



# Digital - a better way to reach your goal

Circlon | group optimises the transport logistics of the waste disposal company OTTO DÖRNER.

## CUSTOMER

Otto Dörner GmbH & Co. KG

## INDUSTRY

Waste disposal, gravel and sand

## EMPLOYEES

Over 1,100

## OUR SOLUTIONS

Hardware/Software  
SOTI Mobi Control

“When we switched from Windows CE to Android-based devices and apps, we chose Circlon | group because it provided us with the perfect solution for our requirements: handy Honeywell industrial tablets that are easy to administer through our own IT as well as a support and update guarantee of up to 10 years. This gave us decision-making and future security in one. Our drivers are thrilled with the new solution.”

NIKO PUSCH, IT PROJECT MANAGER AT OTTO DÖRNER

# Numbers, please!

## The key data of the project

### DATA



Around

**200**

trucks and cars

Approx.

**1.300**

tours per week

Conversion in only

**12**

weeks

More than

**250**

devices in use

More than

**99,8%**

system availability

Up to

**10**

years of support

### CHALLENGE

The tablets previously used at OTTO DÖRNER were bulky, heavy and “getting on in years”. In addition, they used Windows CE, an operating system that was no longer suitable for the future. Therefore, it was necessary to upgrade to modern mobile terminals that also allow an optimisation of the operational processes. Furthermore, more functions were to be implemented through specific apps.

### SOLUTION

Honeywell ScanPal EDA70 industrial tablets - larger and therefore easier to use than regular smartphones, but more compact and robust than conventional tablets. Equipped with a future-proof Android operating system. All applications and functions are covered - from order processing to navigation, from pure calling to mobile participation in online training courses.

### ABOUT OTTO DÖRNER

OTTO DÖRNER is one of the leading private companies in northern Germany in the fields of waste disposal, recycling, gravel and sand, and landfill operations. The company operates a fleet of around 200 trucks and cars. Logistics is thus one of the keys to efficient and error-free operations. Otto Dörner masters this challenge through a high degree of digitalisation, in which the drivers are optimally supported by mobile terminals.



---

## WHY CIRCLON

In the case of a complete system change such as this, but also when changing hardware or software separately, the Circlon | group can support waste management companies in saving time, effort and costs. Strong partnerships with various hardware manufacturers enable us to offer high-performance devices and software solutions at attractive conditions from a single source.

Another Circlon | group „recipe for success“: We know your processes and understand your requirements - regardless of whether a change of hardware, the development of an app or more functions such as GPS tracking are needed.

---

## HARDWARE HIGHLIGHTS

The selection of the optimal terminal was particularly important for OTTO DÖRNER. Honeywell ScanPal EDA70 industrial tablets convinced with their outstanding price-performance ratio.

They are protected against dust and splash water according to IP 64, have a slim design and still offer a large 7“ colour display with MultiTouch support, which can even be operated with gloves. Mobile data is collected via the integrated barcode scanner. A high-resolution auto focus camera (5 mega pixels) and a GPS function are also integrated. Data can be transmitted via WLAN or 4G mobile network.

---

## SOFTWARE HIGHLIGHTS

The new tablets use the latest Android operating system and have all the functions that are important for the driving personnel. According to the route planning by the dispatching department, the driving orders are sent to the mobile devices. All subsequent activities, such as documentation or navigation to the destination, run as standardised processes, which saves costs and time resources.

The mobile devices are managed with the MobiControl software from SOTI - a world-wide leading software for Mobile Device Management (MDM). It monitors the data volume and the battery charge status. In addition to automatic software updates, MobiControl also offers options for distributing specific security settings, remote maintenance and content monitoring. In the event of loss, the devices can be located and reset.

### FURTHER COMPETENCIES FOR THE RECYCLING INDUSTRY


- Localisation of bins/containers via QR barcode on the company premises
- Easy identification/inventory of trucks and loads using RFID wind shield tags or permanently installed UHF tags on containers (UHF = Ultra High Frequency)
- Additional detection security through RFID outdoor reader with additional traffic light circuitry
- Transfer of all recorded data to central recording systems

Let us increase the efficiency of  
your logistics processes together.

I would be happy to show you  
which options are best for you.



**MICHAEL FORST – SENIOR SALES MANAGER**

 +49 40 609 2934 70

 michael.forst@circlon.de

Circlon Entwicklung- und Service GmbH  
Ettore-Bugatti-Straße 35, 51149 Köln