









# SCHWARZMÜLLER AND IDEM TELEMATICS ESTABLISH NEW STANDARD: TELEMATICS BECOMES TRAILER STANDARD EQUIPMENT

 Branch: Vehicle Manufacturer

**SCHWARZMÜLLER**  
INTELLIGENTE FAHRZEUGE 

The declared goal is to establish the networked trailer as the standard in the commercial vehicle industry

## Important functions

-  Remote diagnostics
-  Track + Trace, Geofencing
-  Fleet management
-  Tour / route monitoring
-  Tyre monitoring
-  Brake pad monitoring
-  Alarm messages
-  EBS Data

## Special feature

Pre-equipped for telematics applications directly ex works at Schwarz Müller

## Vehicles with telematics systems

Around 10,000 trailers per year

## Telematics customer since 2021

Software: SWIT, Devices: TC Trailer Gateway BASIC



“Telematics will help our customers make their vehicles even more profitable.”

**Roland Hartwig, CEO,  
Wilhelm Schwarz Müller GmbH**

Wilhelm Schwarz Müller GmbH – The fact that the starting signal for SWIT comes in the year of Schwarz Müller’s 150th anniversary is more than just a happy coincidence – the trailer manufacturer is also underlining its own claim to be an innovation driver in the industry. Roland Hartwig expects rapid penetration with the new system: the gain in efficiency and the associated added value for the transport companies speak for themselves, the Schwarz Müller CEO is convinced.



“We are the first manufacturer to make the benefits of telematics available to all customers, regardless of the type of vehicle used.”

Roland Hartwig, CEO, Wilhelm Schwarzmüller GmbH



## Challenge

On the way to the [networked trailer](#): Order a telematics system for the new trailer? And if so, which one? These questions no longer arise for customers of Wilhelm Schwarzmüller GmbH. Since June 2021, the vehicle manufacturer based in Freinberg, Austria, has been equipping its trailers with [networked technology as standard ex works](#). Without additional costs for the customers, but with tangible added value.

## Solution

The [Schwarzmüller Intelligent Telematics system](#) – SWIT for short – was developed together with idem telematics GmbH, a brand of the BPW Group. Remote diagnostics, tracking, fleet management and many other services have been standard on board new and rental vehicles from Wilhelm Schwarzmüller GmbH. Each trailer is equipped with a [central control unit](#) for this purpose. It continuously records vehicle states and positions as well as driver behaviour. The advantages of data-supported real-time functionalities are thus available to Schwarzmüller customers directly from the first kilometre.

## Benefits

[Safer and more profitable](#) on the road: For the trailer sector, telematics is still a relatively new piece of equipment that first has to establish itself, Roland Hartwig points out: “But its benefits speak for themselves. For example, [tyre monitoring](#) can minimise the number one cause of breakdowns in long-distance transport. The [anticipatory maintenance of the braking systems](#) helps to avoid costs and reduce dangers. For the future, Hartwig also sees great optimisation opportunities in the use of the vehicle fleet: “The more flexibly a trailer is to be scheduled, the more important its current data is. Alarm functions or [predictive maintenance are not possible without digital applications](#).”

[Easy entry into networking](#): The [standard equipment](#) comes at no extra charge and, in the view of Martin Kiesler, head of the Contract and Telematics Department, offers in particular the opportunity to make [smaller and medium-sized transport companies](#) aware of the possibilities and [advantages of telematics](#): “For many of our customers, this is the first step in telematics. It was therefore particularly important to us to keep the [entry threshold](#) for users [as low as possible](#) and to create a solution that is easy to use – without high administrative effort.”

idem telematics attaches particular importance to the [needs-based preparation of the data](#), which is displayed on the screens of the transport company and its dispatchers, on the smartphones or tablets of the drivers or also on end devices of recipients and subcontractors. “Crucial information is available to team members, partners or customers at exactly the right time, suitably prepared,” explains Jens Zeller. “We create [security and efficiency without a flood of data](#). This is the only way telematics drives the transformation of transport.” In addition, the three data service packages also include numerous [interfaces to third-party systems](#) of all kinds. For Schwarzmüller’s rental fleet, idem telematics offers a special function that simplifies the handling of [vehicle deliveries and returns and even speeds them up with higher quality](#).

## Data will become the success factor of the future

– Jens Zeller, Managing Director of idem telematics, assesses the cooperation as an “important breakthrough for networked transport”. “Digitalisation only works if the vehicles can be seamlessly integrated into logistics processes. Crucial for this are the highest demands on the quality and reliability of the hardware as well as the availability and security of the data. In this way, telematics opens up new possibilities for data-based insights – and at the same time protects the entrepreneurial independence of the vehicle operator. The journey towards digitalisation has only just begun, Zeller further makes clear: “Schwarzmüller has decided to take a future-oriented step and is thus a pioneer in the industry, with maximum customer orientation.”

[idem telematics](#) – connecting all road transport: As Europe’s leading telematics partner, idem telematics supports forwarding agents, fleet operators and shippers in continuously improving their core business by means of data, thereby increasing their profitability, customer satisfaction and competitiveness. Europe’s market-leading, all-in-one cargofleet telematics platform for trucks, trailers, freight and logistics consolidates and summarises the data sets of vehicles, drivers and freight. idem telematics provides a complete system for increasing the transparency and profitability of the entire logistics process. The benefits: unique customer proximity and flexibility for individual telematics requirements based on 20 years of telematics, transport and logistics expertise. idem telematics is a subsidiary of the BPW Group and employs around 75 staff at its locations in Munich and Ulm.