



HecNews

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Hectronic Company Magazine

EDITORIAL



Dear Readers,

We are working intensively on new products to meet current market requirements. These are mostly features or services that are provided as a service (SaaS model). They are known by the names CityNet, FleetNet, PetroLine or CityLine. We are very pleased that we are currently generating good sales and growing overall, which enables us to finance these developments. This also encourages us to pursue this exciting path further, and to employ young, dynamic people such as Mr Smajli :-)) (see reverse), who will help us to set the right course.

Another way is by “purchasing” expertise through creating partnerships. In this respect the cooperation with Parquery is a lot of fun and shows us how young companies are making the most of the digitalisation agenda with agile and courageous moves.

I hope you enjoy reading this HecNews – it’s going to stay exciting!

Best wishes,
Stefan Forster

Collaboration with start-up Parquery

Parquery has merged creativity with technology to develop a smart parking-space detection solution – a solution Hectronic also wanted in on.



Hectronic

*Smart solutions for
parking and refuelling*

Founded in 2014 and based in Zurich, Swiss start-up ‘Parquery’ is an original technology spin-off of the Swiss Federal Institute of Technology (ETH Zurich). It was with its camera-based smart parking venture – the biggest of its kind in the world – in the Swiss town of Locarno that Parquery broke into the market. The core competencies of the solution are image recognition and machine learning. Live images of parked cars are analysed via a cloud server and provide parking occupancy information in real time. Smart mobility solutions are also used, such as the cost-efficient real-time analysis of traffic flow in towns and cities. Parquery has designed its cloud-based solution specifically for technology resellers. Parking occupancy information enables parking managers and technology integrators to increase revenues and optimise enforcement. For town and city councils, occupancy information increases parking

efficiency and improves the quality of life for citizens. Parquery’s highly interesting approaches and solutions also attracted Hectronic’s interest. As an experienced specialist in the parking sector, we’re delighted to collaborate with newcomer Parquery as an investor and on the joint development of exciting products. Having Parquery by our side will enable us to expand our product portfolio to include, in particular, solutions for streamlining and simplifying our customers’ parking facility management. Customers’ are imposing ever-more, rapidly-changing needs and expectations on modern parking facility management. ‘To keep pace with these developments, it’s imperative that we collaborate with competent partners and other providers. We believe that Parquery is the perfect partner here, and we love working with young, innovative minds,’ says Stefan Forster, Managing Director of Hectronic GmbH.

Over 400 “gientian blue” machines for Portugal’s pearl



Together with sales partner Soltrafego, we were able to celebrate winning the first of three tenders in Lisbon halfway through the year. A total of 404 “gientian blue” parking ticket machines will add even more shine to the city in future. More importantly, how-

ever, is that the customer’s parking facility management will be gradually optimised thanks to a connection to the web-based management system CityLine, which has favoured Hectronic parking technology for over 20 years. By now, around 700 Hectronic machines have been sent to Lisbon. This means that we are now even more excited about the trust gained in our services. The version that was chosen was the Citea Touch with PIN front. This allows the client to subsequently integrate a wide variety of readers. The roll-out will take place in three batches and the entire order volume should be ready by the end of October.

All news are also available online at:
<http://hectronic.com/en/archive/news-en/>

New parking partner in the Czech Republic

We are pleased to announce our new sales partnership between Hectronic and DESI-GNA Parking & Access s.r.o. . The Prague-based company has been successfully dealing with the requirements of sophisticated and software-controlled systems for parking space management for years and has a wealth of expertise in both the on-street and off-street sectors. The excellent market knowledge of our new partner is particularly valuable for Hectronic. Designa knows both the requirements and trends in



the Czech market and is very enthusiastic about innovations. In future, the company will distribute the entire Hectronic product range in the parking sector. We look forward to a good working partnership!

Refuelling between planes



An effective refuelling system at Munich Airport was recently successfully completed. In conjunction with sales partner, a total of 1,300 internal airport vehicles were fitted with PetroPoint automatic vehicle recognition. The transition from the old to the new system was smooth. During the one-and-a-half-year project period, the changeover was carried out gradually meaning refuelling could be carried out with either the old or new technology. From now on,

not only the driver and the vehicle can be identified, but the mileage and operating hours can also be transmitted automatically. Around 400 vehicles use it to send their mileage, the other 900 vehicles such as mobile stairs and luggage trucks use it to report their operating hours, simplifying control of their maintenance. There are many advantages for fleet managers too. If all the data is transmitted, it is possible to have a comprehensive overview of consumption and because the drivers no longer have to identify themselves, more vehicles can be filled up in a shorter time. Aircraft stairs and other large vehicles are supplied by a mobile tanker from its 25-metre hose. Authorisation also takes place here. However, the data are not transmitted directly, but are collected once a day via WLAN. Read the full version here: <http://www.sprit-plus.de/innovation2017>

Turbus Chile success story

In recent years, the Turbus Group, one of the largest transport operators and carriers in Chile, has gradually enhanced its fleet management strategy with the primary objective of minimising fuel consumption. This accounted for about 30% of its total costs. Together with our Chilean partner Micrologica, Hectronic created a specific operating station solution, which met Turbus' requirements ideally. To date, more than 2,000 vehicles have been fitted with PetroPoint automatic vehicle recognition, several fuel terminals have been installed and a total of 20 OptiLevel HLS probes have been installed in tanks. The management software HecPoll, which was able to be in-



tegrated into the existing network, enables the customer to exercise effective control throughout the entire Turbus group. Fuel consumption can be precisely allocated to the different sites and fuel loss can be minimised. The low maintenance costs complete the requirements stipulated by the transport company. This means that from now on, 23 filling stations can be fuelled intelligently!

Hectronic power around the globe x 300



May we present? In June 2017, Mr Valon Smajli joined our sales team in the Refuelling business unit for the DACH region, making him our 300th employee in the entire Hectronic Group worldwide – this reflects fantastic growth in personnel, in particular over the last few years. After graduating with a degree in Economics, Mr Smajli – who in April also celebrated turning 30 – spent several years working for a leading provider of electric vehicles, and therefore brings expert knowledge to his new challenge at Hectronic. We're delighted to have Mr Smajli on board and wish him every success in his new role. Boasting a now impressive 300 Hectronic employees, seven subsidiaries and over 70 sales partners worldwide, we're well equipped for the future.

What's next?

Mining 2017 Indonesia

13–16 September 2017, Jakarta, Indonesia
<http://mining-indonesia.com/>

Hectronic Sales Conference 2017

21–23 September 2017, Warsaw, Poland

Smart City Expo World Congress

14–16 November 2017, Barcelona, Spain
<http://www.smartcityexpo.com/en/>

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