Scorpion Automotive

Scorpion’s Thatcham approved vehicle security and tracking solutions offer maximum accuracy and reliability to give their customers peace of mind

The customer
Established in 1973, Scorpion Automotive is the UK’s leading manufacturer and supplier of vehicle security and tracking systems.

The requirements
Scorpion requires total reliability and pin-point accuracy from their wireless network connectivity provider. They also need excellent geographical coverage and quick response.

The solution
KPN offers Scorpion constant roaming non-steered SIM cards supplied by M2M Intelligence and the M2M Insight platform that provides real time visibility and control of the SIM estate.

The result
Scorpion have made a significant increase to its coverage, further improving their ability to find and recover stolen vehicles to which they maintain an enviable industry track record.

Carl James, Head of Marketing at Scorpion Automotive explains why the company employs KPN SIM cards via M2M Intelligence:

Stolen vehicle tracking is very effective
Vehicles equipped with ScorpionTrack Stolen Vehicle Tracking systems are protected 24/7 with their location and status constantly known. Scorpion’s dedicated team spring into action when a vehicle is stolen, keeping track in real-time and alerting the police of the vehicle’s location. Carl James explains: ‘We have an enviable success rate and regularly locate and facilitate recovery of many vehicles in less than one hour of their theft. The vast majority of vehicles are returned with no or minimal damage. Our level of success could not be attained without a positive relationship with the police. The police know Scorpion, they have faith in our technology and in a theft situation, our 24/7 tracking team work intensely with the appropriate police force on the ground. Time and time again – Scorpion-Track proves itself as an effective tool in their fight against vehicle crime, so police forces take us very seriously. Given this, and the fact we provide the police with real time, accurate

‘KPN SIMs make a massive improvement to geographical coverage’

Track proves itself as an effective tool in their fight against vehicle crime, so police forces take us very seriously. Given this, and the fact we provide the police with real time, accurate
vehicle location and status data, we’re likely to get a better response to a theft situation than a random member of the public.

**Protecting a wide range of vehicles**
There is no such thing as a typical client for Scorpion. Carl: ‘We adopt a consultative approach to understand the vehicle type, how it will be used and what system features a customer needs. As we design and manufacture in-house, we can offer a choice of off-the-shelf or bespoke solutions. We don’t just offer a single tracking device. We have several types of tracking device, along with bolt-on security products to suit different vehicle types, applications and customer requirements.’ However, in each instance KPN SIMs from M2M Intelligence are Scorpion’s sole choice. Carl: ‘We track vehicles valued from €2000 to €1,000,000 and more. Our business customers range from single van sole traders to operators of multi-million fleets of HGVs, delivery vans and construction plant. We have lots of lease, hire and company car operators. Our private customers range from €2000 scooter commuters to stars of tv, film and sport driving €200,000 supercars.’

**Best possible geographical coverage**
The SIM card inside the tracking device is a critically important factor for reliability and accuracy. Firstly, they simply have to work under all circumstances. Secondly and equally important is the geographical coverage the SIM cards provide. With even the best single-network SIM, some geographical areas are out of coverage and the devices can’t communicate their whereabouts. Carl says: ‘By using permanently roaming KPN SIM cards, which are always using the strongest available network

‘There is huge potential for cost effective tracking in Asia’

in the area, we offer the best possible coverage across and Continental Europe’s. This is great news for us and our clients who trust Scorpion to track their vehicles, so any initiative that improves effectiveness is seen as a great advantage. We’re very pleased with M2M Intelligence’s management platform. It integrates with the ScorpionTrack web based portal enabling our teams to quickly and easily activate SIMs or move them from one tariff to another, and to monitor the entire SIM estate on one page. In the event that a vehicle is stolen we can check whether the individual SIM is seeing data traffic. ‘It’s another tool in our armoury – if the vehicle is under attack by sophisticated criminals we can check to see that our tracking device is still communicating.’

**Recent national TV debut**
In 2016 Scorpion Automotive were featured on BBC One’s television programme “Thief Trackers”. The show followed actor and winner of Strictly Come Dancing, Tom Chambers, who not once but twice recovered his beloved motorcycle thanks to the on-board Scorpion tracking device and efforts of the 24/7 tracking team. Tom’s £5,500 Triumph Street Triple motorcycle was fitted with a tracking device from Scorpion’s dedicated motorcycle brand, Datatool. Not long after he fitted the system it was put to the test. The first instance Tom had left his bike parked outside a London West End theatre where he was performing. He was notified by a text message that his bike had moved and upon confirming the theft, ScorpionTrack’s 24/7 Monitoring Centre was then able to track exactly where it was being taken. Using this data from Scorpion, the Metropolitan Police Force were able to locate and return the bike within a few hours without any damage.

**Future developments in which the relationship with KPN and M2M Intelligence are key**
Scorpion have a number of exciting plans to expand its product portfolio and spread into new geographical markets. Carl explains: ‘In addition to our ScorpionTrack Stolen Vehicle Tracking solution, we’ve a number of upcoming product enhancements to ScorpionTrack Fleet – our Fleet Management system. We’re also currently piloting ScorpionTrack Connect – a technical collaboration with TomTom. The system comprises of Best in Class Navigation, Driver Job Scheduling and auto-routing, two-way text communication, paperless vehicle checks and reversing safety camera integration. All these features are available from one single touchscreen driver display.’ ‘We’re already taking orders and in consultation with a diverse range of customers including logistics businesses, local authorities, food and beverage businesses and a waste management company.’ Of the collaboration with KPN and M2M Intelligence, Carl says: ‘The relationship between us and our SIM provider is key, and we are very happy with KPN, M2M Intelligence, and their solutions. M2MIntelligence and KPN will continue to be an integral part of everything we do in the tracking arena.’

Discover all the new opportunities with KPN

For further information please contact your KPN Account Manager or send an email to info-grootzakelijk@kpn.com.