



# KONECRANES SMART CONNECTED LIFT TRUCKS

## A SUCCESSFUL STORY

Intermodal Africa 2020 / Winfried Lux

**KONECRANES**<sup>®</sup>  
Lifting Businesses<sup>™</sup>





## **WE GO TO GREAT LENGTHS TO KEEP OUR CUSTOMERS HAPPY.**

With a whole jungle between him and a lift truck repair job waiting to be done in Central Africa, Kamel, one of our service technicians, wasn't one to give up.

After a hair raising weekend traveling through the pathless African nature, he got there.

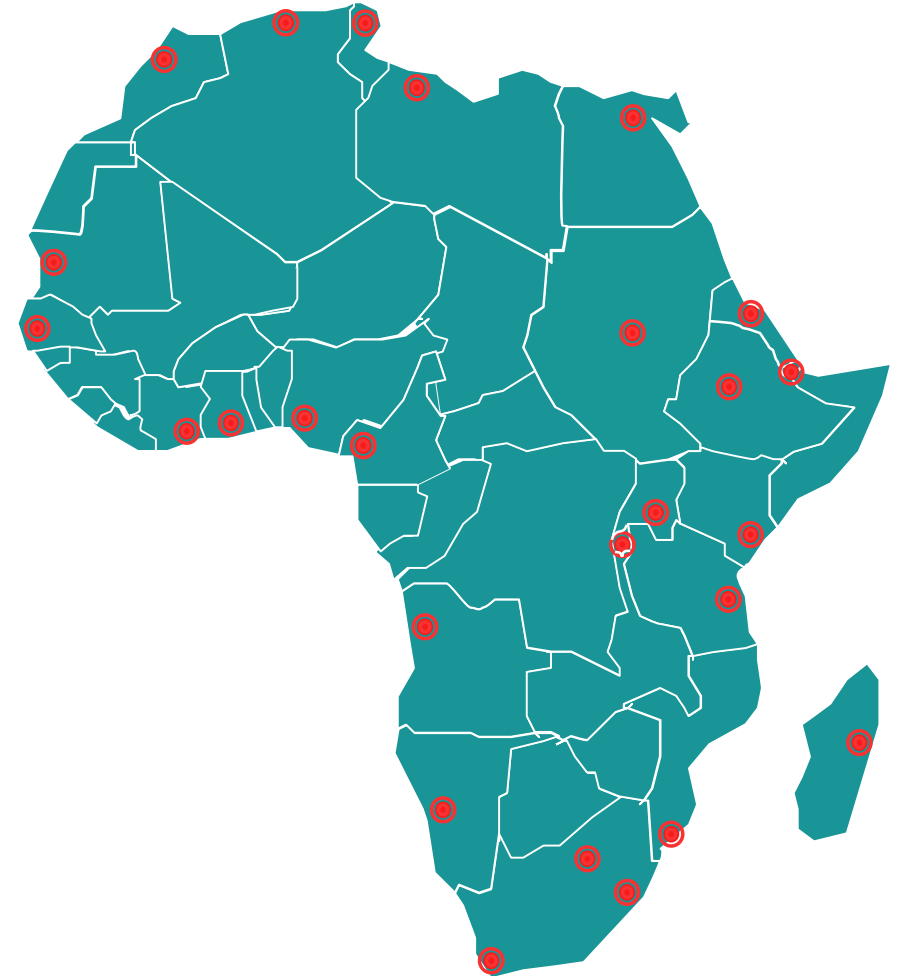
He had a job to do, after all.



# Africa is a Konecranes Region

## It counts:

- More than 20 distributors (covering complete coastal areas and most of the inland regions)
- More than 1.200 lift trucks less than 10 years old in nearly 40 countries in Africa
- One-fourth is already **Smart Connected** or in the process to be





# Tansanian's Customer Case

Full Reach Stackers and Empty Containers Handlers fleet equipped with:

- TRUCONNECT Premium
- Workzone to set the truck speed on the different parts for the terminal

