

Outstanding

Petrol trucks will be filled up by JLT computers



Scandinavian Statoil petrol trucks will be computerised. By combining extensive communication and a set of advanced applications more efficient transport management will be achieved for 350 petrol trucks and about 100 other vehicles for airports and other distribution purposes. For this reason Statoil has selected high performance and durable PC:s from JLT:s danish sales partner EMCOMP.

Standard architecture eclipses truck vendor units

Efficiency for the truck drivers and excellent service for the petrol pumps and oil customers are the overall targets for Statoil. Using a standard PC platform facilitates simultaneous use of Statoils order handling applications and standard software for communication, GPS positioning, location and route guidance. Deliveries of petrol and oil can be measured online and cameras for secure backing and turning will be connected.

As the computers includes 2 GB memory and CPU:s with 1.4 GHz, also advanced systems for information of real-time traffic conditions can be supported which paves the way for calculations of optimal routes, safety warnings and other advisories related to the driving task.

Benefits are really numerous

Just to mention some benefits; cost of transport will be reduced, deliveries will be made "on time" and "as ordered" and administration work will be reduced. Environmental regulations will directly influence route planning.

And last but not least – it is a both a large and an important order for JLT and the Big Deal sales concept. This vote of confidence from Statoil proves that rugged computers from JLT are an excellent choice also for trucks and for transport applications from leading software vendors.

Trebling in three years

Net sales increased from 49 to 138 MSEK during the years 02-05, sales per employee approaches 10 MSEK and there are good reasons to believe that future business activities will be good.

European operations have improved a lot and in addition to what we tell in this Outstanding, more will be official quite soon.

The Big Deal concept will be further developed in combination with our focus to offer new technological

solutions faster than our competitors, take prompt action for new relevant standards and deal quickly with new customer and industry adaptations.

The outlook for 2006 is positive, in seven month from now we will know if the growth rate during 2006 has continued at the same speed.

JLT annual report 2005 available at
www.jltmobile.com/reports



Rugged mobiles – an essential cog in Metsäliitto’s forest warehousing

Metsäliitto is nr 10 by size among the worlds forest products companies with a turnover of 8,6 billion euro. 30 000 employees in 30 countries are supplying wood to the plants or producing and selling wood products, pulp, paper and packaging board.

In order to optimize the use of the raw material and cut administration costs, Metsäliitto is using a warehouse approach to optimise the logistics in procurement. Warehouse systems are used to obtain the best goods and the best prices while market changes which requires instant access to inventory and supplier.

Finlands forests are regarded as the warehouse

The forest is regarded as the primary storage which Metsäliitto’s system supervises from tender seedlings to mature trees ready for logging. Next storage space is the heap of timber and pulpwood which the harvesters and forwarders have produced. When loaded on a truck the analogy with a storage rack is obvious and when unloaded the wood is moved into the plants total storage of raw material.

Computers in all vehicles

In order to make the necessary reporting of wood movements between storage places, rugged mobile computers are required in about 1 300 harvesters, forwarders and trucks. This is an investment which paves the way to shorter lead-times, improves cash to-cash cycles, reduces administration work and above all, tremendous improvements in utilization of the raw material. The system facilitates use of an optimal selection of growing trees for specific customer requirements.

Just benefits – no drawbacks!

The forest owner’s benefits from inventory control of their trees, the possibility to get better paid for quality and lower transportation costs. The plants can tie less capital in stores, lower their costs for administration, improve utilization of raw material and shorten lead-times for orders. The transport companies gets accurate information of where and how much to load and where to unload. And Intime Mobile in Täby delivers the rugged computers needed.

XP Embedded in JLT computers

An excellent platform for transportation applications.

Transport information systems are marketed from many vendors but too often in too proprietary offerings. Truckers and other transport companies using a fleet of trucks from several manufacturers can not easily combine the best mix of applications as some of them require special hardware and/or system software. The products Volvo Dynafleet, Renault Infomax, MAN Telematics, Scania Fleet Management and Fleetboard from DaimlerChrysler cannot easily be combined and supported by the transport information applications best suited for a transport company.

