

We Connect.

04

03

02

01



Group



We Connect.

New Products & Solutions for the **lift** of the future

STEFANO GALZIGNATO
DIGICOM SPA



Market Trends:

The lift of the future “is just now”

- General Costs Reduction
- ECO Compatible
 - Reduced Power Consumption
 - Energy Recovery
- Easy to install
- Connected to the Cloud
- New services during the lift experience
- New business model (from Hardware to Service)



04

03

02

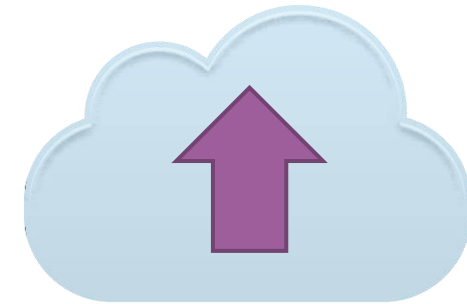
01



Connected to the Cloud:

The lift is connected to the cloud to **transmit** key information such as:

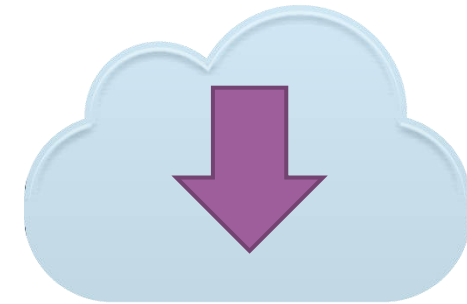
- Lift status (operation, stop, errors)
- Direction (Up or Down)
- Number of runs
- Control Board status (errors, warnings, etc.)
- Snapshots taken inside CAR to improve Safety during S.O.S. Call
- New **Sensors** status (Car Temp & Hum, Smoke, etc.)
- “Smart” Lift talks to the user via Smartphone App.



New Services:

The lift is connected to the cloud to **receive** information such as:

- Download of New configuration
- Download of New Features (e.g. Voice, Sound, etc.)
- Fw Update for Control Board
- Info on CAR Lift Display (Weather, Ext. Temp, Adv)



04

03

02

01



New Business Model:

The lift manufacturers will move to a New **value proposition** model:

- Most of **Revenue** will be generated by **services** and not by hardware sales only
- Easy installation to **reduce** installation cost
- Organize the **Maintenance Team** (cost reduction)
- **Predictive Maintenance** (top customer services & cost reduction)



04

03

02

01





New Digicom Solutions:

We developed a New Generation of Lift Gateways & devices to follow the market trends.

- Smart 3G / 2 G **Gateway** with a **single SIM** able to manage Voice, Telemetry Data, Wireless Sensors and Camera **CAR** Snapshot.
- Smart 4G **Router** for Telemetry Data, Wireless Sensors and Camera Snapshot.