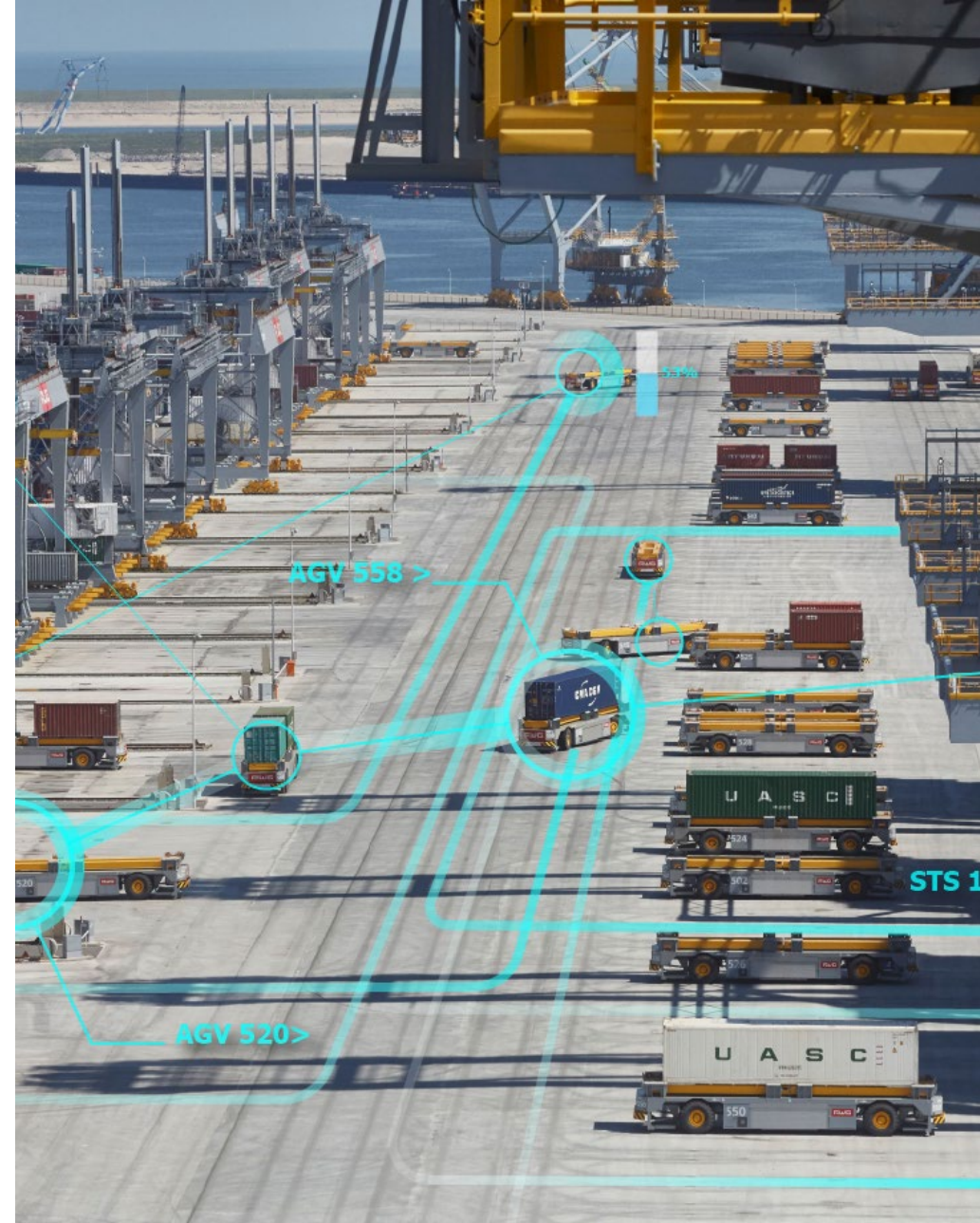


# Connecting People, Machines & Data Together

## IT'S A NEW ERA OF LIFT TRUCK FLEET AND MAINTENANCE MANAGEMENT

### What is at first place today?

- Long equipment lifetime
- Operational and fleet management
- Retrieving data flow from trucks
- Track machine lifetime
- Interconnectivity





How can « truck-to-system » connectivity  
transform your business?

