

The Global Remote Tank Monitoring Market

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

This strategic research report from Berg Insight provides you with 95 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 64 key players in this market.
- ◆ **Reviews** of vendor market shares and competitive dynamics.
- ◆ **Extensive** global and regional market forecasts lasting until 2023.

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 2.5 million units in 2018. Growing at a compound annual growth rate (CAGR) of 36.3 percent, the active installed base is estimated to reach 11.9 million units worldwide in 2023. Berg Insight estimates that the European market accounted for more than 0.6 million active RTM systems at the end of 2018. The North American market is estimated to be larger than the European at around 0.9 million active units. The Asia-Pacific market is moreover estimated to represent an installed base of about 0.7 million RTM systems at the end of 2018. South America and Middle East & Africa are smaller markets having installed bases of 127,000 units and 253,000 units respectively.

There are more than 100 RTM solution vendors active on the market worldwide and this report covers 58 companies. Berg Insight ranks Anova (formerly DataOnline) as the leading RTM solution provider in terms of the active installed base worldwide with an installed base of about 380,000 RTM units at the end of 2018. Anova has done a string of acquisitions including Independent Technologies, Wikon, ISA and iTank (Sierra Wireless) to become the largest RTM solution vendor with more than 1,000 customers in 70 countries. Silicon

Controls and SkyBitz (Ametek) were in second and third place having achieved installed bases of about 250,000 units and 130,000 units respectively. 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 and Tecson from Germany shared fourth place and had each an installed base of 100,000 tank monitoring systems. ISA – Intelligent Sensing Anywhere and Sensile Technologies follow and have reached 75,000 and 70,000 tanks under management respectively. Varec, ATEK Access Technologies, Dunraven Systems and Kingspan are also ranked among the largest providers with 35,000–50,000 units each. Other RTM solution providers with installed bases of more than 25,000 RTM systems in active use at the end of 2018 include Powelectrics, Tank Utility, FreeWave, SilentSoft and Insite Platform Partners.

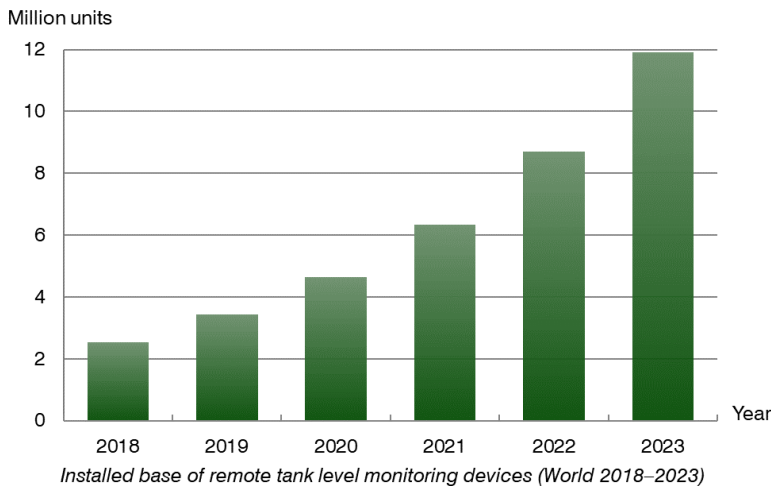


Berg Insight's M2M Research Series

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 license1500 EUR
 PDF corporate license.....3000 EUR

To receive your copy:

1. Place an order online at www.berginsight.com
2. Email your order to: 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
 IIoT 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

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