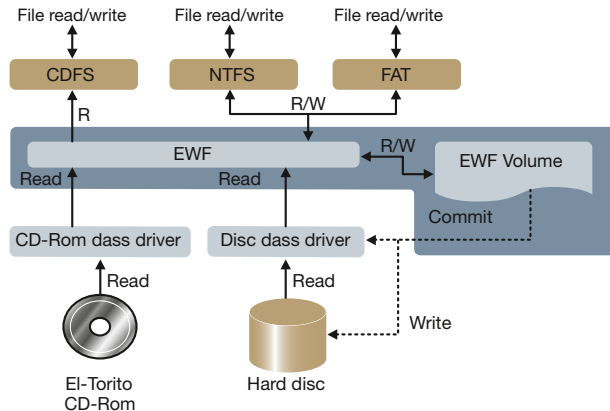
Selecting an open application platform instead of proprietary units will heavily enhance the possibilities to use a variety of transport information applications in combination with suitable desktop programs. After hours, standard mobile PC computers can provide internet access and enable advertising, entertainment like games, TV and digital video.



Embedded vs Professional

XP Embedded is a componentized version of Windows XP Professional that contains all of the features, functionality, and familiarity of Windows XP Professional. By supporting standard hardware and software, Windows XP Embedded makes "truck computing" easier and less expensive. Componentization makes it easy to reduce the size of required storage which is important when CompactFlash is used instead of rotating discs.

In addition to helping meet space requirements, componentization improves performance by reducing disk and memory and has a good influence on reliability as fewer executable files are running and interacting with each other, devices, and the user. Devices that contain only components necessary for their functionality are inherently more secure, because they have a smaller surface attack area. (225 instead of 1500 MB in XP Pro)



Fast and secure start up is facilitated by the Enhanced Write Filter and Hibernation feature. All writes to an EWF-protected volume are redirected to an overlay. EWF provides means for protecting a volume from writes and allows the run-time image to maintain the appearance of a writeable run-time image. Additionally, Enhanced Write Filter provides the ability to deploy a run-time image onto read-only media, such as a CD-ROM.

Functions can also be locked in order to protect the installations image.



Through the Big Deal sales concept, JLT competes with major suppliers by trust and mutual values combined with considerably quicker and more flexible way of work. “Big Deal” means a highly competitive offer to large consumers of very specific products.

The ideas behind JLT’s Big deal are simple. JLT wants to provide products to large companies in a way that is advantageous compared to letting their own R&D department supply the desired units and to facilitate their procurement process. Big Deal is used for deals where the end customer has a specific, defined need and where complexity or volumes are substantial. The deal is run as a project where all involved parties are kept informed about developments.

Large volumes – generous offer

In exchange for commitment of +500/year volumes the Big Deal-customer will get into benefit of a set of exclusive possibilities like;

- JLT will extensively meet customer requirements
- Specific products with unique alternatives
- The price will be related to a detailed calculation
- The customer will get high level of product control and strongly influence further product development
- Partners will also provide full service and support

Large customer value – freedom from problems

A value rich list of arguments can be identified from the customer perspective. Exact value in terms of money will vary between different customers but the headlines in their profit calculus will be a subset of:

Headline

- Saved R&D costs
- Less life cycle costs
- Lower cost per unit
- Shorter time-to market
- Improved competitiveness
- Reduced financial risk
- Reduces technical risk

Due to;

- Financed by JLT
- “Product care” will be made by JLT and JLT’s sales partner.
- Efficient production partner/part of even larger volumes
- Own development resources not a bottleneck/JLT’s R&D team uses technology from standard products
- All features, fast release and favourable prices
- No R&D investments
- Professional R&D team experienced in “rugged”

Global and large companies are favourable

We strive to attain supplier relations to strong companies who are well established in several markets. Our “wish list” for new customers comprises hardware companies in the ruggedized niche, system or application vendors, vehicle manufacturers and contract companies in branches where reliable computers for harsh conditions are required. “Top five” on our wish list for new reselling companies includes public safety specialists, truck transport application companies, construction vehicle manufacturers, public transport system vendors and manufacturers of military and rescue operation vehicles.

Our consistent promise to all new partners will be to never compete with them and never interfere with their brand marks. JLT’s alliance based organisation implies competitive strength because every partner selected has the best skills in their professions. Equally important is that we and our partners trust each other, respect each other’s expertise, are accountable and mutually do our best.

