

## United States Insurance Telematics Industry 2016 Market Research Report

https://marketpublishers.com/r/UD12D9222BCEN.html

Date: February 2016 Pages: 134 Price: US\$ 3,800.00 (Single User License) ID: UD12D9222BCEN

### **Abstracts**

The United States Insurance Telematics Industry 2016 Market Research Report is a professional and in-depth study on the current state of the Insurance Telematics industry.

The report provides a basic overview of the industry including definitions, classifications, applications and industry chain structure. The Insurance Telematics market analysis is provided for the United States markets including development trends, competitive landscape analysis, and key regions development status.

Development policies and plans are discussed as well as manufacturing processes and Bill of Materials cost structures are also analyzed. This report also states import/export consumption, supply and demand Figures, cost, price, revenue and gross margins.

The report focuses on United States major leading industry players providing information such as company profiles, product picture and specification, capacity, production, price, cost, revenue and contact information. Upstream raw materials and equipment and downstream demand analysis is also carried out. The Insurance Telematics industry development trends and marketing channels are analyzed. Finally the feasibility of new investment projects are assessed and overall research conclusions offered.

With 153 tables and figures the report provides key statistics on the state of the industry and is a valuable source of guidance and direction for companies and individuals interested in the market.



### Contents

#### **1 INDUSTRY OVERVIEW**

- 1.1 Definition and Specifications of Insurance Telematics
- 1.2 Classification of Insurance Telematics
- 1.3 Applications of Insurance Telematics
- 1.4 Industry Chain Structure of Insurance Telematics
- 1.5 Industry Overview of Insurance Telematics
- 1.6 Industry Policy Analysis of Insurance Telematics
- 1.7 Industry News Analysis of Insurance Telematics

## 2 MANUFACTURING COST STRUCTURE ANALYSIS OF INSURANCE TELEMATICS

2.1 Bill of Materials (BOM) of Insurance Telematics

- 2.2 BOM Price Analysis of Insurance Telematics
- 2.3 Labor Cost Analysis of Insurance Telematics
- 2.4 Depreciation Cost Analysis of Insurance Telematics
- 2.5 Manufacturing Cost Structure Analysis of Insurance Telematics
- 2.6 Manufacturing Process Analysis of Insurance Telematics
- 2.7 United States Price, Cost and Gross of Insurance Telematics 2011-2016

#### **3 TECHNICAL DATA AND MANUFACTURING PLANTS ANALYSIS**

3.1 Capacity and Commercial Production Date of United States Key Manufacturers in 2015

3.2 Manufacturing Plants Distribution of United States Key Insurance Telematics Manufacturers in 2015

3.3 R&D Status and Technology Source of United States Insurance Telematics Key Manufacturers in 2015

3.4 Raw Materials Sources Analysis of United States Insurance Telematics Key Manufacturers in 2015

#### 4 PRODUCTION ANALYSIS OF INSURANCE TELEMATICS BY REGIONS, TYPE, AND APPLICATIONS

4.1 United States Production of Insurance Telematics by Regions 2011-20164.2 United States Production of Insurance Telematics by Type 2011-2016



4.3 United States Sales of Insurance Telematics by Applications 2011-2016
4.4 Price Analysis of United States Insurance Telematics Key Manufacturers in 2015
4.5 United States Capacity, Production, Import, Export, Sales, Price, Cost and Revenue of Insurance Telematics 2011-2016

#### 5 CONSUMPTION VOLUME AND CONSUMPTION VALUE ANALYSIS OF INSURANCE TELEMATICS BY REGIONS

5.1 United States Consumption Volume of Insurance Telematics by Regions 2011-20165.2 United States Consumption Value of Insurance Telematics by Regions 2011-20165.3 United States Consumption Price Analysis of Insurance Telematics by Regions 2011-2016

