

Our hardware can also be installed alongside other telematics devices, enabling integration without requiring changes to the existing setup.

ANUP PATIL
CEO & Co-Founder, Intangles Lab

What key market drivers or industry trends are currently shaping buyer preferences (e.g., demand for higher durability, fuel efficiency, automation, or telematics integration)?

The market is increasingly moving towards telematics, artificial intelligence (AI), and software-defined vehicles (SDV) to improve fleet efficiency, uptime and operational decision-making. The focus is shifting from traditional vehicle tracking to using real-time data to understand vehicle health, fuel consumption, and driving behaviour, and to predict maintenance needs. For instance, in May 2026, nearly 20% of truck operators were idle due to a diesel shortage, showing that in disruptive times, predictive analysis, route optimisation, and fuel optimisation can help fleet operators manage operational challenges.

In addition, reducing Total Cost of Ownership (TCO) remains a fundamental consideration for fleet operators. The focus is shifting from simply monitoring fuel consumption to using real-time data to identify gaps, optimise routes, and evaluate driver behaviour. This makes intelligent and advanced telematics an increasingly important tool for turning data into measurable, cost-saving decisions in real time. Uptime is another key factor; fleet operators increasingly want greater visibility into vehicle health so they can spot potential issues earlier and carry out proactive maintenance, reducing vehicle downtime.

Fleet operators who move early on predictive intelligence will be better placed to manage these disruptions than those still relying on reactive maintenance and manual tracking.



What major product innovations, technological advancements, or performance enhancements has your company recently introduced?

Recently, we have continued improving our AI-powered fleet intelligence capabilities to deliver more actionable, predictive insights into vehicle health and performance. At PRAWAAS 5.0 in July 2026, we showcased these capabilities and engaged with fleet operators, OEMs, transport authorities and industry leaders from across the passenger mobility ecosystem.

Our technology is built around real-time vehicle data and physics-based AI models that are extremely accurate, especially compared to traditional machine learning algorithms. We leverage data from over 500,000 vehicles and over 15 trillion sensory data points every year to deliver extremely accurate predictions.

Our hardware device, InGenious, is central to our solution. It connects to any OBD-II port and reads ECU data across engine, fuel, brake, battery, and aftertreatment systems with no extra vehicle modifications or additional sensors required. The hardware can also handle a vast amount of data and transmit it safely and securely from your vehicle, allowing our patented algorithms and Digital Twin Technology

to keep your vehicle operating efficiently. In June 2026, we further advanced our predictive AI capabilities, delivering 96% accuracy and identifying potential failures 2-4 weeks before a fault code is triggered. Platform-wide results include a 75% reduction in powertrain breakdown events and a 10-30% increase in fleet uptime. DrivelQ (Advanced Driver Scorecard) tracks 20+ driving behaviour exceptions with risk-weighted scoring, improving driving behaviour 20-30% across the fleet. In addition, our fuel monitoring uses existing enhanced OEM sensors, delivering a 2-10% improvement in fuel efficiency.

With the push toward localization and 'Make in India', what steps are you taking to scale up local manufacturing capabilities and maintain global quality standards?

Our approach to 'Make in India' is to strengthen India-based hardware and engineering capabilities (including patented algorithms) while ensuring the products we develop meet global requirements. We are building our proprietary hardware range and integrated hardware-software architecture, which provides stronger oversight of data capture, product performance and quality. Intangles supports diesel, gasoline, propane, CNG, LNG and EVs, with more than 2,000 engine configurations. Our hardware can also be installed alongside other telematics devices, enabling integration without requiring changes to the existing setup.

We also conduct thorough hardware quality checks and testing aligned with recognised compliance standards. Our devices are designed to operate reliably in demanding vehicle environments and hold certifications including CE, REACH, WEEE and RoHS, supporting compliance with international quality and safety norms. Recently, we launched the AIS 140-enabled solution range for India, certified by ARAI and meeting other state-specific requirements.

As we scale, one of our priorities is to deepen our local hardware and engineering ecosystem while maintaining consistent testing, compliance, and quality and safety checks. This approach enables us to use India as a base for developing 'Make in India' technology, which will have global applications while holding the same performance standards across markets.



What is your outlook for the component and spares market over the next 2–3 years, and what key growth opportunities do you anticipate?

We see an overall positive outlook for the component and spares market over the next 2-3 years, supported by industry estimates showing the Indian auto-component industry grew 12% in FY 2025-26 to INR 7.6 trillion, while the aftermarket grew 9% to INR 1.08 trillion, indicating continued demand and supply for auto components and maintenance services.

We believe a key opportunity will be the growing adoption of technology-enabled and predictive maintenance. As vehicles become more connected, fleet operators can use real-time vehicle data to identify potential component issues and replacements in advance, reducing unplanned or sudden downtime. This can make the maintenance process more efficient and help fleets shift from unplanned/reactive maintenance to prescriptive maintenance.

Localisation can be another key opportunity as India's component industry continues to grow; industry data shows imports grew 13% in FY 2025-26 compared with 5% growth in exports, pointing to the scope to develop 'Make in India' products that comply with international quality and safety standards as well as provide quality performance as per the market standards.

Over the next few years, we expect steady growth in the components and spare market, driven by an expanding aftermarket, increasing adoption of technology-enabled maintenance, and greater focus on localisation. ■

Fleet operators who move early on predictive intelligence will be better placed to manage these disruptions than those still relying on reactive maintenance and manual tracking.