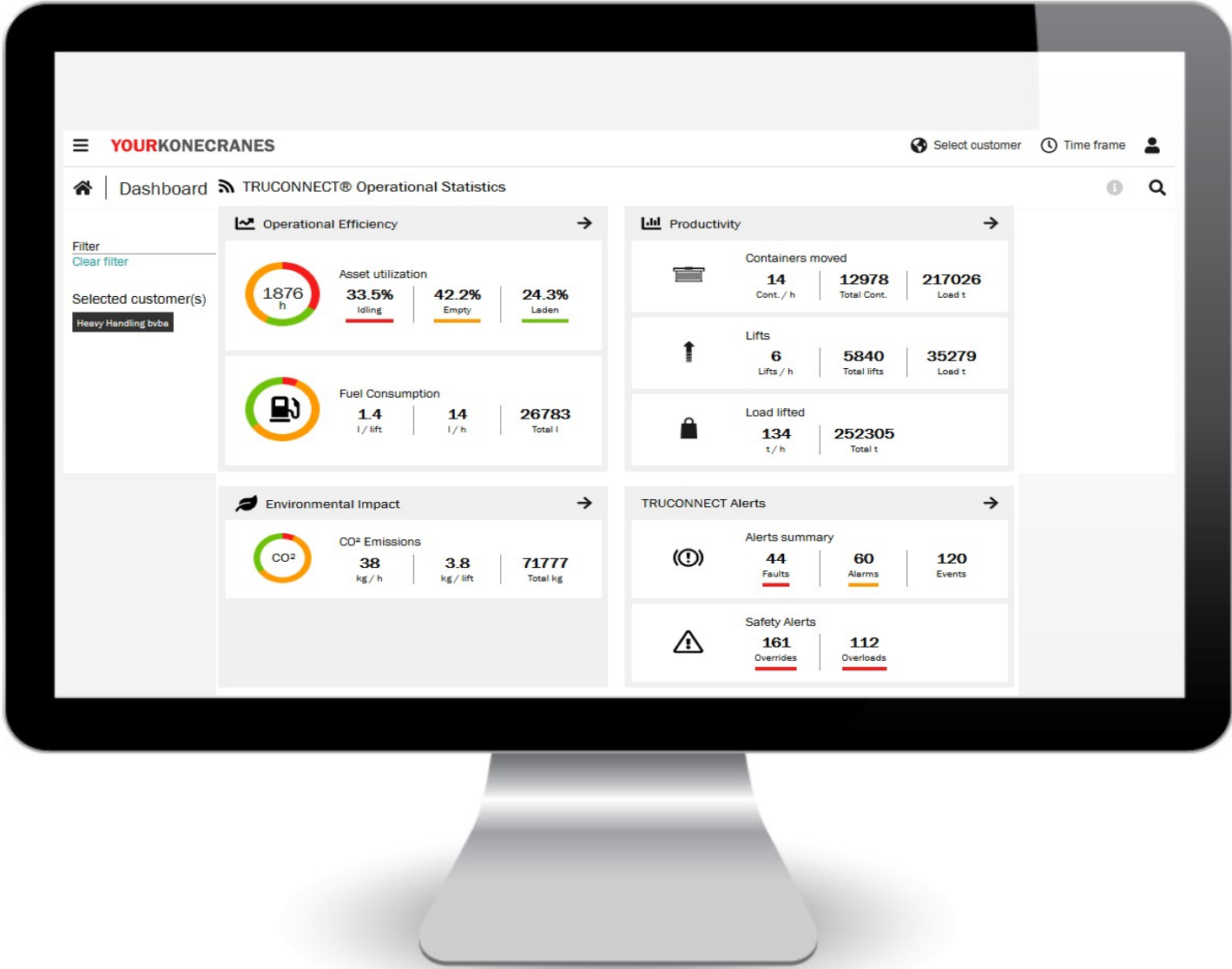
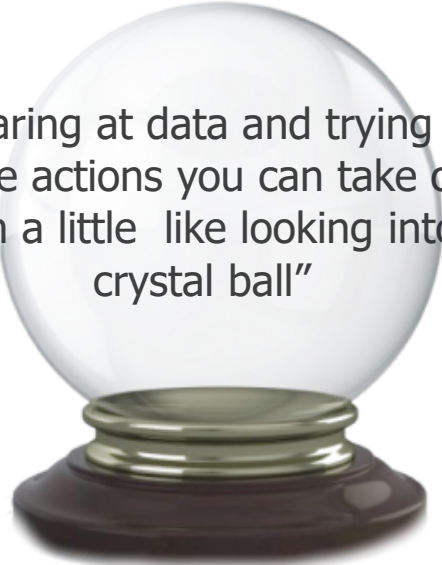


# Konecranes Digital Solutions: Retrieving Data from Trucks to Cloud



# Konecranes Digital Solutions: Everything you need at your Fingertips

“ Staring at data and trying to divine actions you can take can seem a little like looking into a crystal ball”

