

# The Global Remote Tank Monitoring Market

**The Global Remote Tank Monitoring Market** is a comprehensive report from Berg Insight analysing the latest developments on the market for connected tanks.

This strategic research report from Berg Insight provides you with 90 pages of unique business intelligence including 5-year industry forecasts and expert commentary on which to base your business decisions.

## Highlights from this report:

- ◆ **Insights** from numerous interviews with market-leading companies.
- ◆ **Comprehensive** overview of the remote tank monitoring value chain and key applications.
- ◆ **Summary** of the latest industry trends and developments.
- ◆ **Updated** in-depth profiles of 62 key players in this market.
- ◆ **Reviews** of vendor market shares and competitive dynamics.
- ◆ **Extensive** global and regional market forecasts lasting until 2022.

## The installed base of connected tanks to fivefold in the next 5 years

Berg Insight estimates that the global installed base of active remote tank monitoring (RTM) solutions reached almost 1.8 million units in 2017. Growing at a compound annual growth rate (CAGR) of 37.2 percent, the active installed base is estimated to reach 8.6 million units worldwide in 2022. Berg Insight estimates that the European market accounted for more than 0.4 million active RTM systems at the end of 2017. The North American market is estimated to be larger than the European at around 0.6 million active units. The Asia-Pacific market is moreover estimated to represent an installed base of about 0.6 million RTM systems at the end of 2017. South America and Middle East & Africa are smaller markets having installed bases of 89,000 units and 177,000 units respectively.

There are more than 100 RTM solution vendors active on the market worldwide and this report covers 56 companies. Berg Insight ranks Independent Technologies (WESROC) and DataOnline as the leading RTM solution providers in terms of the active installed base worldwide with installed bases of about 150,000 and 140,000 RTM units respectively at the end of 2017. DataOnline announced the acquisition of Independent Technologies in August 2018 to become the largest RTM solution vendor with more than 1,000 customers in

75 countries. Silicon Controls and SkyBitz (Telular) were in third and fourth place having achieved installed bases of about 100,000 units each. Silicon Controls is based in Australia and primarily focuses on gas tanks whereas SkyBitz is based in the US and most of its tanks under management can be found in North America and a few in Mexico and other countries. Polish AIUT won fifth place and had an installed base of 80,000 tank monitoring systems. ISA – Intelligent Sensing Anywhere and Sensile Technologies follow and have reached 70,000 and 60,000 tanks under management respectively. Varec, Dunraven Systems, ATEK Access Technologies and Powelectrics are also ranked among the largest providers with 30,000–50,000 units each. Other RTM solution providers with installed bases of more than 20,000 RTM systems in active use at the end of 2017 include SilentSoft, Insite Platform Partners, Numerex (Sierra Wireless), FreeWave and FarmChem.

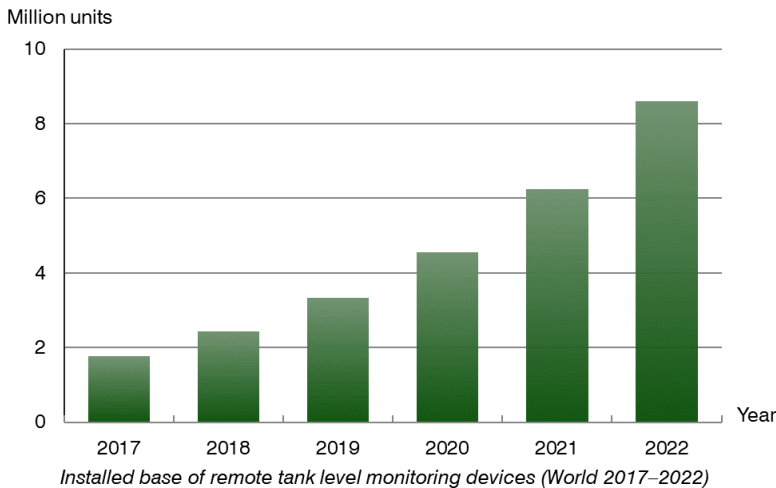


### Berg Insight's M2M Research Series

What are the key business opportunities in the emerging wireless M2M/IoT market? Berg Insight's M2M Research Series is a unique series of 35 market reports published on a regular basis. Each title offers detailed analysis of a specific vertical application area such as smart metering, fleet management or vehicle telematics. Once per year we also publish summaries of our research with detailed forecasts for the Global and European wireless M2M markets, respectively.

## This report answers the following questions:

- ◆ What is the potential market size for remote tank monitoring applications?
- ◆ Which trends and developments are shaping the market?
- ◆ Which are the key application areas for this technology?
- ◆ What business models are used by the solution vendors?
- ◆ What are the market shares for the leading solution vendors?
- ◆ How will emerging LPWA connectivity options affect the market?
- ◆ How will the remote tank level monitoring market evolve in the future?



**Berg Insight** offers premier business intelligence to the telecom industry. We produce concise reports providing key facts and strategic insights about pivotal developments in our focus areas. Berg Insight also offers detailed market forecast databases and advisory services. Our vision is to be the most valuable source of intelligence for our customers.