3G & 2G
IP / GTW



Camera &
Sensors



IP / GTW
Telemetry



4G Router

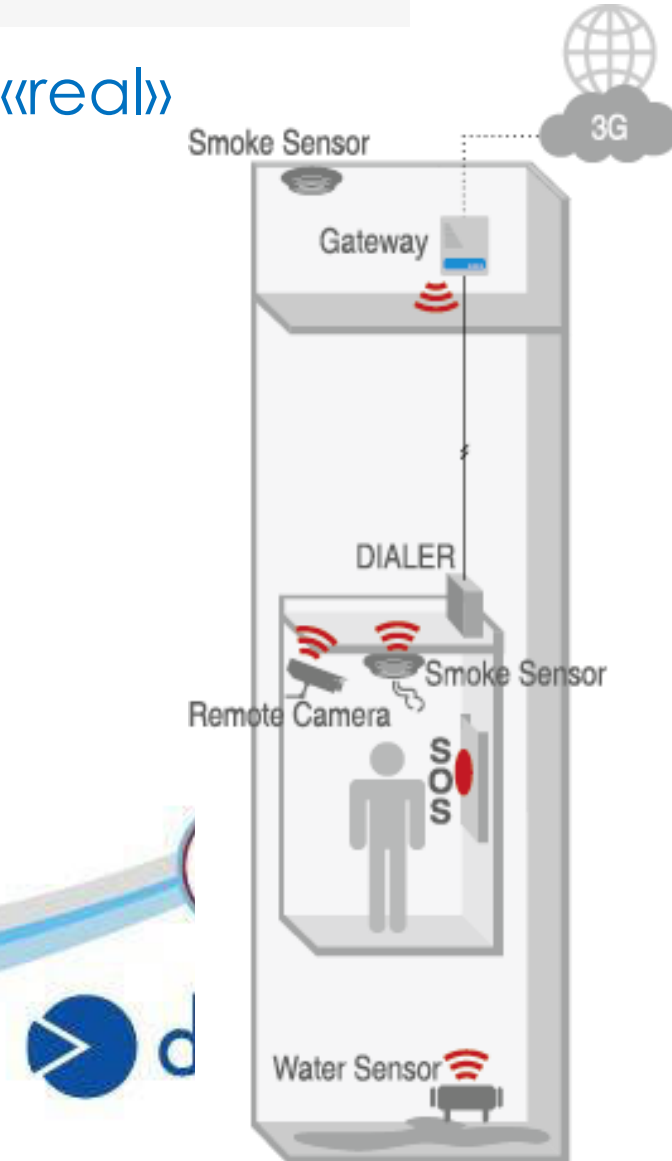


New Digicom Solutions: Remote Camera & Sensors

TARGET: CAR snapshots during SOS call, to verify the «real» situation.

Main Advantages:

- Real Time Monitoring with Snapshots
- Snapshots sent by e-mail (no infrastructure cost)
- Easy Installation 2 wires only (RS485)
- Long distance cable (>100 mt)
- Wireless Version available (Q4/17)



Digicom Solutions:

2G Dialer with integrated **SIM** to manage Voice, Telemetry Data, Wireless Sensors and Camera **CAR** Snapshots.

- Quick installation 2 Wires Only
- Smart SMS configuration with APP
- Tri-phony or Single CAR configuration
- OEM / Custom Versions Available



2G Dialer



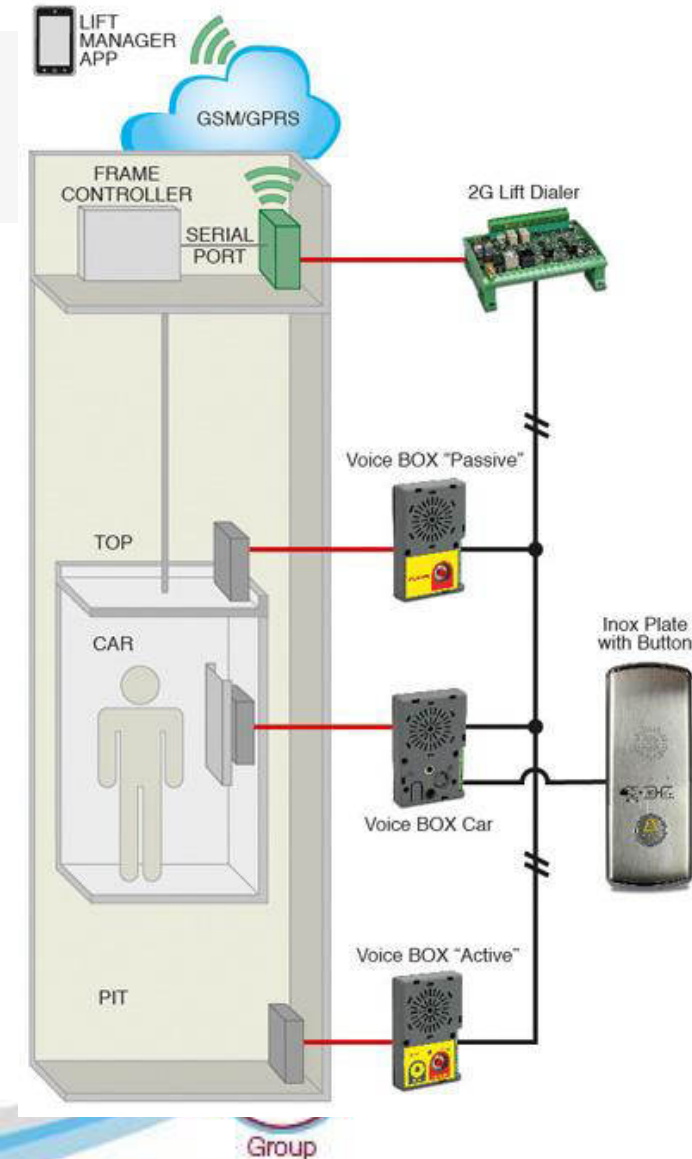
Voice Box



2G Dialer



OEM



Digicom a B810 Group Company

Digicom S.p.A. is a private company located in Italy

- From 9th May 2017 is part of B810 Group.

40 Years of experience on data communications

50 R&D engineers with different skills & Know-How

3 R&D Centers (Varese – Reggio Emilia – Pula)

250 Employees totally

3 Production Plants (Reggio Emilia – Duress – Varese)



We connect your **LIFT**.

Thank you for your attention!

Stefano Galzignato
Lift Manager
sgalzignato@digicom.it

04

03

02

01





www.digicom.it

Interlift HALL 2 – STAND 2145