



Scaling Fleet Intelligence Across Europe with Seamless Connectivity



Customer Overview

Eteria SRLS specialises in fleet management, GPS tracking, and smart mobility solutions. With over a decade of experience and more than 950 client companies served, across industries such as logistics, healthcare, passenger transport, and corporate fleet management.

Its flagship platform integrates IoT, artificial intelligence, and cloud technologies to provide real-time vehicle monitoring, route optimisation, and logistics coordination. The company offers a comprehensive solution that includes GPS hardware, SIM connectivity, a web platform, mobile applications, and value-added services such as dashcams and vehicle diagnostics.

Eteria's mission is to help businesses improve operational efficiency, reduce costs, and gain full visibility over their fleet operations.



The Challenge

As Eteria expanded its fleet management services across Europe, it faced a critical challenge: ensuring seamless and reliable connectivity for vehicles operating across multiple countries.

Traditional single-carrier SIM solutions created significant limitations, including:

- Coverage gaps when vehicles crossed borders
- Inconsistent connectivity across different national networks
- Increased complexity from managing multiple telecom providers
- Risk of service interruptions impacting real-time fleet visibility

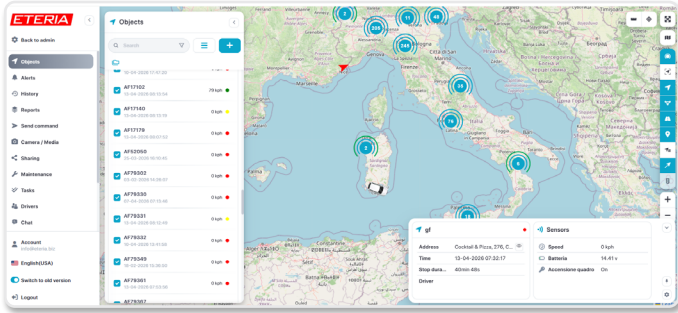
For Eteria's customers - many of whom operate international transport fleets - continuous, real-time tracking is essential. Any disruption in connectivity directly affects operational efficiency, customer satisfaction, and safety.

To support its growth and deliver a truly pan-European solution, Eteria needed a connectivity partner capable of:

- Providing multi-operator coverage across all European countries
- Ensuring high reliability and low latency for real-time GPS tracking
- Offering centralised SIM management and visibility tools
- Delivering cost-effective and scalable connectivity

The Solution

Eteria partnered with KORE to deploy eSIM, a multi-network SIM, designed specifically for pan-European connectivity.



This solution enabled Eteria to:

- Automatically connect to the best available network in each country through multi-operator roaming
- Maintain continuous, uninterrupted data transmission across borders
- Simplify operations with a single SIM solution instead of managing multiple carriers

Key components of the solution included:

- KORE eSIM in multiple formats (2FF/3FF/4FF) supporting flexible device integration
- Pooled EU data plans, ideal for consistent, low-bandwidth GPS tracking
- ConnectivityPro® management platform, providing centralised control over SIM usage, performance, and diagnostics

This approach aligned perfectly with Eteria's platform, which relies on constant, real-time data to deliver:

- Live vehicle tracking (accurate within 2–5 metres)
- Route optimisation and fuel efficiency improvements
- Driver behaviour monitoring and analytics
- Automated alerts and reporting

By integrating KORE's connectivity into its platform, Eteria was able to deliver a seamless, scalable, and fully connected fleet management solution across Europe.

Results

The partnership with KORE delivered measurable improvements across performance, cost, and scalability:

Operational Performance

- Service uptime increased from 97.12% to 99.05%
- Zero signal loss incidents achieved after deployment
- Reliable, uninterrupted tracking across all operating regions

Geographic Expansion

- Coverage expanded from 5 to 11 European countries
- Enabled entry into new markets, including the UK and Sweden
- Delivered a truly pan-European fleet tracking capability

Cost Efficiency & ROI

- 15% reduction in connectivity costs compared to the previous provider
- Predictable pricing through pooled data plans improved cost control
- Improved ROI across Eteria's GPS tracking services

Scalability & Growth

- Successfully scaled to 900 active SIMs without infrastructure changes
- Flexible platform supports continued expansion across fleets of all sizes

“Our partnership with KORE has been instrumental in delivering reliable, large-scale fleet connectivity for customers like Socogas. With over 250 vehicles in operation, Socogas depends on consistent, real-time visibility - and KORE's connectivity ensures uninterrupted tracking, accurate route data, and full service continuity across their entire fleet. Together, we're able to provide the level of reliability and performance that demanding, nationwide operations require.”

— Matteo Gandolfi, Founder and CTO

Conclusion

By partnering with KORE, Eteria transformed its ability to deliver reliable, scalable, and cost-effective fleet connectivity across Europe. The combination of advanced telematics and resilient multi-operator connectivity has positioned Eteria as a trusted partner for international fleet management - enabling its customers to operate more efficiently, expand confidently, and maintain full control over their operations.



About KORE

KORE is a pioneer, leader, and trusted advisor delivering mission critical IoT solutions and services. We empower organizations of all sizes to improve operational and business results by simplifying the complexity of IoT. Our deep IoT knowledge and experience, global reach, purpose-built solutions, and deployment agility accelerate and materially impact our customers' business outcomes.

For more information, visit korewireless.com



About Eteria SRLS

Eteria provides management platforms and telematic devices that make the management of company fleets smarter. Our targets are to reduce fuel consumption, monitor fleet vehicles, optimize mobility, calculate in 10 seconds the fastest route for each of your drivers who make deliveries, send messages and assign new missions to your employees, manage the remote car sharing with keyless access (virtual keys on smartphone).

For more information, visit eteria.biz