No rolling for marine computers

Rolls Royce uses JLT computers to display status and allow control of functions within their ship stabilising system - used in many vessels including super-yachts, ferries and container ships. Rolls Royce motion control systems are renowned throughout the maritime world for their performance and reliability. This new user interface increases the ease of use further.

Rolls Royce fin stabiliser systems use one or more pairs of hydrofoil shaped fins projecting from the vessels bilge area. Vessel speed and the angle of the fins in the water determine the amount of lift generated and whether it is upward or downward. The stabiliser system senses the degree of ship movement and signals the stabiliser fins to return the vessel to an even keel. Roll reduces by 80–90 % when compared with that of an un-stabilised vessel.

Complex certification process

When installing advanced equipment on ships, EU's Marine Equipment directives must be followed. For computers, the IEC standard 945/60945 is applicable. To meet the requirements for certification, JLT developed a marine computer for Rolls Royce. After extensive testing our product solution was chosen due to hardware features, quality and durability but mostly because the service and support corresponds to Rolls Royce's demands.

Now, we are eager to provide computers to other marine applications. We have learned how to get approval for other versions of JLT and we are looking forward to more testing.



To Brand or not to Brand – that is a crucial question

For many companies their brand marks are of strategic importance. Quite often the value of a brand mark is the result of large investments and many years hard work. A brand may also express a corporate vision of something which is positive for the company and the colours in the brand may depict e.g. healthy lifestyle, credibility, tradition, state-of-the-art technology or modernity.

JLT brand mark strategy is to “At any cost keep away from establishing an own trade or brand mark”. The reason for this is simple. JLT's business concept is to sell advanced products to companies which care about their brands and want to add such products to their portfolio. An own “JLT Brand” might compete with our customers and consequently work against JLT.

JLT Field tablet PC trans Asia

Summer tour 2006 – A team of motorcycles and 4X4 vehicles plan to this summer travel 12 000 kilometers across the World's largest unmapped continent on non-existent roads. The expedition starts from Korea and will finish in Stockholm, taking the team across the remote Siberia, Mongolia, Kazakhstan, Ukraine and the former Eastern Europe to Stockholm, Sweden. JLT Mobile will sponsor the project with handheld computers.

Is this an idea from a gang of irresponsible adventurers who are just dying for extreme experiences? No, it is just the other way round. Organizer is the Swedish Expedition Society, SWES, a non-profit organization specially designed to accumulate knowledge, experience and technological skills to perform expeditions in remote regions all over the world.

Ambition: Contribute to greater understanding

By providing an exciting and adventurous platform for communications it will attract media to cover topics in undeveloped regions which otherwise not are of interest. The Society strives to enable people to explore the wilderness in remote regions. Minority populations in regions that seldom are of any news to the media and the daily debate can by the media focus from expeditions get attention and raise their issues to the public's awareness.

Another ambition is to inspire stepping towards the adventure of their life-time – to live the dream, and not only to dream it. People want stories – and those who make such a trip will be able to tell good stories about their adventure. Maybe also about romance, culture, technology, performance, danger, humour, co-operation, nature, wildlife, team-spirit, organisation and planning.

Global and local service for VAR's, OEM's and end users

For too many companies, the term “customer service” has become a buzz word used to describe a handful of people who periodically interact with customers to check on orders or problems. In many cases, these departments are staffed by under-trained, underpowered employees and these departments pass problems on to be addressed – sometimes weeks or months later – by another department or individual authorized to handle complaints.

JLT's service philosophy is quite contrary to this

Our products are most reliable things but when something happens, our solemn rules for service are to:

- *Provide spare parts to partners promptly*
- *Repair also when the warrant period has expired*
- *Prepare service bulletins as a resource for partners*
- *By statistics follow up product quality*
- *Provide info to partner's service organisation*

Optimizing TCO by complementary service teams

As technologies advance, their acquisition costs decline. But this doesn't automatically mean that the total cost will diminish. An efficient service organization is also a necessity for minimizing total cost of ownership.

Partners have their own sales and support teams, which by using JLT's service resources, makes it possible to provide the highest level of support and training to VAR and OEM partners. Qualified local staff combined with JLT's specialists ensure first class support.

Technical, product and partner support also offers access to training, marketing support and additional services such as finance packages, installation and maintenance contracts to add further value to your solutions.