



SafeFleet is an innovating telematics software in the field of M2M (Machine to Machine) usefully used by companies in Italy, Poland, Hungary and other countries from the Balkans. For over 20 years, SafeFleet offers its clients quality solutions, like GPS fleet monitoring, automatic road tax payment, AMR (Automatic Meter Reading) and mobile parking payment.

INDUSTRY

Information Technology & Services

EMPLOYEES

11-50

LOCATION

Romania

The Challenge

With branches in Romania, Italy & Poland, **SafeFleet Telematics** is now considered as an important player in those countries. Today, with **over 5000 clients** and **40K active M2M assets**, SafeFleet Telematics wants to grow its business in other countries in Europe. To do so, they must not miss any opportunity and get the best out of international tender databases!

OPPEX Solution

"It's been more than a year since we've been using Oppex at SafeFleet. As opposed to other tools that are often too complex or not reliable enough, **Oppex is both really easy to use and efficient**.

The customer support - really reactive - and the **filtering criterias** helped us get the most out of the platform, and we now receive 1 to 2 relevant e-mail alerts a day!

Plus, we want to enter several Western European markets (UK, France, Germany, Netherlands) and Oppex appeared as a powerful tool to find business opportunities in those countries. In fact, **we found lots of tenders that fit our business**.

We already positioned on height telematics tenders from Oppex and got in the short list for some of them. We are confident in winning one in the future months!"



MARIUS HATEGAN

International Tender Expert
SafeFleet

"As opposed to other tools, Oppex is really easy to use and really reliable: the platform is simple but efficient. Recently, we've positioned on 8 tenders, one of which is still undergoing!"