

PULVERJET REDUCES AFTER-SALES COST WITH DIGITAL SOLUTIONS FROM HEXAGON



Highly respected in the sprayers segment, Pulverjet has been in the market for more than 25 years manufacturing self-propelled products. The manufacturer has the ability to provide strength and technology; revolutionising the market with its robust equipment that generates results in the field – constantly innovating, without losing the power of its brand.



PULVERJET[®]
AGRICULTURE

Hexagon

Hexagon's Agriculture division offers technologies that convert data into smart information that enables efficient planning and execution, precise machine and workflow controls and more efficient operations. For agriculture, it provides complete solutions for machine manufacturers and agricultural implements, including antennas with paid geopositioning signals, displays for machine automation and software for management and field monitoring.

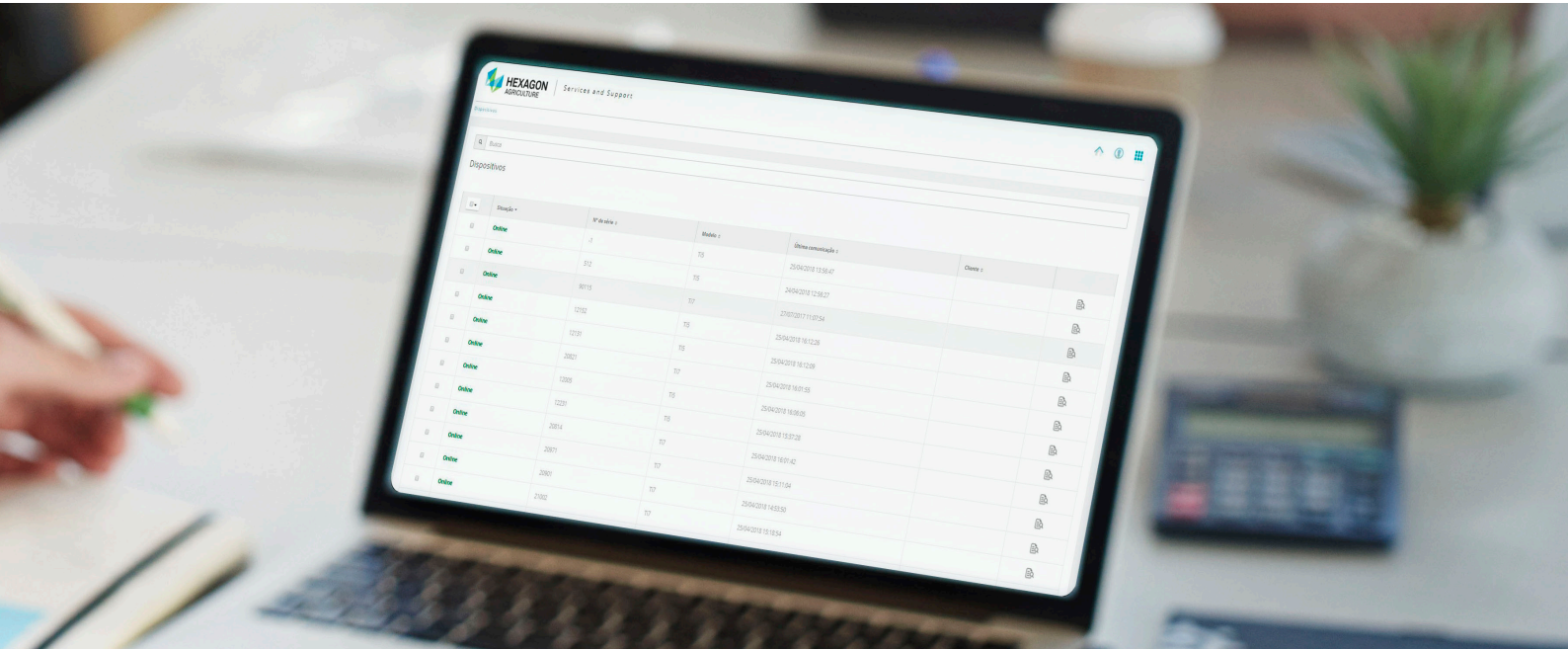
As a partner and technology provider to machine manufacturers, Hexagon is committed to delivering custom solutions and is committed to investing heavily

in Research & Development, ensuring innovative, state-of-the-art, high-quality products.



We develop embedded technologies for tractor and implement manufacturers, with the goal of transforming them into true technological tools for agricultural efficiency."

Bernardo de Castro, president of Hexagon's Agriculture division.



Challenge

The search for internal process improvements made Pulverjet realise that there was a deficiency in the implements' GPS controllers, which generated high expenses for after-sales service and technical visits in the field.

The resolution was to find innovative solutions for the domestic market that were already installed on their machines. In addition to a quality product, the challenge was to find the technology necessary for the manufacturer's sprayers to gain market value.

At this point, Pulverjet turned to Hexagon's Agriculture division, who presented their international standard design and technology, which ultimately met the manufacturer's needs. The two companies established the partnership for the development and adaptation of the products in the manufacturer's sprayers.

A successful partnership

The agricultural sector is very strict when it comes to the technologies used in tractors and implements in the field. Using innovative solutions and cutting-edge products generates “winning sales” arguments for the industry. With Hexagon’s displays on their machines, Pulverjet can experience increased sales. However, the major differential was the 95% reduction with technical assistance in the field. This was due to the use of the exclusive Remote Access add-on module. Through an internet connection, the system allows the technical team to visualise the display screen and control to help solve problems in real time.

Pulverjet machines are also equipped with various products from the HxGN AgrOn platform, including: AgrOn Auto Steering and AgrOn Sprayer Control. In addition to being a technology provider and providing technical support in the field for the manufacturer, Hexagon is a partner for new developments and future projects that are emerging between the two companies.

Hexagon’s Agriculture division stands out for being a national company, but with a global presence. Located in more than 35 countries, Hexagon provides easy-to-install equipment as well. As part of the partnership, Hexagon provides a continuous training program for Pulverjet’s technical team so they can serve their customers with unique quality and expertise, generating credibility, agility and satisfaction.

The manufacturer shows great satisfaction with the quality of the equipment delivered by Hexagon. With the training program for technicians, combined with the additional Remote Access module, Pulverjet has already seen a significant reduction in after-sales service costs, proving Hexagon’s unwavering commitment to delivering technology and innovation to major agricultural machine manufacturers.



We now feel safe and secure because we are being covered by a leading company like Hexagon, greatly improving our process.”

Marcelo Variza – Director of Pulverjet



We are very pleased with what Hexagon offers us for field support and new developments.”

Marcelo Variza – Director of Pulverjet



Hexagon is a global leader in digital solutions that create Autonomous Connected Ecosystems (ACE), states where data is connected seamlessly through the convergence of the physical world with the digital, and intelligence is built in to all processes.

Hexagon's industry-specific solutions leverage domain expertise in sensor technologies, software and data orchestration to create Smart Digital Realities™ that improve productivity and quality across manufacturing, infrastructure, safety and mobility applications.

Hexagon's Agriculture division provides technologies that convert data into intelligent information that enables smart planning, efficient execution, precise machine controls and automated workflows that optimise operations and increase profits.

Hexagon (Nasdaq Stockholm: HEXA B) has approximately 20,000 employees in 50 countries and net sales of approximately 3.5bn EUR. Learn more at hexagonagriculture.com and follow @HexAgriculture.