#### 6 ANALYSIS OF INSURANCE TELEMATICS PRODUCTION, SUPPLY, SALES AND MARKET STATUS 2011-2016

6.1 Capacity, Production, Sales, and Revenue of Insurance Telematics 2011-2016

6.2 Production Market Share and Sales Market Share Analysis of Insurance Telematics 2014-2015

6.3 Sales Overview of Insurance Telematics 2011-2016

6.4 Supply, Consumption and Gap of Insurance Telematics 2011-2016

6.5 Import, Export and Consumption of Insurance Telematics 2011-2016

6.6 Cost, Price, Revenue and Gross Margin of Insurance Telematics 2011-2016

#### 7 ANALYSIS OF INSURANCE TELEMATICS INDUSTRY KEY MANUFACTURERS

7.1 Agero Inc.

- 7.1.1 Company Profile
- 7.1.2 Product Picture and Specification
- 7.1.3 Capacity, Production, Price, Cost, Gross, and Revenue
- 7.1.4 Agero Inc. SWOT Analysis

7.2 Aplicom OY

- 7.2.1 Company Profile
- 7.2.2 Product Picture and Specification
- 7.2.3 Capacity, Production, Price, Cost, Gross, and Revenue
- 7.2.4 Aplicom OY SWOT Analysis

7.3 Masternaut Limited

- 7.3.1 Company Profile
- 7.3.2 Product Picture and Specification



- 7.3.3 Capacity, Production, Price, Cost, Gross, and Revenue
- 7.3.4 Masternaut Limited SWOT Analysis
- 7.4 Mix Telematics
  - 7.4.1 Company Profile
  - 7.4.2 Product Picture and Specification
  - 7.4.3 Capacity, Production, Price, Cost, Gross, and Revenue
  - 7.4.4 Mix Telematics SWOT Analysis
- 7.5 Octo Telematics
  - 7.5.1 Company Profile
  - 7.5.2 Product Picture and Specification
- 7.5.3 Capacity, Production, Price, Cost, Gross, and Revenue
- 7.5.4 Octo Telematics SWOT Analysis
- 7.6 Sierra Wireless
  - 7.6.1 Company Profile
  - 7.6.2 Product Picture and Specification
  - 7.6.3 Capacity, Production, Price, Cost, Gross, and Revenue
- 7.6.4 Sierra Wireless SWOT Analysis
- 7.7 TOMTOM Telematics (TOMTOM)
- 7.7.1 Company Profile
- 7.7.2 Product Picture and Specification
- 7.7.3 Capacity, Production, Price, Cost, Gross, and Revenue
- 7.7.4 TOMTOM Telematics (TOMTOM) SWOT Analysis
- 7.8 Telogis
  - 7.8.1 Company Profile
  - 7.8.2 Product Picture and Specification
  - 7.8.3 Capacity, Production, Price, Cost, Gross, and Revenue
  - 7.8.4 Telogis SWOT Analysis
- 7.9 Trimble Navigation
  - 7.9.1 Company Profile
  - 7.9.2 Product Picture and Specification
  - 7.9.3 Capacity, Production, Price, Cost, Gross, and Revenue
- 7.9.4 Trimble Navigation SWOT Analysis
- 7.10 Verizon Enterprise Solutions
  - 7.10.1 Company Profile
  - 7.10.2 Product Picture and Specification
  - 7.10.3 Capacity, Production, Price, Cost, Gross, and Revenue
  - 7.10.4 Verizon Enterprise Solutions SWOT Analysis

#### **8 PRICE AND GROSS MARGIN ANALYSIS**



- 8.1 Analysis of Price
- 8.2 Gross Margin Analysis
- 8.3 Price Comparison by Regions
- 8.4 Price Analysis of Different Insurance Telematics Product Types
- 8.5 Market Share Analysis of Different Insurance Telematics Price Levels
- 8.6 Gross Margin Analysis of Different Insurance Telematics Applications

## 9 MARKETING TRADER OR DISTRIBUTOR ANALYSIS OF INSURANCE TELEMATICS

- 9.1 Marketing Channels Status of Insurance Telematics
- 9.2 Traders or Distributors of Insurance Telematics with Contact Information

9.3 Ex-work Price, Channel Price and End Buyer Price Analysis of Insurance Telematics

9.4 United States Import, Export and Trade Analysis of Insurance Telematics

#### 10 DEVELOPMENT TREND OF INSURANCE TELEMATICS INDUSTRY 2016-2021

- 10.1 Capacity and Production Overview of Insurance Telematics 2016-2021
- 10.2 Production Market Share by Product Types of Insurance Telematics 2016-2021
- 10.3 Sales and Sales Revenue Overview of Insurance Telematics 2016-2021
- 10.4 United States Sales of Insurance Telematics by Applications 2016-2021
- 10.5 Import, Export and Consumption of Insurance Telematics 2016-2021
- 10.6 Cost, Price, Revenue and Gross Margin of Insurance Telematics 2016-2021

