

# Digital journey with Konecranes Lift Trucks

Asean Port & Shipping 2020 – Jakarta /  
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## **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 French Guyana, Paco, one of our service technicians, wasn't one to give up. After a hair raising weekend traveling through the Amazonian jungle and navigating down rivers in boats hardly bigger than a canoe, he got there. He had a job to do, after all.

# Asia Pacific is a Konecranes Region

It counts:

- More than 20 distributors (covering complete coastal areas and most of the inland regions)
- Delivered more than 2,000 lift trucks less than 10 years old in nearly 20 countries in Asia-Pacific
- One-fourth is already **Smart Connected** or in the process to be



# Thailand Customer Case

Reach stacker fleet equipped with:

- TRUCONNECT
- Work Zone to set the truck speed on the different parts for the terminal



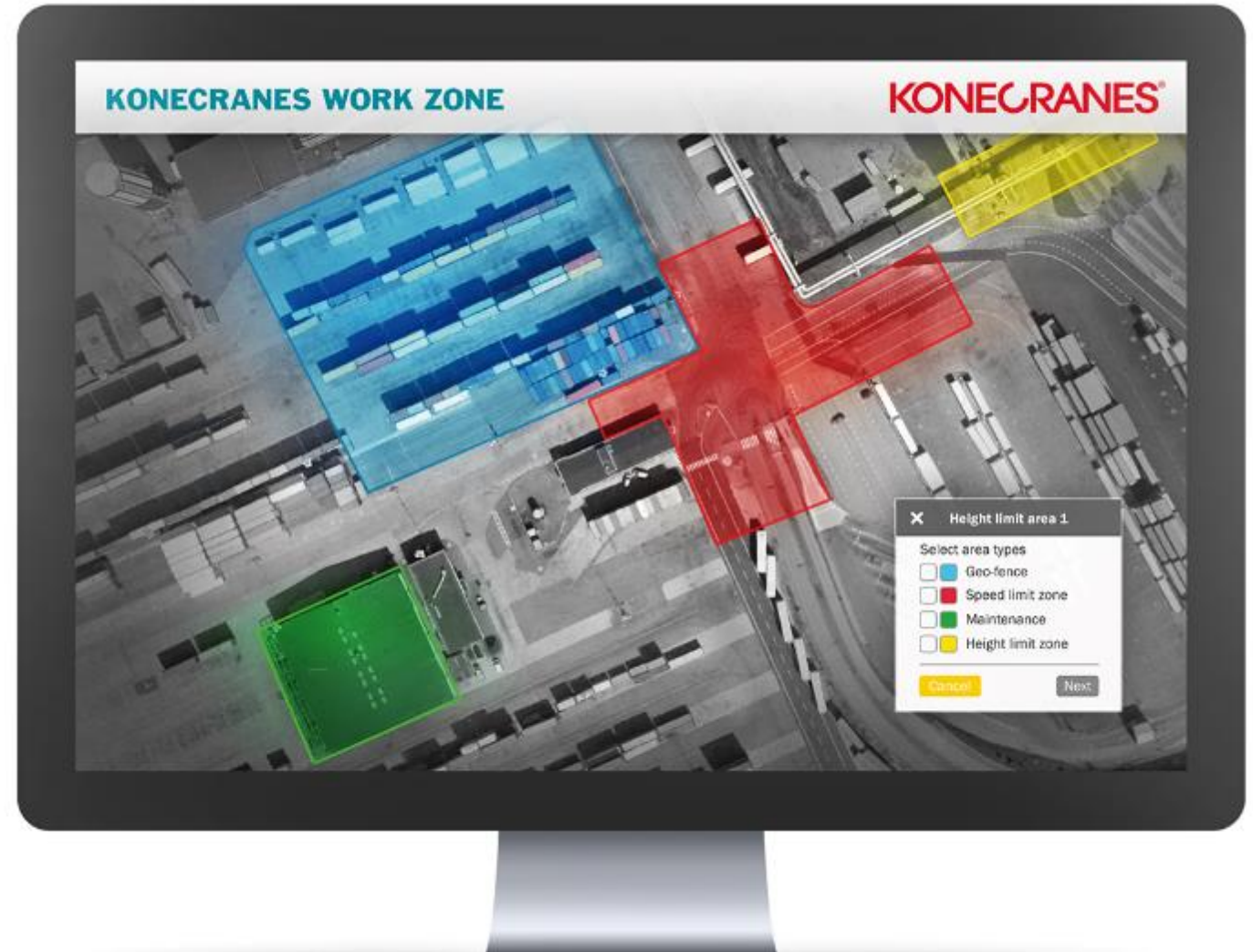
# Work Zone

## Creating virtual geofences

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

### What's in Work Zone for you?

- Location-based services that allows definition of generic fences, speed, height, maintenance zones on a map
- See which routes your trucks are following
- Set speed or height limitation zone by truck or hour

