

The Customer:

# TEBOIL OY

Teboil Oy, the second largest oil company in Finland, transports nearly two million tons of oil annually in over 100 tanker vehicles, which are mainly owned by its subcontractors.



## THE CHALLENGE

The company has recently mobilized its ERP (enterprise resource planning) system, and deployed vehicle-mounted computers as part of the program. The routes are planned at Teboil Oy's headquarters in Helsinki, based on orders received from its customers, and sent via GPRS network to oil tankers around Finland. Drivers follow the scheduled route plan and enter completed orders into the vehicle-mounted computer in real-time. This information is transmitted immediately to the billing department at Teboil Oy, allowing instant invoicing. During the pilot phase, Teboil Oy tested various computers for compatibility with their software and evaluated each candidate's ruggedness and vehicle installation.

### The Solution

Three different mobile computing systems were submitted to the haulage companies for consideration. Kari Isotalo Oy is one of the transportation companies who selected Xplore's rugged iX104C Tablet PCs.

"The readability of Xplore's rugged tablet and its general ease-of-use were critical in our decision to choose Xplore," comments Kari Isotalo on the selection process.

"Additionally, Xplore's Tablet PC is easily removed from the vehicle for any other use or for upgrade and maintenance," Isotalo continued.

The iX104C Tablet PC is a truly mobile solution and is therefore ideal for vehicle installations. The grab 'n' go docking mechanism enables instant removal from the docking station and for security; the tablet can be locked in the docking station with a key. Fixed mounted devices are much more complicated to remove from a vehicle for service and maintenance. Thus, a truck could be completely disabled for computer upgrade or service.



"We have access to a spare tablet in the event one of our truck-mounted computers needs service. The tablet is easily replaced with another one without wasting precious time – and it can be done by the driver," said Isotalo.

The transportation company Kari Isotalo Oy has hauled oil for Teboil Oy since 1978. The company is responsible for Teboil Oy's orders around Central Finland. The area includes the city of Tampere, four other towns and 18 municipalities. The trucks are loaded in the Turku harbor and make deliveries to various gas stations, private residences, agricultural producers and other contractors. All Kari Isotalo Oy trucks are two-piece trailer vehicles. The load often consists of eight different oil types stored in separate containers: two different octane gasolines, summer and winter diesel oil, and seasonal motor fuel. In addition, there are two versions of regular fuel oil used for heating purposes. During the summer the majority of the load

is gasoline or diesel oil; in winter, the demand for fuel oil for heating purposes increases. At its busiest time, the same truck may be assigned two separate loads from the harbor.

When the Xplore Tablet PCs were deployed, it became easier to schedule routes for the drivers and communicate the route plans to each truck. Using the tablet, the driver could also monitor the amount and type of oil remaining in his containers at the end of the day. In addition, the tablet allowed the driver to scan future incoming orders so that he could complete certain deliveries in advance of the scheduled delivery dates, and address any new, urgent orders. Targeted delivery for the oil company is within three days. In reality, the lead time is often only one day.

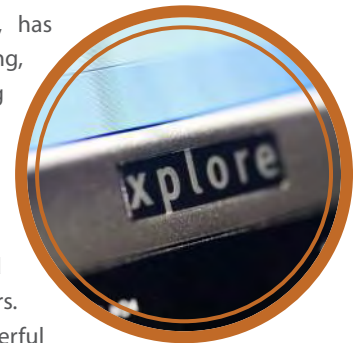
"When we researched computers for our trucks, we noticed Xplore's tablets are very well sealed. We wanted to make sure the device is completely robust to survive at our speed and in our harsh environments", summarizes Isotalo.

Xplore's Tablet PCs are MIL-STD-810F-certified and ATEX-compliant which means they are intrinsically-safe for potentially explosive areas and certified for use in hazardous locations. The rugged enclosure is made of magnesium alloy and there is a protective rubber bumper system at the corners to ensure the tablet will perform reliably in harsh conditions beyond an office environment. The iX104C Tablet PC has high data processing capabilities and can run the same applications as office computers but can withstand extreme temperatures, rain, dust, drops, shocks and humidity. It was ergonomically designed for mobile use and in vehicle installations, a keyboard or other peripherals can be connected to the tablet when needed.



## ABOUT XPLORE TECHNOLOGIES

Xplore Technologies Corp., maker of the most rugged tablets on Earth, has been in the business of developing, integrating, and marketing industrial grade rugged tablets for our customers in the Energy, Utilities, Manufacturing and Distribution, Public Safety, Field Services, Transportation, and Military sectors for over 15 years. Xplore Tablets use the most powerful and modern processors and components and are tested more vigorously for shock, thermal, vibration, impact, ingress and emissions than any other PC in the industry. Xplore's products enable the extension of traditional computing systems to a range of field and on-site personnel, regardless of location or environment. Xplore's portfolio of products is sold on a global basis, with channel partners in the United States, Canada, Europe and Asia Pacific. Xplore's main offices are located in Austin, Texas with regional sales offices throughout the U.S., Canada and Europe. Xplore is a public company that trades under the symbol XPLR on the NASDAQ Stock Exchange.



**DuraTech USA Inc.**  
**A Certified 8(a), SDB, DBE, SBE, MBE, WBE firm.**  
**Phone: (714) 898-2171 Fax: 866-704-9132**  
**Email: [sales@DuraTechUSA.com](mailto:sales@DuraTechUSA.com) [www.DuraTechUSA.com](http://www.DuraTechUSA.com)**