



## Press release

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### Benefits on all levels

**Higher revenue because of exact billing exceeds the cost of an Obserwando-system - Position reports prevent total loss due to theft.**



„Of course, Obserwando isn't free. Yet, it is worth the investment because it allows exact billing.“, says Horst Bode, manager of renting at Helmut Reiter GmbH, Essen. The Reiter GmbH uses at the moment around 80 Obserwando-systems. Mainly, to be able to charge customers only for the exact time they have used the machine. This is also mentioned in the rental agreement to establish trust. The billing process is simple and quick. The recorded data will be transmitted to the central Obserwando-server. Via we browser the

customer can see the data and print it. No special evaluation software is necessary and the data can be accessed from everywhere (internet connection assumed). With the free smartphone app for Android- or iOS (Apple) devices the data is available from everywhere.

### Working with machine data

Obserwando provides many possibilities to collect and use data. As an example, the location of the machine can be obtained manually or automatically in different intervals. A tour-report is possible. The used route of a platform, truck or construction machine can be precisely tracked via screen mask. Machine data can be collected from up to five different functions. Electronic access control as well as an interface to other software can be configured. The simple retrieval of all machine data makes life of service technicians easy.

### Several theft protection functions

Obserwando provides several options for theft protection. Further, it allows to react in real-time to catch the thief before the machine is lost.

### Fixed working areas

It is possible to establish a fixed working areas, so called GeoFences. An alarm is raised as soon as the machine leaves the predefined working area. Which can be of any size (50m, 5,000m or 50,000m).

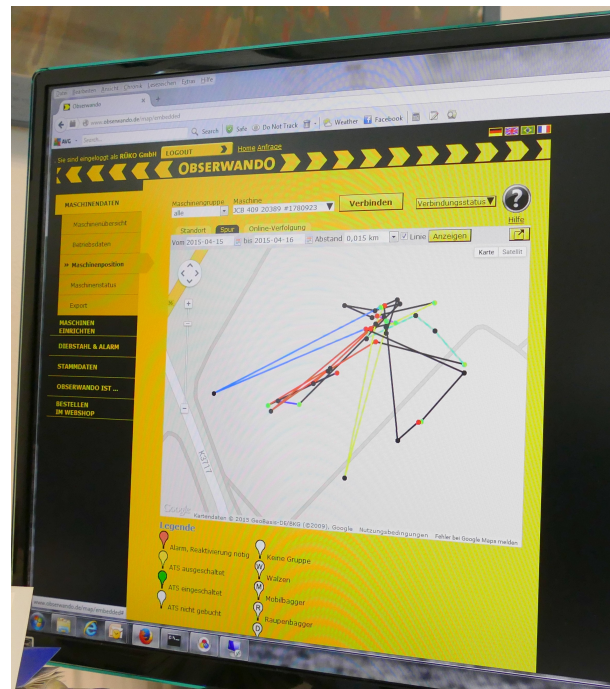
Obserwando cannot only track the machine but is also able to recognize early preparations for a theft. The system recognizes e.g. when the machine is separated from its power supply and raises alarm.

### **Detection of intrusion into vehicles and material containers**

Obserwando can detect intrusions into service vehicles and material containers. Allowing immediate reactions due to a connection to a mobile phone of an employee or an external security firm.

### **Theft prevented at Reiter**

Reiter knows the situation where a machine disappears. Sometimes you feel it in the gut supported by Obserwando which prevents loss. In this particular case: A customer rents a telescopic handler, got it delivered but wanted to bring it back himself. This seemed suspicious. Due to continuous position monitoring with Obserwando it was possible to see that the machine had left its original site of operation. Quickly an employee drove to the machine and found it on a truck ready for transport. Without Obserwando Reiter would have lost the machine.



### **Family business**

The Reiter GmbH, founded 1960 in Essen, was and is a family business. With 500 machines for short-term and 700 for long-term rental it is a solid medium-sized business. 75% of the sales of 30 Mio. Euro are due to sale and rental while the other 25% are due to service. By now the company has 125 employees. Their portfolio includes forklifts, telescopic handler, and platforms. While Reiter was at the beginning focused on the Ruhr area they are now operating in all of Germany. And further expansion is planned. The Rösler Obserwando-system is a good tool to keep the speed at a good level.

### **The company**

The Rösler Software-Technik GmbH is since 1985 active on the German and European market. With the miniDat-hardware, the WinDaT-software and the Obserwando-system the company offers a complete package of stationary or internet-based monitoring equipment for mobile machines and devices. Theft protection, machine positioning, machine data collection and order processing are the main areas of the Rösler-systems. The Rösler-systems are distributed directly or via retailer. By now more than 50,000 systems are used in forklifts, platforms, construction machines and vehicles.

With the new Rösler-App daTime a further step was made towards a mobile and paperless order processing via smartphone and tablet. More information at [www.daTime.de](http://www.daTime.de), [www.minidat.de](http://www.minidat.de).

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