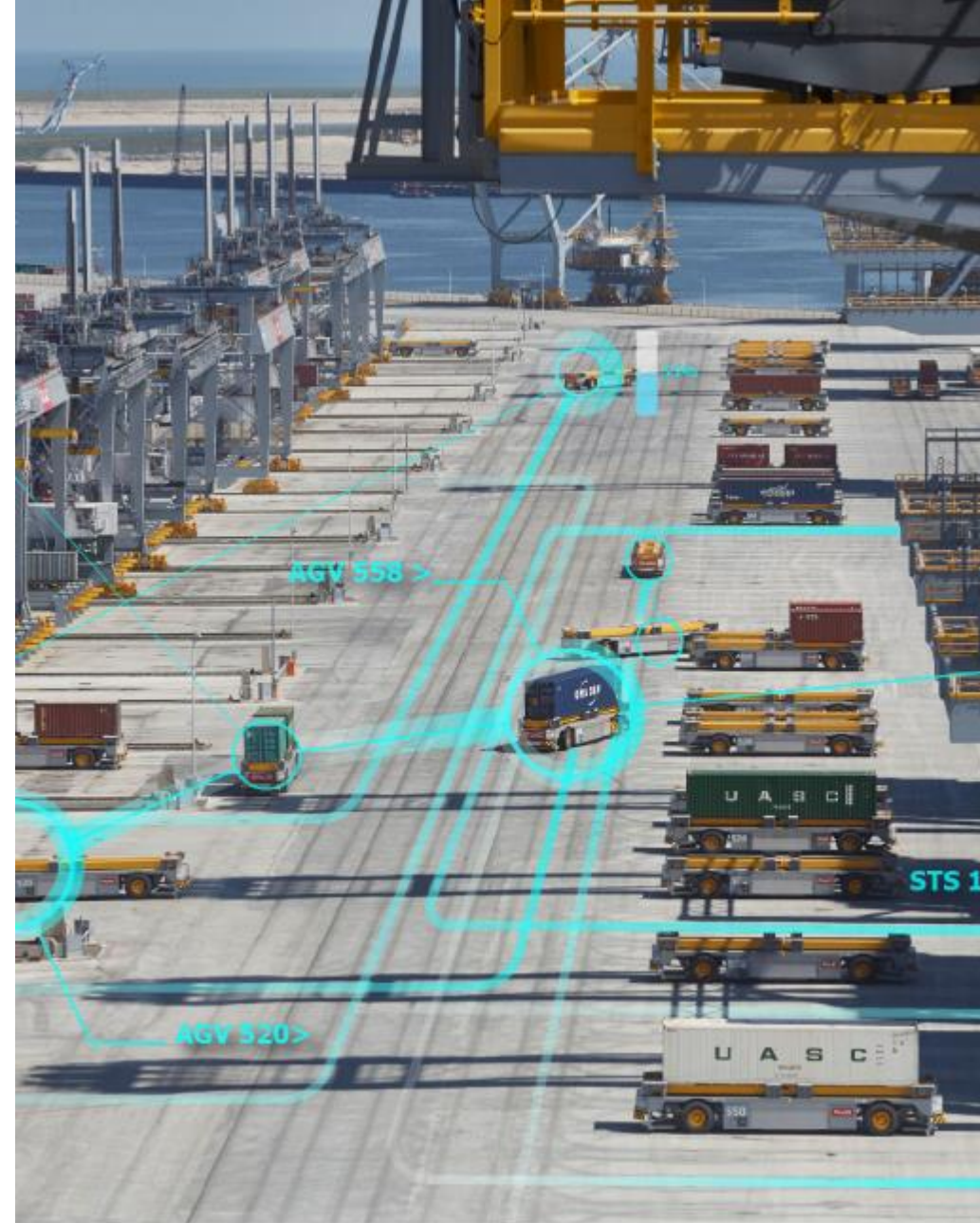


# Connecting People, Machines & Data Together

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?

