



DANISH HAULIER DRIVES PUSH-TO-TALK COMMUNICATIONS WITH MOTOROLA SOLUTIONS WAVE PTX™

FOR UNLIMITED COVERAGE AND CRYSTAL-CLEAR AUDIO



MINI TRANS 4X42

With over 50 years of industry experience, Mini Trans 4x42 is one of Denmark's leading transporters. It specialises in 24/7 transport solutions, ranging from courier services to relocation and distribution within the private and business sector, delivering throughout Denmark and southern Sweden although the majority of its business is in the Zealand region. Mini Trans is a franchise, owned and run by a network of independent hauliers; this ensures maximum accountability and personal service combined with the flexibility and increased offering of a larger group. The principal company aim is to deliver efficient and tailored transport solutions of the highest quality – quickly, safely and on time. Mini Trans also prides itself on being a modern and innovative company with the courage to challenge the status quo and constantly review and improve business processes, with a firm focus on information technology and sustainability.

CHALLENGE

As a franchise, Mini Trans wants to keep all its drivers fully informed at all times. It uses its radio system to communicate with its drivers: for example, to alert drivers of jobs, resolve delivery issues or share important company messages. It had been using an outdated analogue radio system, installed 22 years ago. However, Copenhagen has developed exponentially since then and, once drivers were circa 25km south of Copenhagen, this system no longer provided any radio coverage and Mini Trans had to resort to individual telephone calls. Therefore, Mini Trans had installed a Multiprotocol Label Switching Lines (MPLS) solution by connecting two of its old base stations to each other, with a wired interface to a fixed-line telephony system. This provided more coverage but it was still limited, as the system only had two antenna positions and it was also exceptionally expensive. As its business grew, Mini Trans was faced with the choice of expanding and renewing its network or changing technology.

CUSTOMER PROFILE

Organisation:

Mini Trans 4x42 A/S

Partners:

- Datamatik ApS
- LMR Service ApS

Industry:

Transportation

Location:

Denmark

Motorola Solutions Products:

- WAVE PTX™ solution comprising:
- TLK 100 WAVE PTX radios
- Range of accessories including RM250 remote speaker microphones (RSMs), carry holsters with swivel belt clips and single-unit rapid rate chargers
- WAVE PTX Dispatch

“WAVE PTX delivers superior audio quality and the radios are compact, reliable and rugged, perfect for our sector. The solution means we can use all available 4G and 3G networks across our delivery network, so our drivers always stay in range. This is key, as reliable communications massively benefit the overall operational efficiency of our business. Our long-term partner LMR Service managed the deployment for us and offers all the ongoing support we need.”

Birger Larsen, CEO, Mini Trans 4x42



SOLUTION

Working in close collaboration with Motorola Solutions distributor Datamatik and its long-term partner LMR Service, Mini Trans updated its technology to a Motorola Solutions WAVE PTX™ solution. This enables PTT communications over 3G and 4G cellular networks in the region, automatically switching between available mobile network providers to ensure the best signal. Datamatik has been distributing Motorola Solutions products across the Nordic Territories for over 15 years and Claus Ludvigsen of Datamatik explains why he enjoys working with Motorola Solutions: “Motorola is a great company to work with on every level. It’s the market leader. It’s innovative. And we know we can trust its high-performance products.” Datamatik worked in close collaboration with LMR Service to deliver the WAVE PTX system; and LMR Service centrally programs, manages and updates the Mini Trans WAVE PTX system and TLK 100 radios over-the-air using WAVE PTX management software.

All drivers are now equipped with the PTT-over-cellular TLK 100 WAVE PTX two-way radios and an accessories package comprising an RSM with integrated long-life battery, a carry holster with swivel belt clip and a fast charger, which they use in-vehicle; and the dispatch team also uses the TLK 100s.

For day-to-day operations, such as jobs and information sharing on pick-up or drop-off locations, for example, all users communicate on channel one. For longer company group discussions, channel two is used.

Mini Trans is currently using the WAVE PTX Dispatch cloud-based software solely to record all communications for traceability purposes; however, in the future, it may take advantage of some of the further functionality, such as GPS location tracking via the TLK 100’s integrated GPS functionality, multiple talk groups and talk groups based on geofencing (so trucks could join talk groups just for those in their area).

BENEFITS

WAVE PTX from Motorola Solutions is delivering reliable, crisp PTT group communications over existing mobile networks, so the challenges that Mini Trans had been facing, with regards to coverage, for example, are eliminated; audio quality is also exceptional and far exceeds any of the other solutions that Mini-Trans tested. Driver 406, Torben Andersen, explains why he enjoys using the WAVE PTX system: “It’s easy-to-use, simple technology. The radios are reliable and robust. We can comply with hands-free laws and coverage is great. Wherever I am, I just have to press one button to get clear, group comms, which is what us drivers need when we’re on the road. We’re all updated in real time. I feel much more connected now.”

As the dispatch software is cloud-based, Mini Trans can now run operations flexibly from any location, which has been a distinct benefit during COVID-19 lockdowns. Mini Trans has also substantially reduced costs; and the ease of configuration and ongoing management of the system, coupled with the Motorola Solutions warranty and the ongoing support offered by LMR Service, ensure fast deployment, optimal uptime and excellent ROI in a future-proof communications system.

Benefits:

- With crystal-clear audio, push-to-talk (PTT) communications and exceptional coverage across its whole delivery area, using all available 4G and 3G networks, WAVE PTX is Mini Trans’s primary communications tool. It is keeping all the drivers and control room fully and flexibly connected
- Robust, reliable radios with an IP54 rating, long-life batteries, RSMs and single button PTT ensure Mini Trans drivers can now work efficiently, whilst complying with hands-free driving regulations
- As the dispatch software is cloud-based, Mini Trans can now run operations flexibly from any location, which has been a distinct benefit during COVID-19 lockdowns
- Mini Trans is achieving significant cost savings compared to its previous system
- The ease of configuration and management of the system, coupled with the Motorola Solutions warranty and ongoing LMR Service support, ensure fast deployment, optimal uptime and excellent ROI