# 11 INDUSTRY CHAIN SUPPLIERS OF INSURANCE TELEMATICS WITH CONTACT INFORMATION

11.1 Major Raw Materials Suppliers of Insurance Telematics with Contact Information11.2 Manufacturing Equipment Suppliers of Insurance Telematics with ContactInformation

- 11.3 Major Players of Insurance Telematics with Contact Information
- 11.4 Key Consumers of Insurance Telematics with Contact Information
- 11.5 Supply Chain Relationship Analysis of Insurance Telematics

#### 12 NEW PROJECT INVESTMENT FEASIBILITY ANALYSIS OF INSURANCE TELEMATICS



12.1 New Project SWOT Analysis of Insurance Telematics

12.2 New Project Investment Feasibility Analysis of Insurance Telematics

#### 13 CONCLUSION OF THE UNITED STATES INSURANCE TELEMATICS INDUSTRY 2016 MARKET RESEARCH REPORT



### List Of Tables

#### LIST OF TABLES AND FIGURES

Figure Picture of Insurance Telematics Table Product Specifications of Insurance Telematics Table Classification of Insurance Telematics Figure United States Sales Market Share of Insurance Telematics by Product Types in 2015 Table Applications of Insurance Telematics Figure United States Sales Market Share of Insurance Telematics by Applications in 2015 Figure Industry Chain Structure of Insurance Telematics Table United States Industry Overview of Insurance Telematics Table Industry Policy of Insurance Telematics Table Industry News List of Insurance Telematics Table Bill of Materials (BOM) of Insurance Telematics Table Bill of Materials (BOM) Price of Insurance Telematics Table Labor Cost of Insurance Telematics Table Depreciation Cost of Insurance Telematics Table Manufacturing Cost Structure Analysis of Insurance Telematics in 2015 Figure Manufacturing Process Analysis of Insurance Telematics Table United States Price Analysis of Insurance Telematics 2011-2016 (USD/Unit) Table United States Cost Analysis of Insurance Telematics 2011-2016 (USD/Unit) Table United States Gross Analysis of Insurance Telematics 2011-2016 Table Capacity (K Units) and Commercial Production Date of United States Insurance **Telematics Key Manufacturers in 2015** Table Manufacturing Plants Distribution of United States Key Insurance Telematics Manufacturers in 2015 Table R&D Status and Technology Source of United States Insurance Telematics Key Manufacturers in 2015 Table Raw Materials Sources Analysis of United States and United States Insurance **Telematics Key Manufacturers in 2015** Table United States Production of Insurance Telematics by Regions 2011-2016 (K Units) Table United States Production Market Share of Insurance Telematics by Regions 2011-2016 Figure United States Production Market Share of Insurance Telematics by Regions in 2014



Figure United States Production Market Share of Insurance Telematics by Regions in 2015

Table United States Production of Insurance Telematics by Types in 2011-2016 (K Units)

Table United States Production Market Share of Insurance Telematics by Type in 2011-2016

Figure United States Production Market Share of Insurance Telematics by Type in 2014 Figure United States Production Market Share of Insurance Telematics by Type in 2015 Table United States Sales of Insurance Telematics by Applications 2011-2016 (K Units) Table United States Production Market Share of Insurance Telematics by Applications 2011-2016

Figure United States Production Market Share of Insurance Telematics by Applications in 2014

Figure United States Production Market Share of Insurance Telematics by Applications in 2015

Table Price Comparison of United States Insurance Telematics Key Manufacturers in 2015 (USD/Unit)

Table United States Capacity, Production, Import Export Sales Price, Cost and Revenue (M USD) of Insurance Telematics 2011-2016

Table United States Consumption Volume of Insurance Telematics by Regions 2011-2016 (K Units)

Table United States Consumption Volume Market Share of Insurance Telematics by Regions 2011-2016

Figure United States Consumption Volume Market Share of Insurance Telematics by Regions in 2014

Figure United States Consumption Volume Market Share of Insurance Telematics by Regions in 2015

Table United States Consumption Value of Insurance Telematics by Regions2011-2016 (M USD)

