

**Date:** 20 February 2018  
**Title:** CAB Gabriel meeting Scania Board  
**Place:** BERL  
**Participants:** Scania:

- Henrik Henriksson, CEO and Executive President

- [REDACTED]

- [REDACTED]

Personal  
data

KREAB:

- [REDACTED]

European Commission:

- Alina Ujupan, CAB Gabriel

- [REDACTED] CONNECT.H2

- [REDACTED] CONNECT.H2

Personal  
data

**Points discussed:**

- Globally, Scania has sold about 320.000 connected vehicles of which 220.000 in Europe;
- Connectivity via 3G and 4G, allows for real-time monitoring of the vehicles. Per truck, Scania puts € 1 000,- of investment (on-board equipment, cloud infrastructure, 10 year connectivity). Via client's consent (92% does give consent), Scania accesses the vehicle data providing additional services and optimising Scania internal processes. Client can purchase a data access package, deciding freely what to do with the data, the most extensive one costing € 30,- / month / truck;
- Truck platooning: 10-12m distance between trucks with 4G, possibly down to 1m with 5G;
- Scania sees China and US telecom operators more eager to invest in 5G. In EU more hesitation and telecoms oriented to B2C instead of IoT/M2M market;
- Scania has difficulty to find a willing telecom operator to team up with and looks into new cooperation models and possibilities to acquire spectrum via alternative partnering;
- COM replies that this is a delicate moment for telecoms with the Electronic Communications Code under negotiation and refers to alternative fora / instruments to find allies such as the High Level Meeting in Gothenburg in June, the FR-DE-LU cross-border digital testbed and the H2020 5G call;
- On the GDPR Scania raised their concern that the GDPR with its privacy requirements might create obstacles for innovation. COM replied that guidelines for implementation might be drawn up by the Commission and referred to the trade-off between trust and innovation;
- Scania is willing to support the Commission with their knowledge of cyber security for vehicles. Their approach is to ring-fence the vehicle as much as possible.

**Follow-up:**

- COM to send Scania information on cross-border corridor contact points.