

Systems manufacturer improved efficiency, reduced costs

Tammermatic used Tosibox to reduce costs and time spent on system production, deployment, monitoring and maintenance



Executive Summary

Tammermatic Group

- Machinery
- Tampere, Finland
- Founded in 1966

Business Results

- Shortened deployment times
- Minimized integration costs
- Eliminated operator dependencies
- Eliminated 3rd party fees



Business Challenge

Tammermatic Oy is a global high-tech company that manufactures wash systems for cars, heavy transport vehicles, buses, rail fleets and a range of special equipment. Tammermatic was confronted with the challenge of being able to securely and reliably monitor and maintain their network of globally dispersed car wash systems.

Their existing communication solutions were marred by frequent downtimes, reliance on costly IT expertise and too much time and money spent on establishing and maintaining connections between Tammermatic's control room and the remote premises where the car wash systems were located. Tammermatic's dependency on 3rd party operators posed a particular challenge to their service response times and growth, as changes in providers or their networks caused lost connections and significant delays in the commissioning of new locations. In the worst of cases, the set-up of remote connections became impossible.

"The Tosibox products have brought significant gain to our business by facilitating an easy and cost effective means to establish remote connections to delivery locations around the world. Tosibox's secure and reliable connections provide a long term solid platform for Tammermatic's business and its deliveries" —Jani Laitamäki, After Sales Manager, Tammermatic Group

Solution

Tammermatic found its solution in the form of Tosibox Central Lock server and Lock and Key devices. Together they created easy, secure and reliable remote connections between Tammermatic's control room servers and their car wash systems located throughout the world.

Shortened deployment times from hours to minutes

Tosibox's easy Plug & Go® technology drastically shortened Tammermatic's new machine deployment and connection times from hours (and often days) to minutes, significantly reducing costs for IT professionals or other previously required technical expertise. And Tosibox Central Lock allowed them to deploy and manage these connections quickly and easily at scale, allowing the growth of their network to keep pace with the growth of their business.



TOSIBOX LOCK AND KEY

Minimized integration costs

Tammermatic also found additional time and cost savings from Tosibox's flexibility and interoperability. Tosibox is machine, operator and network independent. It works with the most common machines on the most common networks including wired ethernet, Wi-Fi and mobile broadband, regardless of provider. So Tosibox allowed Tammermatic to spend less time and money trying to make it all work, and more time making it all work for them.

Eliminated operator dependencies

Network dependency is a big challenge for Tammermatic, particularly in areas where they are reliant on mobile broadband networks. Tammermatic relies on operator networks to be able to monitor and maintain their systems, but mobile networks provide a notoriously poor backbone due to constant changes in their network structure as well as external environmental conditions. This meant that every time the network changed, Tammermatic incurred costs associated with downtime and reconnecting machines to the network. Tammermatic was motivated to find a connectivity solution that would address these problems, and Tosibox solved this challenge through its intelligent connection manager, which minimized Tammermatic's downtime and business disruption due to problems with backbone networks.

Eliminated 3rd party hosting fees

Of course, Tammermatic's concerns extended beyond simply creating and maintaining connections. They also needed an easy, flexible and cost effective way to remotely monitor and maintain their connected systems. Tosibox's physical lock and key system made it easy for Tammermatic by allowing them to provide each service personnel with their own physical key, giving them simple and easy remote access to only the machines and information they need—no IT professional required. And since every key has a direct VPN connection to its serialized lock, Tammermatic was able to do all this without the monthly fees normally associated with 3rd party hosted solutions.

Conclusion

A world leader in vehicle wash systems, Tammermatic is challenged with scaling and maintaining a global network of connected machines. They needed a solution that would deploy and scale fast enough to keep pace with the growth of their business, but one that was also easy, secure and reliable enough to maintain the the level of service and quality their customers have come to expect. Tosibox's physical solution with Plug & Go technology delivered a secure, intelligent solution with shortened deployment times, minimal integration costs and the elimination of operator dependencies and monthly fees.