Table United States Consumption Value Market Share of Insurance Telematics by Regions 2011-2016

Figure United States Consumption Value Market Share of Insurance Telematics by Regions in 2014

Figure United States Consumption Value Market Share of Insurance Telematics by Regions in 2015

Table Consumption Price of Insurance Telematics by Regions 2011-2016 (USD/Unit) Table United States and Major Manufacturers Capacity of Insurance Telematics 2011-2016 (K Units)

Table United States Capacity Market Share of Major Insurance Telematics



Manufacturers 2011-2016

Table United States and Major Manufacturers Production of Insurance Telematics 2011-2016 (K Units)

Table United States Production Market Share of Major Insurance Telematics Manufacturers 2011-2016

Table United States and Major Manufacturers Sales of Insurance Telematics 2011-2016 (K Units)

Table United States Sales Market Share of Major Insurance Telematics Manufacturers2011-2016

Table United States and Major Manufacturers Sales Revenue of Insurance Telematics 2011-2016 (M USD)

Table United States Sales Revenue Market Share of Major Insurance TelematicsManufacturers 2011-2016

Figure United States Capacity (K Units), Production (K Units) and Growth Rate of Insurance Telematics 2011-2016

Figure United States Capacity Utilization Rate of Insurance Telematics 2011-2016 Figure United States Sales Revenue (M USD) and Growth Rate of Insurance Telematics 2011-2016

Figure United States Production Market Share of Major Insurance Telematics Manufacturers in 2014

Figure United States Production Market Share of Major Insurance Telematics Manufacturers in 2015

Figure United States Sales Market Share of Major Insurance Telematics Manufacturers in 2014

Figure United States Sales Market Share of Major Insurance Telematics Manufacturers in 2015

Figure United States Sales (K Units) and Growth Rate of Insurance Telematics 2011-2016

Table United States Supply, Consumption and Gap of Insurance Telematics 2011-2016 (K Units)

Table United States Import, Export and Consumption of Insurance Telematics 2011-2016 (K Units)

Table Price of United States Insurance Telematics Major Manufacturers 2011-2016 (USD/Unit)

Table Gross Margin of United States Insurance Telematics Major Manufacturers2011-2016

Table United States and Major Manufacturers Revenue of Insurance Telematics 2011-2016 (M USD)

Table United States Capacity (K Units), Production (K Units), Price (USD/Unit), Cost



(USD/Unit), Revenue (M USD) and Gross Margin of Insurance Telematics 2011-2016 Table Agero Inc. Company Profile (Contact Information Plant Location Capacity Revenue etc)

Figure Insurance Telematics Picture and Specifications of Agero Inc.

Table Insurance Telematics Capacity (K Units), Production (K Units), Price (USD/Unit), Cost (USD/Unit), Gross (USD/Unit), Revenue (M USD) and Gross Margin of Agero Inc. 2011-2016

Figure Insurance Telematics Capacity (K Units), Production (K Units) and Growth Rate of Agero Inc. 2011-2016

Figure Insurance Telematics Production (K Units) and United States Market Share of Agero Inc. 2011-2016

Table Agero Inc. Insurance Telematics SWOT Analysis

Table Aplicom OY Company Profile (Contact Information Plant Location Capacity Revenue etc)

Figure Insurance Telematics Picture and Specifications of Aplicom OY

Table Insurance Telematics Capacity (K Units), Production (K Units), Price (USD/Unit), Cost (USD/Unit), Gross (USD/Unit), Revenue (M USD) and Gross Margin of Aplicom OY 2011-2016

Figure Insurance Telematics Capacity (K Units), Production (K Units) and Growth Rate of Aplicom OY 2011-2016

Figure Insurance Telematics Production (K Units) and United States Market Share of Aplicom OY 2011-2016

Table Aplicom OY Insurance Telematics SWOT Analysis

Table Masternaut Limited Company Profile (Contact Information Plant Location Capacity Revenue etc)

Figure Insurance Telematics Picture and Specifications of Masternaut Limited

Table Insurance Telematics Capacity (K Units), Production (K Units), Price (USD/Unit),

Cost (USD/Unit), Gross (USD/Unit), Revenue (M USD) and Gross Margin of Masternaut Limited 2011-2016

