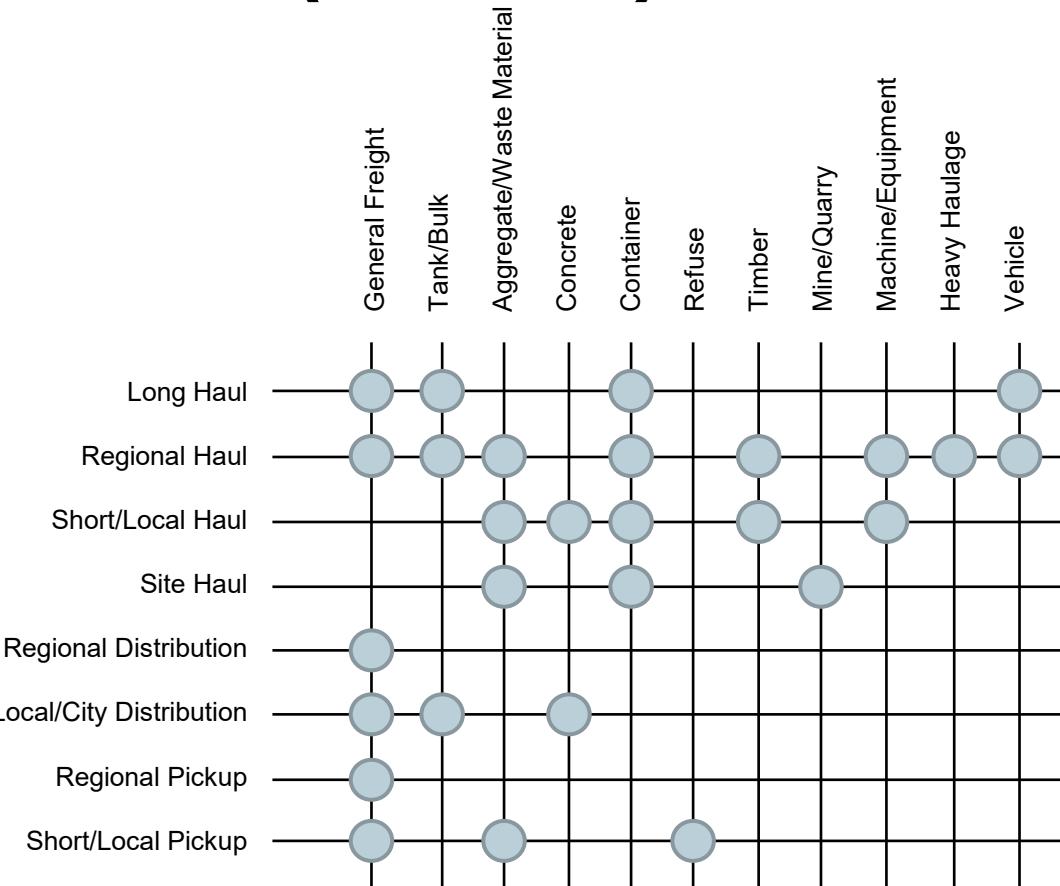
Vehicle knowledge & Customer Studies





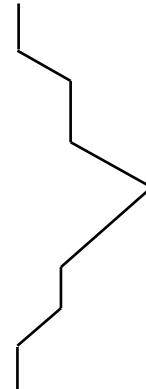
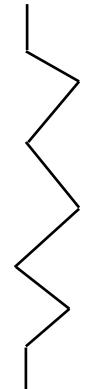
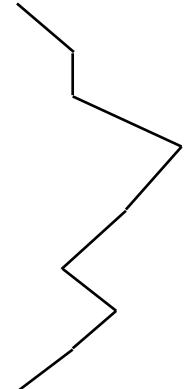
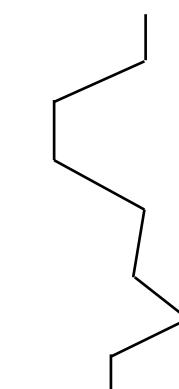
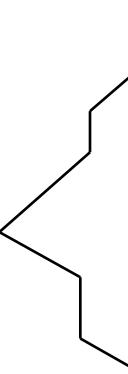
Identified Transport Applications

What (Mission) and How (Utilization)



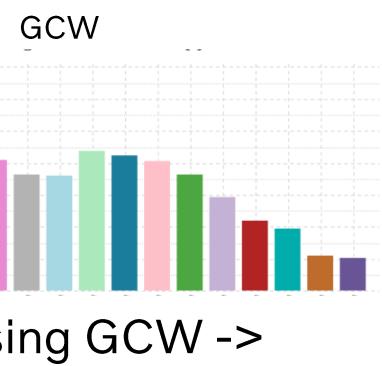
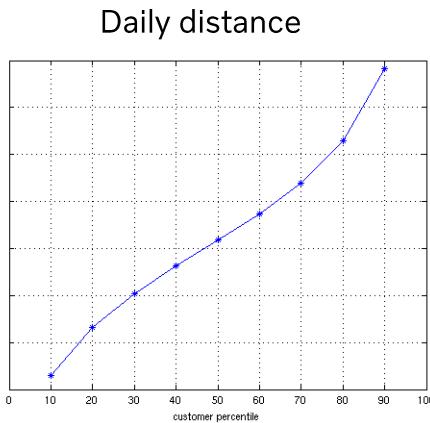
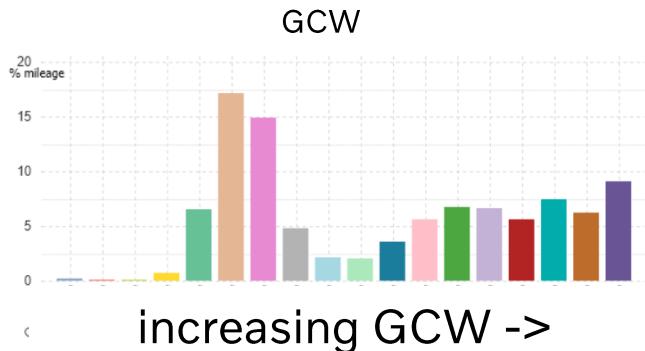


