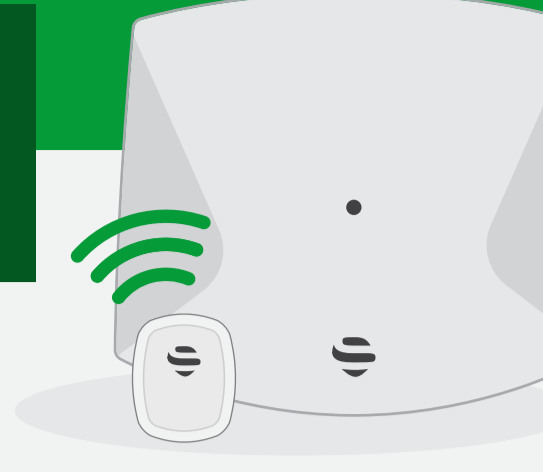


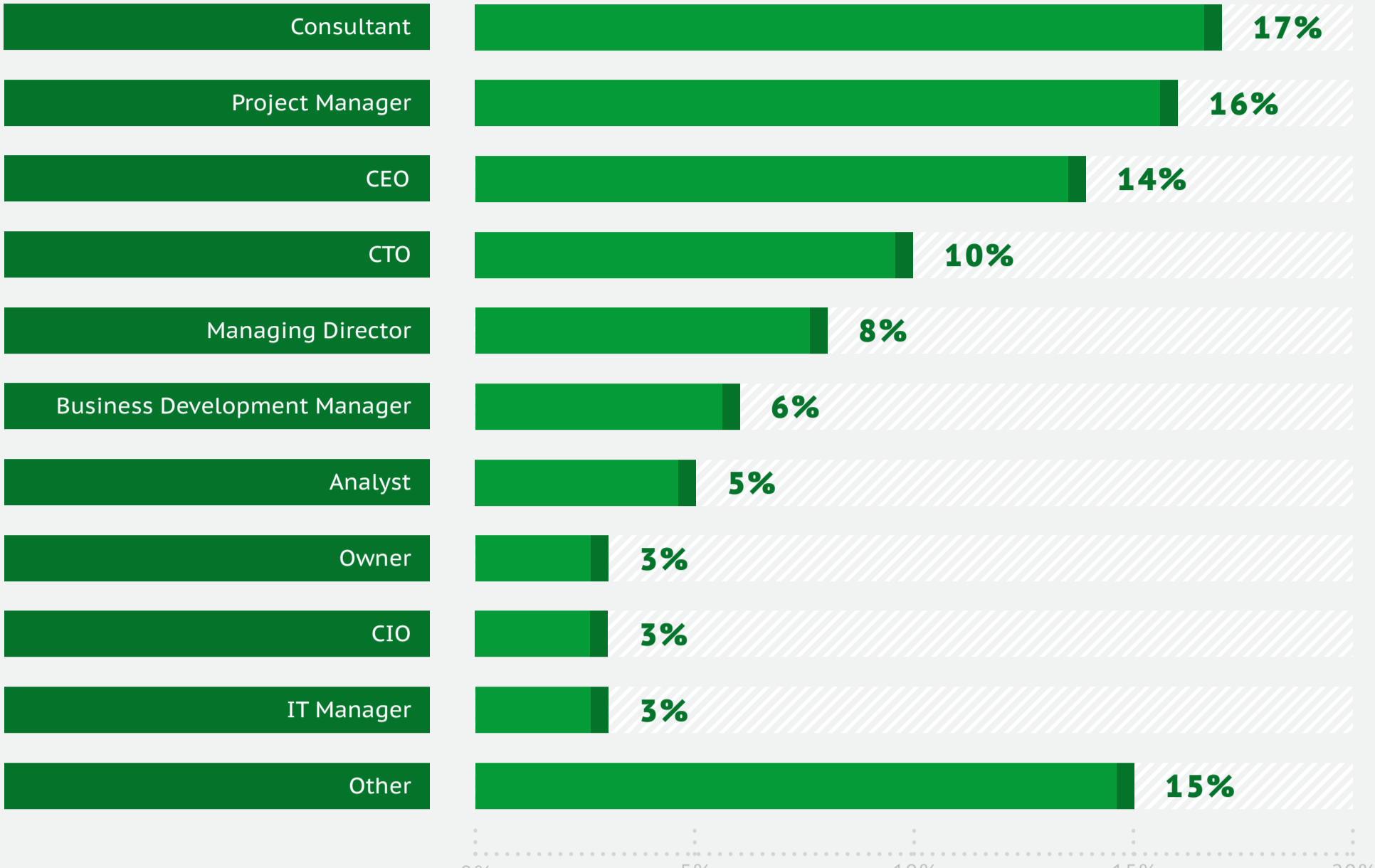
Expectations vs. the Reality

ABOUT DIGITAL TRANSFORMATION USING INDOOR TRACKING SERVICES



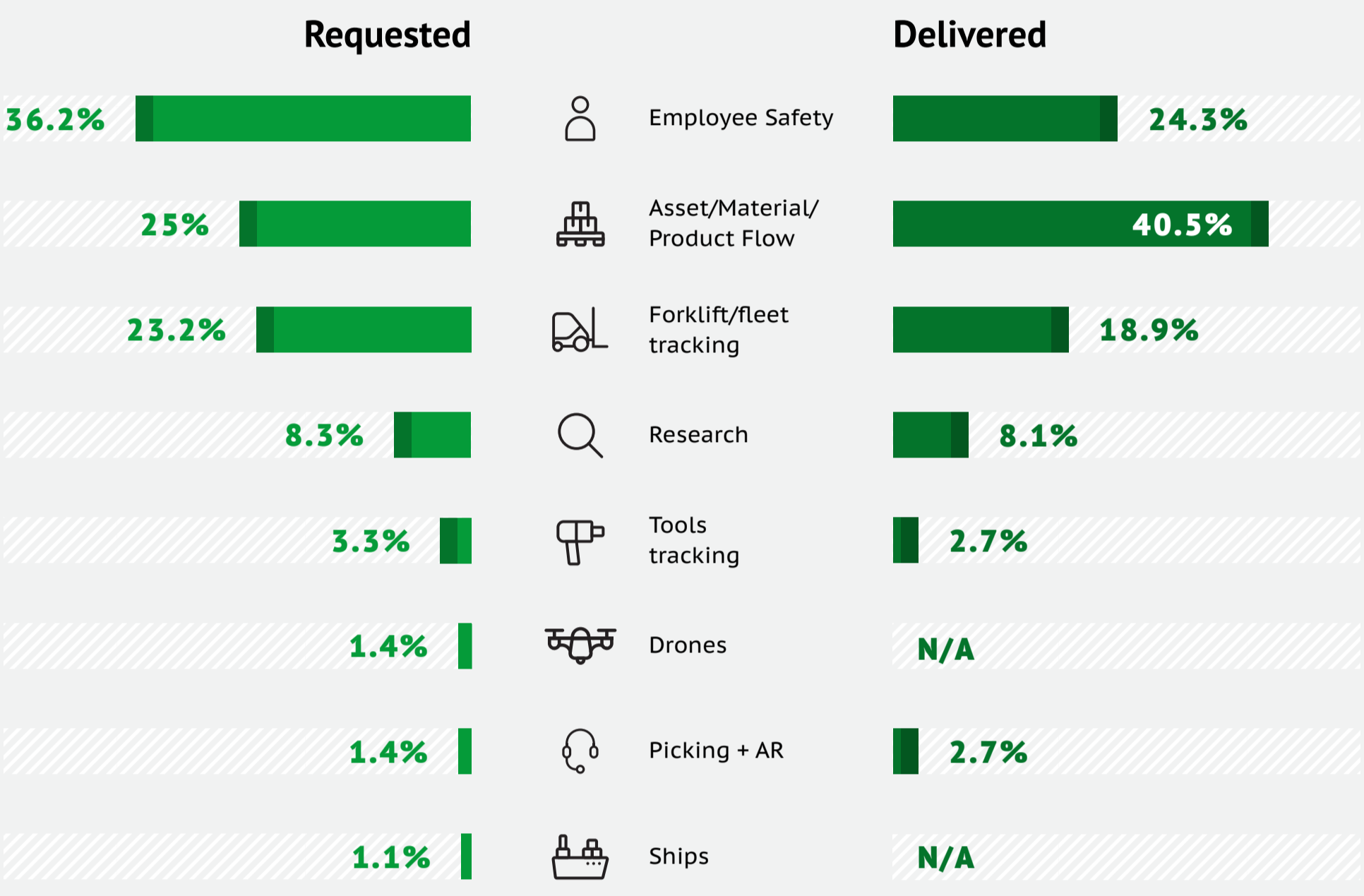
Who in the company is driving industrial digital transformation?

These are the top 10 job titles of people kicking off the discussion about their digitalization project using indoor tracking services. How did we get this data? We collected all the email addresses of the people who have contacted us in the past three years and scraped these against LinkedIn to get and group their job titles.



What are the most common indoor tracking services requests? And what services are delivered in reality?

See which use cases are requested the most and compare them with the ratio of use cases really delivered. We have analyzed all the requests we have received in the past three years (the left graph indicates the percentage of use case requests) and summarized all the projects that have really been delivered (the right graph indicates the percentage of use cases delivered) to compare between what was requested and what really made it into the project.



Which use cases brings proven ROI within the industry sector?

	14 months payback period	1 employee per shift saved for less routine work
SEG AUTOMOTIVE	50% shorter lead time (from 6 hours to 3 hours)	15% employees saved for less routine work
NP	100% of products with actual quality data and status updates	3D location data (Z-axis)
	10% less distance traveled attributed to optimized forklift navigation	20% increase of warehouse utilization
enel	47% faster access to injured persons (on average)	81% less unauthorized access to zones
Budějovický Budvar NÁRODNÍ PODNIK	19% increase of warehouse utilization	19% better system uptime compared to RFID (UWB: 99% vs. RFID: 80%)
PRAKAB	11 months payback period	4 months deployment time
Canadian Natural	10x shorter completion of mustering (from 120 minutes to 12 minutes)	1 second needed to deliver evacuation lists (from 8 minutes to 1 second)

What's the usual timeline of indoor tracking digitalization projects?