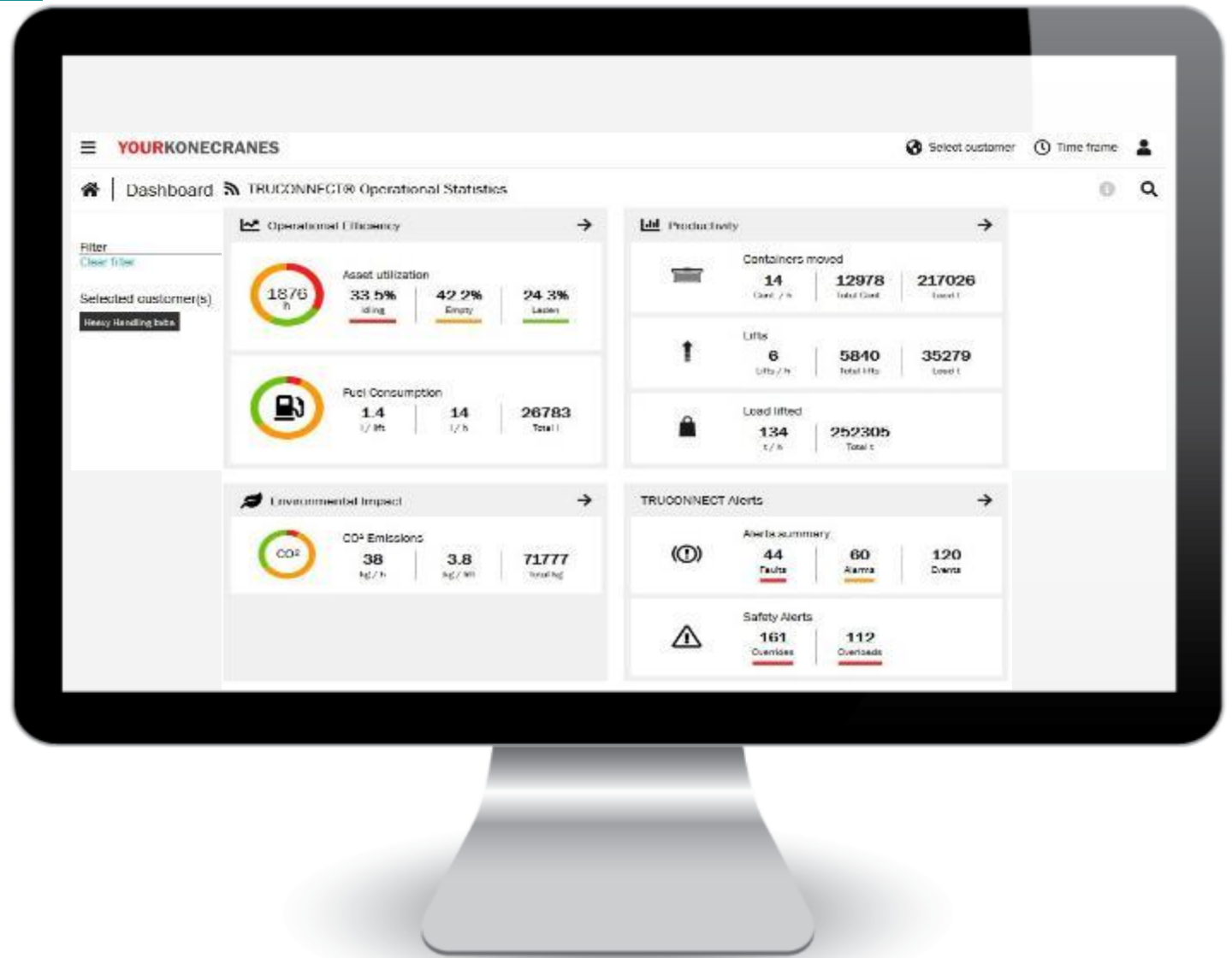
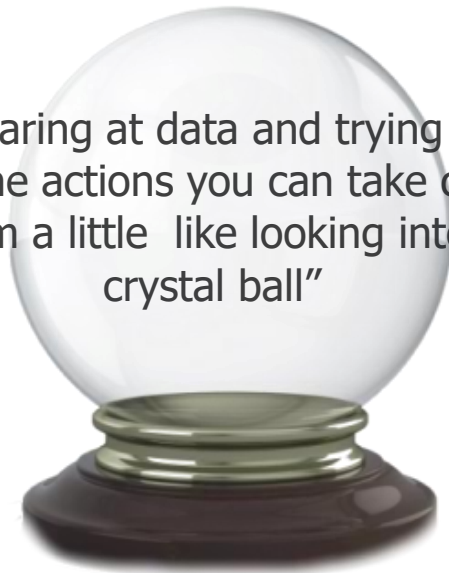