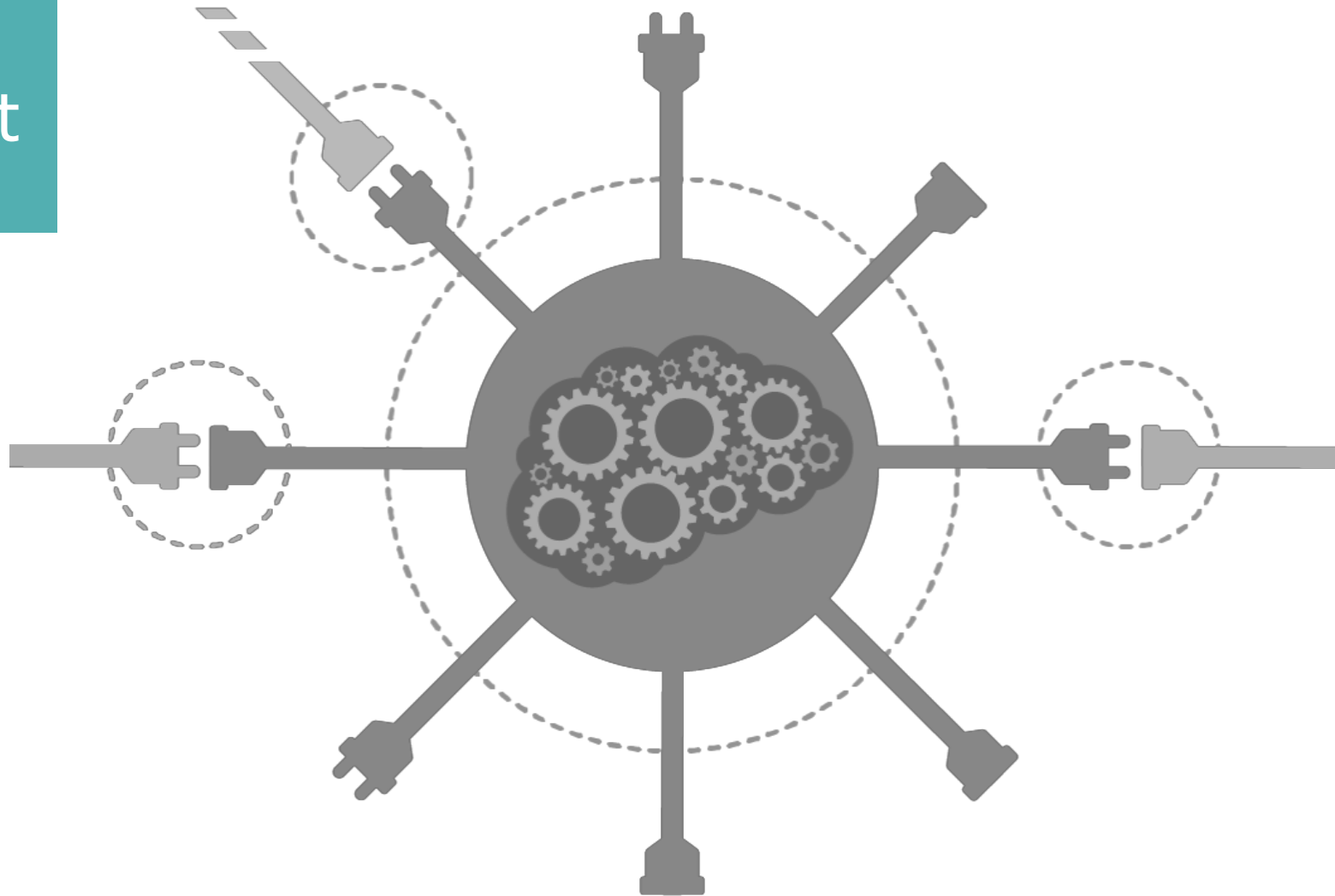




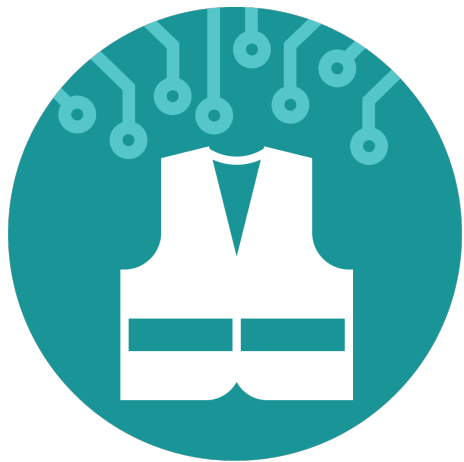


# Konecranes Digital Solutions: Concrete Data for Concrete Decisions in any Environment

“ M2M :> V2V :> V2X :>  
Communication  
is  
the Future! ”