### Report pricing

PDF 1–5 user license .....1500 EUR  
 PDF corporate license.....3000 EUR

To receive your copy:

1. Place an order online at [www.berginsight.com](http://www.berginsight.com)
2. Email your order to: [info@berginsight.com](mailto:info@berginsight.com)
3. Phone us at +46 31 711 30 91

### Who should buy this report?

The Global Remote Tank Monitoring Market is the foremost source of information about the adoption of connected tank level measurement devices in multiple market segments. Whether you are a device vendor, service provider, telecom operator, investor, consultant, tank fleet owner or government agency, you will gain valuable insights from our in-depth research.

### Related products

Cellular and LPWA IoT Device Ecosystems  
 M2M Applications in the Oil and Gas Industry  
 Industrial Automation and Wireless IoT  
 The Global M2M/IoT Communications Market



## Table of Contents ✨ The Global Remote Tank Monitoring Market

<b>1</b>	<b>Tank monitoring solutions</b>	<b>3</b>	<b>Company profiles and strategies</b>	3.2.12	Fluid Delivery Solutions
1.1	Introduction to remote tank monitoring	3.1	European solution providers	3.2.13	FreeWave Technologies
1.2	Remote tank monitoring infrastructure	3.1.1	AIJUT	3.2.14	Hoover Ferguson Group
1.2.1	Tank segment	3.1.2	AXsensor	3.2.15	Independent Technologies (WESROC)
1.2.2	GNSS segment	3.1.3	Dunraven Systems	3.2.16	Insite Platform Partners (North American Satellite Corporation)
1.2.3	Network segment	3.1.4	Engie Laborelec	3.2.17	New Boundary Technologies
1.2.4	Backoffice segment	3.1.5	ETM Mätteknik	3.2.18	Numerex (Sierra Wireless)
1.3	Tank fleet management	3.1.6	Fuel it	3.2.19	OleumTech
1.3.1	Tank location tracking and level monitoring	3.1.7	GreenCityZen	3.2.20	Peabody Engineering
1.3.2	Security tracking and intervention	3.1.8	HMS Industrial Networks	3.2.21	REDtrac
1.3.3	Regulatory compliance and reporting	3.1.9	iLevel	3.2.22	Rugged Telemetry
1.3.4	Health and safety	3.1.10	ISA – Intelligent Sensing Anywhere	3.2.23	Schmitt Industries (Xact Tank Monitoring Systems)
1.4	Distribution operations management	3.1.11	Kingspan	3.2.24	SkyBitz (Telular)
1.4.1	Optimization of delivery and pick up routes	3.1.12	Measure Connect Display (MCD)	3.2.25	Tank Utility
1.4.2	Inventory management and analytics	3.1.13	Nanolike	3.2.26	Trimble
1.5	Tank segments and use cases	3.1.14	Oriel Systems	3.2.27	Valarm
1.6	Business models and project strategies	3.1.15	Piusi	3.2.28	Varec
<b>2</b>	<b>Market forecasts and trends</b>	3.1.16	Powelectrics	3.2.29	Wise Telemetry
2.1	Market analysis	3.1.17	Schneider Electric	<b>3.3</b>	<b>Rest of World solution providers</b>
2.1.1	The installed base of remote tank monitoring solutions	3.1.18	Sensile Technologies	3.3.1	360Tanks
2.1.2	Remote tank monitoring vendor market shares	3.1.19	Siemens	3.3.2	HyDip (IOR)
<b>2.2</b>	<b>Market drivers and barriers</b>	3.1.20	SilentSoft	3.3.3	Omniflex
2.2.1	Macroeconomic environment	3.1.21	Top Fuel	3.3.4	Silicon Controls
2.2.2	Regulatory environment	<b>3.2</b>	<b>North American solution providers</b>	3.3.5	Solidat Applied Technologies
2.2.3	Competitive environment	3.2.1	Asset Monitoring Solutions	3.3.6	WACnGO
2.2.4	Technology environment	3.2.2	ATEK Access Technologies (TankScan)	<b>3.4</b>	<b>Tank level sensor manufacturers</b>
<b>2.3</b>	<b>Value chain analysis</b>	3.2.3	AT&T	3.4.1	Endress+Hauser
2.3.1	Tank industry players	3.2.4	Automation Products Group	3.4.2	Flowline
2.3.2	Telematics industry players	3.2.5	Banner Engineering	3.4.3	Pepperl+Fuchs
2.3.3	Telecom industry players	3.2.6	DataOnline	3.4.4	Senix
2.3.4	IT industry players	3.2.7	Digi International	3.4.5	Tekelek
<b>2.4</b>	<b>Future industry trends</b>	3.2.8	Electronic Sensors (Level Devil)	3.4.6	Wika
		3.2.9	Emerson		
		3.2.10	FarmChem		
		3.2.11	FLO-CORP		
					<b>Glossary</b>