# Konecranes Digital Solutions: Retrieving Data from Trucks to Cloud



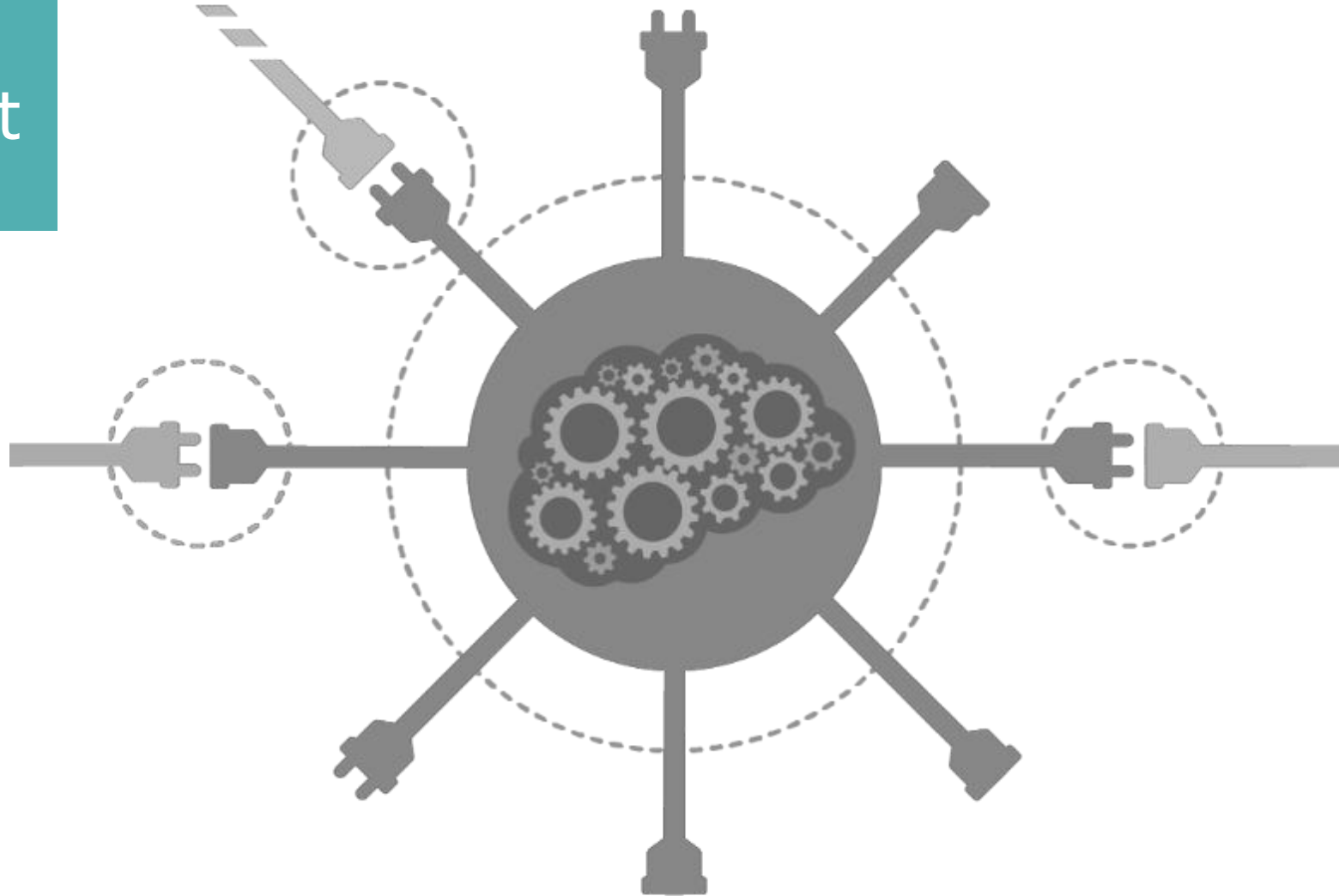
# Konecranes Digital Solutions: Everything you need at your Fingertips

“ 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! ”



## Solution Capabilities

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Asset remote monitoring



Service alert notifications



Maintenance planning & prioritization

## Solution Benefits

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Increased equipment uptime



Reduced service visits and operational cost



Scalable, future-forward service solution



Improved customer satisfaction and contract renewals

# 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!**

Tobias Åkesson

Head of APAC, BU Lift Trucks