SMART CONNECTED EVOLUTION – EVERY STEP WE TAKE WILL BRING BENEFIT TO THE CUSTOMERS



Increase  
Safety



Improve  
Utilization



Increase  
productivity



Reduce  
Costs

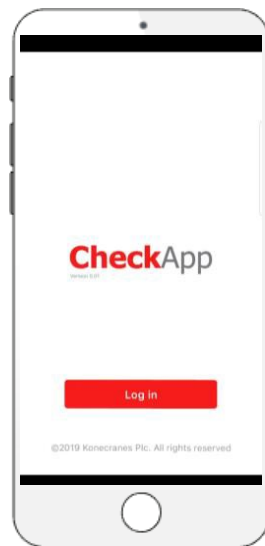


Reduce  
environmental  
footprint

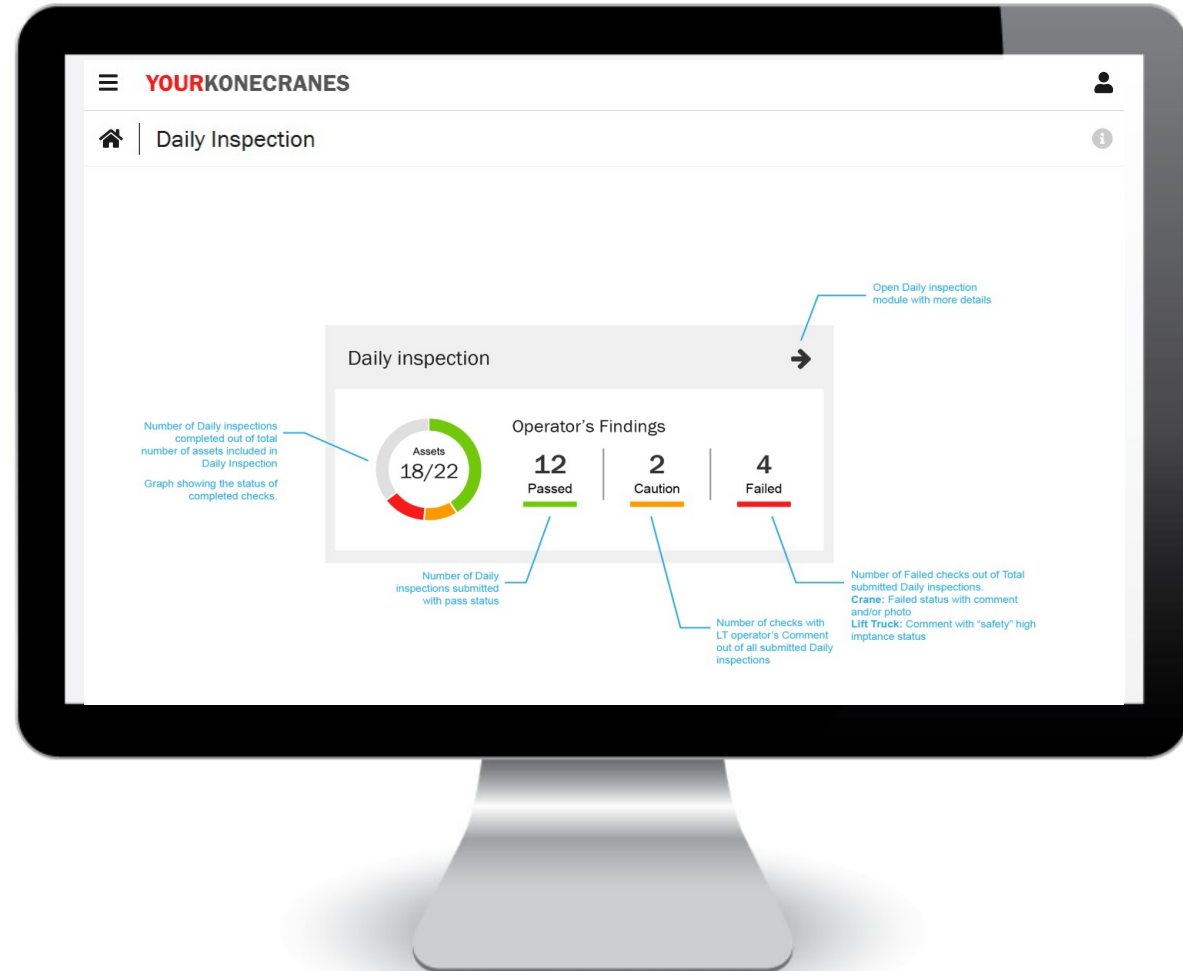


# What's next?

# Reimagine the User Experience



Daily inspection



**yourKONECRANES.com**



# SUCCESS IN DIGITAL IS DRIVEN BY PEOPLE – NOT TECHNOLOGY





**NOT JUST LIFTING THINGS, BUT ENTIRE  
BUSINESSES**

**Thank you for your attention!**

Winfried Lux

Sales Director – Middle East & Africa