

This solution makes possible:

- More efficient production and logistics
– Reduced costs
- Optimized route planning ¹⁾
- Reduced car traffic thus improving the environment
- Better customer support
- Reduced administration
- Reduced use of paper ²⁾
- Faster invoicing

Per Klemmedsson, Project Manager Logistics Development, Lantmännen:

“Our mobile communication system from FältCom has an incredible potential. Throughout the development work, we’ve discovered several new functions that we were able to add. It’s really only your imagination that sets the limits.”

¹⁾ 1% shorter driving distances equal EUR 130,000 less in transport costs per year for Lantmännen.

²⁾ 250,000 fewer A4 printouts per year.

Lantmännen (The Swedish Farmers Corporation) is streamlining feed transports using technology from FältCom

Lantmännen has taken the lead in terms of streamlined transports and production. Drivers, transport management, factories and the accounting department have been integrated into a cost-efficient logistic solution. Technology from FältCom allows secure and reliable communications between feed trucks and Lantmännen’s business and production systems.

Advantages

Reduced administration, faster invoicing, and optimised route planning are some of the advantages achieved by the new system. Shorter driving routes also result in reduced air pollution and, in the long-term, a healthier environment.

This is how it works

Communication with the trucks occurs in real-time over a GPRS/EDGE network using FältCom MIIPS® terminals. The information is sent encrypted and the connections are monitored continually from FältCom’s Device Management system.

Assignments are sent straight from the business system to the trucks. The vehicle computer provides continual access to current customer information and transport reports are inputted directly using a touch-sensitive screen. The system then produces automatic customer invoices a few minutes after delivery. The computer can also be used to book loadings, which reduces queues at the factories.

The exact location of the trucks are moni-



Lantmännen’s 80 feed trucks serve a total of 12,000 customers and each year they make 200,000 customer stops.

tored using the built-in GPS module in the FältCom MIIPS® terminal, giving Lantmännen’s logistics central continual updates of where the trucks are located. For example, trucks can easily be redirected for unplanned emergency deliveries.

The system also provides precise data for calculating payments to contractors for transports.

This communication solution has been developed in close cooperation between Lantmännen and FältCom.

CASE STUDY

FältCom MIIPS®



FältCom Enterprise Solutions

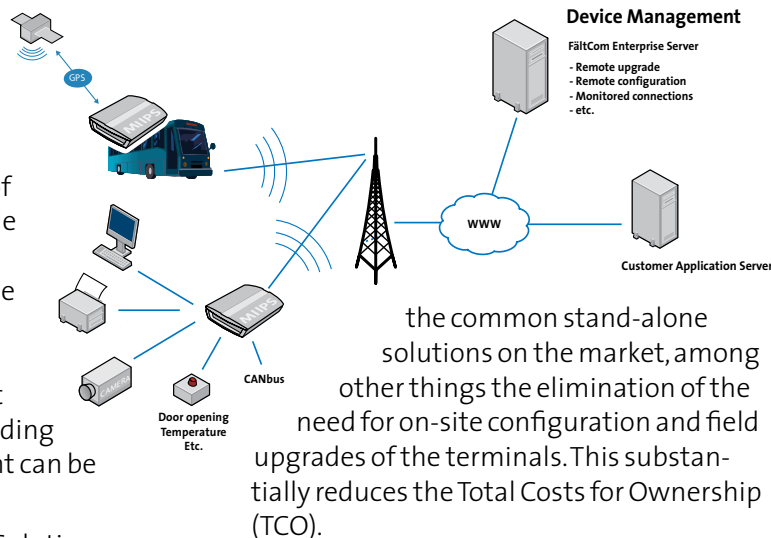
FältCom Enterprise Solutions are well-proven and used globally for transmitting business sensitive and mission-critical data. Comprehensive remote management and monitoring are promoted by FältCom's Device Management system and the smart FältCom MIIPS® terminals allows for local intelligence in mobile units and at remote sites.

FältCom Enterprise Solutions have many areas of use, including secure mobile LANs, Internet access and positioning of vehicles and other mobile units. The customer can achieve wireless Machine to Machine (M2M) communication in a very secure and cost-efficient manner. Monitoring, reading and control of equipment can be conducted in real-time.

The FältCom Enterprise Solutions are based on:

- Robust, industrial-grade FältCom MIIPS® terminals providing a cost-effective, secure and flexible IP access for equipment in mobile units and at remote sites
- A Device Management server, FältCom Enterprise Server, used for remote monitoring, configuration and software update of the FältCom MIIPS® terminals

The Device Management server, FältCom Enterprise Server, allows for comprehensive remote management and monitoring. This offer many advantages compared to



The FältCom MIIPS® terminals are carrier independent however Ethernet, GPRS/EDGE or HSDPA are the standard choices to be used for the transmission of data.

There are a wide range of available interfaces on the FältCom MIIPS® terminals such as USB, Ethernet, serial, I/O and CAN-bus ports as well as an optional built-in GPS module covering versatile and multiple customer needs.

The robust, industrial-grade design and by fulfilling applicable industrial, alarm and vehicle standards, makes the FältCom MIIPS® terminals well suited for use in demanding environments.

With the help of FältCom Enterprise Solutions more efficient operations and new business opportunities for the customers are made possible. Professional managed networks and services with very high security and availability can be offered globally.

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FältCom develops innovative solutions for highly secure and reliable communication with comprehensive Device Management.

Facts about Lantmännen

Lantmännen is Sweden's largest company within agriculture and the food industry. Its operations are conducted in 18 countries in addition to Sweden. Lantmännen is owned by 44,000 Swedish farmers, has 13,000 employees and a turnover of around EUR 3.4 billion.

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