Transport Application Descriptions

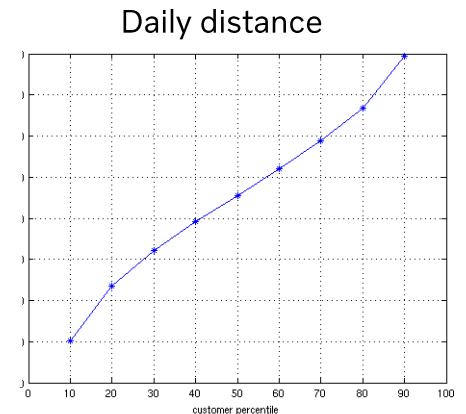
		General Freight Long Haul	General Freight Regional Haul	Timber Regional Haul	Refuse Pickup	Concrete Distribution
GTA	Utilization <ul style="list-style-type: none"> - Operating Cycle - Yearly Usage - Speed Changes Transport Mission <ul style="list-style-type: none"> - GCW - Body type Operating Environment <ul style="list-style-type: none"> - Road Condition - Topography 					
	Performance	Durability Payload capacity Reliability Maintainability Fuel economy Handling Ride Comfort: Interior Noise Collision Safety Sustainability ...				

Logged Road Condition for Heavy Regional Haul (Europe)

Timber



General Freight



Timber

RC-SMOOTH

x

RC-ROUGH

x

RC-VROUG

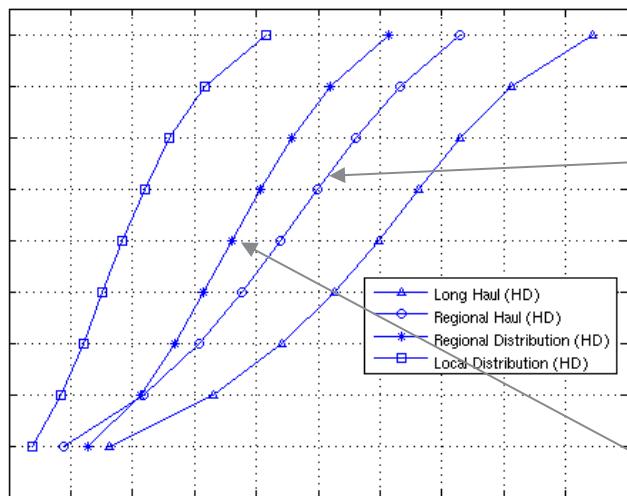
General Freight

x



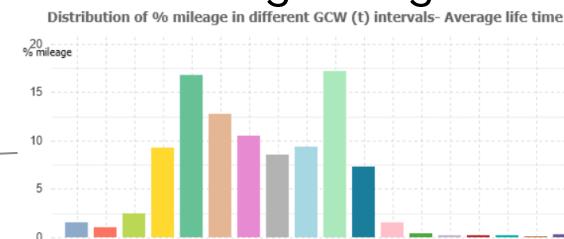
General Freight Heavy Duty

Daily distance



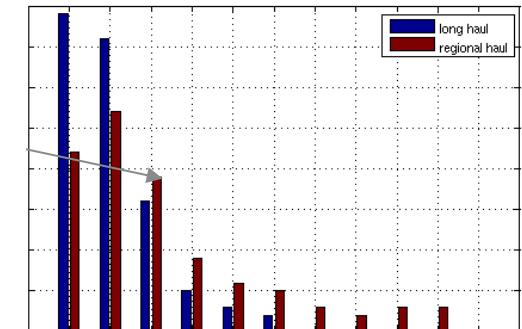
GCW

General Freight Regional Haul

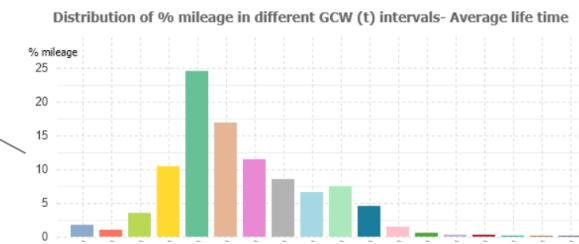


increasing GCW ->

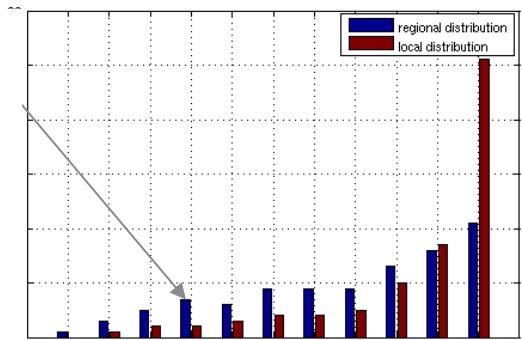
Return rate



General Freight Regional Distribution



increasing GCW ->



Current Market Coverage

Market

Europe HD

Europe BEV

Europe MD

Brazil HD

Brazil MD

North America HD

Australia HD

South America (excl. Bra)

(China HD)

(South Africa HD)

