

Aplicom

NEWSLETTER
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Norwegian tractor distributor enhanced its business model thanks to Aplicom L-series

In Norway all New Holland-tractors are to be equipped with Aplicom L-series when they are taken into use. The first 100 units have already been installed during the past few months. The project is developed and operated by Aplicom's Norwegian partner, Systor Vest (www.systorvest.no).

Systor Vest's customer is Norway's national distributor of New Holland tractors, A-K Maskiner AS. A-K serves as a network of dealerships, both owned and based on franchise, who in turn serve the local clients of their geographical area. Every link on this chain from the distributor to the end-customer benefits from this project.

The Aplicom L-series is installed at the dealership when a new tractor is sold. The module's main task is to monitor the number of actual operating hours of the tractor, which are reported daily via GPRS. This constant monitoring has enabled the distributor to pursue a new variant of its business model: new tractors are covered by an extensive guarantee, including mandatory service intervals, billed by the actual operating hours.



The dealerships are also now able to monitor the customer's tractor usage. They are given access to a website with running hours and an estimate on when the tractor will need service. This enables the dealership to plan its service schedule better.

The end-customer benefits as well: the new service model with an extensive guarantee makes the tractor ownership cost easy to budget ahead, and the entire ownership-experience practically hassle-free.



Season's Greetings

Aplicom would like to thank all its cooperation partners for the past year! We wish you happy holidays and a prosperous year 2007!

Dutch fire fighting equipment company automated its company fleet with C-series

Saval is a Dutch company active in the area of fire fighting equipment since 1925. It is part of the Imtech group, an extensive group of companies with 16 000 employees worldwide in diverse technological fields.

Saval's service and maintenance department guarantees monitoring and maintenance of fire extinguishing appliances. More than 100 service engineers are active in this area on a daily basis.



„We wanted to automate our field service department in phases. That is why we chose a growing path in which we started with the track & trace functionality and the registration of working hours and rides. After the first phase we will completely automate our field service including digitalizing our service reports.“ says Norbert Albersen, Customer Relation Manager at Saval.

Aplicom C-series hardware offers the possibility to arrange the complete ride administration and Tensing Fleet Management (www.tensing.nl) enables Saval to keep track and trace of each vehicle in case of emergency calls. Saval also uses the Aplicom DT 1000 display with which the service engineers can specify their rides by typing in the correct service order and the type of activity (repair, service, other oblique task etc.). This is easily done by hand which makes it possible for the service engineer to work quickly and to limit the administrative tasks to a minimum.

Aplicom present at CeBIT 2007

Aplicom is attending the CeBIT 2007 fair in Hannover in March (15.-21.3). We are presenting our latest products at the fair, please come and hear how Aplicom products can be part of your projects.

Our stand is in the Telematics & Navigation hall, Hall 11. The stand number is G65. Hoping to see you there!

Aplicom®

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