Figure Insurance Telematics Capacity (K Units), Production (K Units) and Growth Rate of Masternaut Limited 2011-2016

Figure Insurance Telematics Production (K Units) and United States Market Share of Masternaut Limited 2011-2016

Table Masternaut Limited Insurance Telematics SWOT Analysis

Table Mix Telematics Company Profile (Contact Information Plant Location Capacity Revenue etc)

Figure Insurance Telematics Picture and Specifications of Mix Telematics Table Insurance Telematics Capacity (K Units), Production (K Units), Price (USD/Unit), Cost (USD/Unit), Gross (USD/Unit), Revenue (M USD) and Gross Margin of Mix



Telematics 2011-2016

Figure Insurance Telematics Capacity (K Units), Production (K Units) and Growth Rate of Mix Telematics 2011-2016

Figure Insurance Telematics Production (K Units) and United States Market Share of Mix Telematics 2011-2016

Table Mix Telematics Insurance Telematics SWOT Analysis

Table Octo Telematics Company Profile (Contact Information Plant Location Capacity Revenue etc)

Figure Insurance Telematics Picture and Specifications of Octo Telematics

Table Insurance Telematics Capacity (K Units), Production (K Units), Price (USD/Unit),

Cost (USD/Unit), Gross (USD/Unit), Revenue (M USD) and Gross Margin of Octo Telematics 2011-2016

Figure Insurance Telematics Capacity (K Units), Production (K Units) and Growth Rate of Octo Telematics 2011-2016

Figure Insurance Telematics Production (K Units) and United States Market Share of Octo Telematics 2011-2016

 Table Octo Telematics Insurance Telematics SWOT Analysis

Table Sierra Wireless Company Profile (Contact Information Plant Location Capacity Revenue etc)

Figure Insurance Telematics Picture and Specifications of Sierra Wireless

Table Insurance Telematics Capacity (K Units), Production (K Units), Price (USD/Unit), Cost (USD/Unit), Gross (USD/Unit), Revenue (M USD) and Gross Margin of Sierra Wireless 2011-2016

Figure Insurance Telematics Capacity (K Units), Production (K Units) and Growth Rate of Sierra Wireless 2011-2016

Figure Insurance Telematics Production (K Units) and United States Market Share of Sierra Wireless 2011-2016

Table Sierra Wireless Insurance Telematics SWOT Analysis

Table TOMTOM Telematics (TOMTOM) Company Profile (Contact Information Plant Location Capacity Revenue etc)

Figure Insurance Telematics Picture and Specifications of TOMTOM Telematics (TOMTOM)

Table Insurance Telematics Capacity (K Units), Production (K Units), Price (USD/Unit), Cost (USD/Unit), Gross (USD/Unit), Revenue (M USD) and Gross Margin of TOMTOM Telematics (TOMTOM) 2011-2016

Figure Insurance Telematics Capacity (K Units), Production (K Units) and Growth Rate of TOMTOM Telematics (TOMTOM) 2011-2016

Figure Insurance Telematics Production (K Units) and United States Market Share of TOMTOM Telematics (TOMTOM) 2011-2016



Table TOMTOM Telematics (TOMTOM) Insurance Telematics SWOT Analysis Table Telogis Company Profile (Contact Information Plant Location Capacity Revenue etc)

Figure Insurance Telematics Picture and Specifications of Telogis

Table Insurance Telematics Capacity (K Units), Production (K Units), Price (USD/Unit), Cost (USD/Unit), Gross (USD/Unit), Revenue (M USD) and Gross Margin of Telogis

2011-2016

Figure Insurance Telematics Capacity (K Units), Production (K Units) and Growth Rate of Telogis 2011-2016

Figure Insurance Telematics Production (K Units) and United States Market Share of Telogis 2011-2016

Table Telogis Insurance Telematics SWOT Analysis

Table Trimble Navigation Company Profile (Contact Information Plant Location Capacity Revenue etc)

Figure Insurance Telematics Picture and Specifications of Trimble Navigation Table Insurance Telematics Capacity (K Units), Production (K Units), Price (USD/Unit), Cost (USD/Unit), Gross (USD/Unit), Revenue (M USD) and Gross Margin of Trimble Navigation 2011-2016

Figure Insurance Telematics Capacity (K Units), Production (K Units) and Growth Rate of Trimble Navigation 2011-2016

