

# H&D Wireless: Award-winning IoT pioneer puts disruptive technology to work for established industries

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The Internet of Things brings major business benefits, including productivity boosts and competitive advantage. Besides enabling businesses to utilize their existing infrastructure and assets in innovative ways, IoT is also a tool for business development and growth, supporting entirely new applications and helping realize new business ventures. All forward-thinking businesses are already considering how to leverage data from non-traditional sources with customized technology for increased competitiveness.

H&D Wireless is a Swedish platform and solutions provider dedicated to this IoT vision. Its cloudplatform is an end-to-end solution powered by world-class wireless modules, cloud services with analytics and artificial intelligence.

While the company has its origins, and proven expertise, in core radio communications technologies, H&D Wireless has climbed the value chain to offer turnkey solutions for vertical applications. In 2016, the company launched Griffin Enterprise Positioning Service (GEPS™), a cloud platform offering precise positioning of physical

objects and assets in business processes. The platform addresses a broad range of indoor applications and other use cases where GPS is not viable. It targets professional applications in various industries, including manufacturing, construction, logistics, healthcare and security.

*"Think of our solutions as disruptive technology tailored for real-world applications," says Pär Bergsten, CEO and founder of H&D Wireless. "You find most of our customers in established industries. They actually don't care much about IoT, disruption or other buzzwords; they are rather looking for new technology to help them optimize their business – raising manufacturing productivity, improving safety, reducing lead times, etc. And that is the value what we actually deliver."*

H&D Wireless' manufacturing customers see great potential from the ability to locate and track objects with 10 cm accuracy. GEPScan provides plant managers with a complete, real-time view of pallets or returnable containers used for manufacturing logistics, so that these are readily identified and located. This data translates to knowledge used for streamlining manufacturing processes.

*"Locating and keeping track of mobile assets in the plant is a great challenge for manufacturers, which typically involves manual, hands-on efforts. With our solution, this information is directly available, and may also be integrated with ERP, MRP or other manufacturing support systems," says Pär Bergsten.*

GEPS thus enables an streamlined, automated material flow, resulting in better overview and productivity gains. On top of this often comes direct savings from reducing working capital tied to manufacturing assets, e.g. when fewer returnable containers are required in the plant.

## Scania: from technology trial to pilot with H&D Wireless

The global heavy truck and bus manufacturer Scania has evaluated H&D Wireless' GEPS for Industry solution in its experimental plant, the Smart Factory Lab in Södertälje, hoping to improve control and overview of manufacturing assets and processes.

Following a series of successful trials and demonstrations, Scania has elected to adopt GEPS in further manufacturing pilots, for

visualising and identifying materials flow, production bottlenecks or faulty machinery.

H&D Wireless was founded in 2009 and is one of Sweden's fastest growing and most decorated IoT vendors, with more than one million wireless products shipped worldwide to date. In 2017, H&D Wireless was listed on Nasdaq First North.

Indoor positioning is a growing

area with great potential for many applications. With an accuracy that can be measured from meters down to decimeters, H&D Wireless solutions are perfectly suited for businesses that need real-time data linked to their business systems, including ERP and MRP.

With GEPS for Industry, H&D Wireless offers a world-leading positioning solution for manufacturers, which can be delivered preconfigured for SAP users.

According to H&D Wireless, its success factors are:

- Solid engineering experience and successful industry background
- Committed team
- World-class expertise in embedded software development
- Strategic vision of leadership

**“***Our Griffin IoT cloud platform is an end-to-end system solution containing world-class wireless modules, sensors, cloud services with analytics and artificial intelligence and smartphone applications for smart homes and enterprises.***”**

## **Our journey so far – by Pär Bergsten, CEO and Founder H&D Wireless**

We started out in 2009 with the mission to deliver cloud services based on wireless connectivity. This is essentially what is now known as the Internet-of-Things. We have chosen to focus on indoor positioning, a market vertical also labeled Real-Time Locating System (RTLS). Our RTLS platform, called GEPS, supports a broad range of applications for positioning and tracking objects, either goods or people. The market is still relatively new but it's growing fast. Going ahead, H&D Wireless will address applications and industries where we can add most value, and where customers get immediate benefits from our solutions. This includes manufacturing, construction and physical security.



*Pär Bergsten, CEO and Founder*

## **Backdrop of the ace: Pär Bergsten, CEO and Founder**

Pär has 30 years of Telecom industry and wireless IC experience and holds a MSc. degree in Electrical Engineering from the Royal Institute of Technology (KTH) and an MBA from the Stockholm School of Economics. He is a serial entrepreneur in the semiconductor and telecom market. Pär is a proud owner of a Gyrocopter, which he enjoys flying during his time off.