Figure Insurance Telematics Production (K Units) and United States Market Share of Trimble Navigation 2011-2016

Table Trimble Navigation Insurance Telematics SWOT Analysis

Table Verizon Enterprise Solutions Company Profile (Contact Information PlantLocation Capacity Revenue etc)

Figure Insurance Telematics Picture and Specifications of Verizon Enterprise Solutions Table Insurance Telematics Capacity (K Units), Production (K Units), Price (USD/Unit), Cost (USD/Unit), Gross (USD/Unit), Revenue (M USD) and Gross Margin of Verizon Enterprise Solutions 2011-2016

Figure Insurance Telematics Capacity (K Units), Production (K Units) and Growth Rate of Verizon Enterprise Solutions 2011-2016

Figure Insurance Telematics Production (K Units) and United States Market Share of Verizon Enterprise Solutions 2011-2016

Table Verizon Enterprise Solutions Insurance Telematics SWOT Analysis

Table Insurance Telematics Price by Regions 2011-2016

Table Insurance Telematics Price by Product Types 2011-2016

 Table Insurance Telematics Price by Companies 2011-2016

Table Insurance Telematics Gross Margin by Companies 2011-2016

Table Price Comparison of Insurance Telematics by Regions 2011-2016 (USD/Unit)



 Table Price of Different Insurance Telematics Product Types (USD/Unit)

Table Market Share of Different Insurance Telematics Price Level

Table Gross Margin of Different Insurance Telematics Applications

Table Marketing Channels Status of Insurance Telematics

Table Traders or Distributors of Insurance Telematics with Contact Information Table Ex-work Price, Channel Price and End Buyer Price of Insurance Telematics (USD/Unit) in 2015

Table United States Import, Export, and Trade of Insurance Telematics (K Units) Figure United States Capacity (K Units), Production (K Units) and Growth Rate of Insurance Telematics 2016-2021

Figure United States Capacity Utilization Rate of Insurance Telematics 2016-2021 Table United States Insurance Telematics Production by Type 2016-2021 (K Units) Table United States Insurance Telematics Production Market Share by Type 2016-2021 Figure United States Production Market Share of Insurance Telematics by Type in 2021 Figure United States Sales (K Units) and Growth Rate of Insurance Telematics 2016-2021

Figure United States Sales Revenue (Million USD) and Growth Rate of Insurance Telematics 2016-2021

Figure United States Sales of Insurance Telematics by Applications 2016-2021 (K Units)

Table United States Production Market Share of Insurance Telematics by Applications 2016-2021

Figure United States Production Market Share of Insurance Telematics by Applications in 2021

Table United States Production, Import, Export and Consumption of Insurance Telematics 2016-2021 (K Units)

Table United States Production (K Units), Price (USD/Unit), Cost (USD/Unit), Revenue (M USD) and Gross Margin of Insurance Telematics 2016-2021

Table Major Raw Materials Suppliers of Insurance Telematics with Contact Information Table Manufacturing Equipment Suppliers of Insurance Telematics with Contact Information

Table Major Players of Insurance Telematics with Contact Information

Table Key Consumers of Insurance Telematics with Contact Information

Table Supply Chain Relationship Analysis of Insurance Telematics

Table New Project SWOT Analysis of Insurance Telematics

Table New Project Investment Feasibility Analysis of Insurance Telematics

Table Part of Interviewees Record List



#### I would like to order

Product name: United States Insurance Telematics Industry 2016 Market Research Report Product link: <u>https://marketpublishers.com/r/UD12D9222BCEN.html</u>

Price: US\$ 3,800.00 (Single User License / Electronic Delivery) If you want to order Corporate License or Hard Copy, please, contact our Customer Service: <u>info@marketpublishers.com</u>

#### Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <u>https://marketpublishers.com/r/UD12D9222BCEN.html</u>

To pay by Wire Transfer, please, fill in your contact details in the form below:

First name: Last name: Email: Company: Address: City: Zip code: Country: Tel: Fax: Your message:

\*\*All fields are required

Custumer signature \_\_\_\_\_

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms & Conditions at <u>https://marketpublishers.com/docs/terms.html</u>

To place an order via fax simply print this form, fill in the information below and fax the completed form to +44 20 7900 3970