



# Kajon Oy



Professional  
Transportation services

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# Line-up



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# Perspective

## - Population

Finland 5,5 million ... Germany 82 million

## -Area

Finland 338 430 km<sup>2</sup> ... Germany 357 022 km<sup>2</sup>





# Kajon Background

- Transportation services since 1997
- Offers VIP level taxi and minibuss services
- Around 140 vehicles and more than 200 employees
- Market leader in Finland
- Main Business concentrates in Southern Finland
  - Also provides transportation services in other parts of Finland





# Kajon-concept

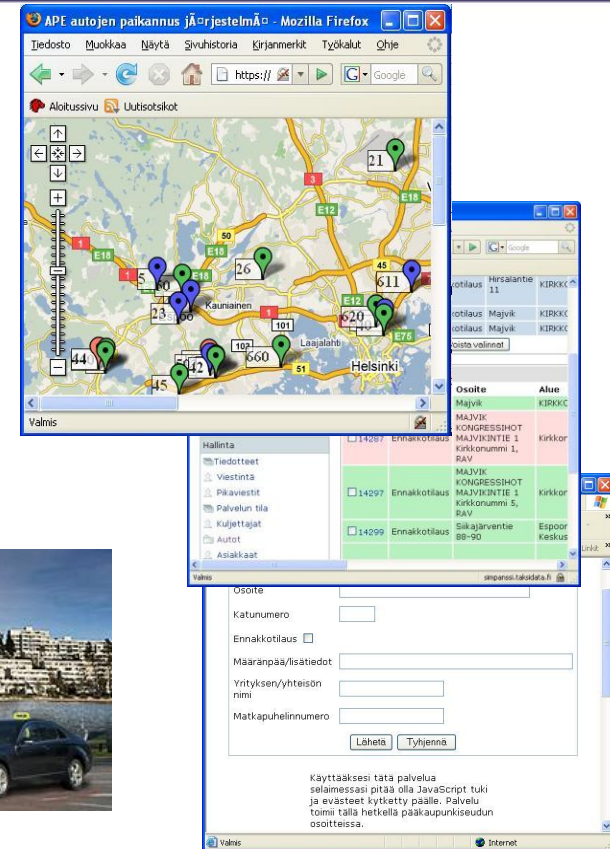
- The most flexible transportation service in Finland
  - Different services to different customers
  - Possible to implement for example custom payment cards
- Agreements with city/ commune section
  - School transportations
  - Food transportation
  - Handicap transportations
  - Seniors
  - Health care
  - Small items





# Fleet and IT

- 65 vehicles under taxi-license
- 75 vehicles licensed as a minibus
- Vehicles mainly 8 – 19 seated VIP minibusses
- Sophisticated enterprise resource planning system
  - Custom built by STD systems Oy
    - Schools
    - Food
    - Items
    - VIP's
    - Terminals
    - Alcolocks





## Alcolock in Finland

- Used as an alternative penalty for drunk drivers
- Voluntary use for companies
- Mandatory in school transportation since 1.8.2011
- Government target 2014 mandatory alcolock for all professional traffic





# Alcolocks & Kajon Oy

- Desicion 2007
- Part of Government based research 2007-2008
- Wireless foxguard v3
- Advanced technical innovations to help the use of the alcolocks







# Alcolock Costs

- Middle price about 1000 €ur
- Easy installation = low cost
- Educating the personnel
- Service & logistics
- Calibrating
- Implementing to existing systems
- Accessories





# Installing alcolocks

- Installed to cut off startrelays power (Finnish law)
- Easy to install
- Structure of the fleet
- Calibration interval
- Remote result reporting via SMS





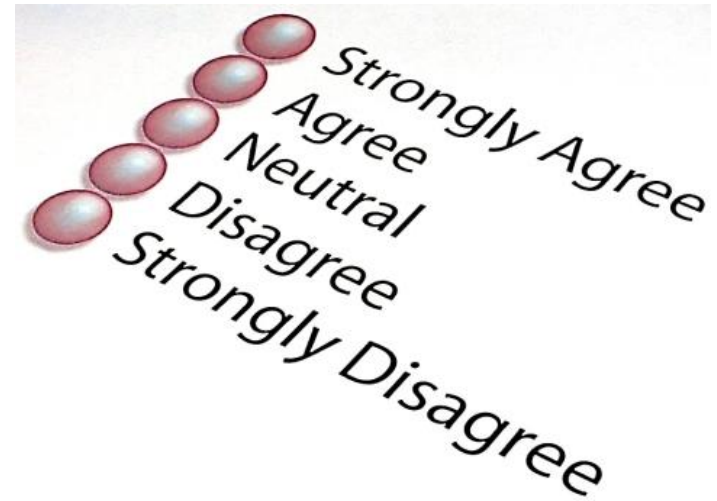
## Implementation schedule - Kajon

- 2007 Decision
  - 5 alcolocks installed for research
- 2008 & 2009 installing
  - February 2009 69 alcolocks installed
- 2010 All 120 cars equipped with alcolock
- Today
  - All vehicles equipped with alcolock



# Feedback

- Employees
  - Positive feedback all around
  - Negative feedback for technical problems
- Customers
  - Positive feedback
  - Specially for school transport





# Alkolock pros

- Wireless and Wired devices
  - Winnig points in public tendering
  - Quality of service
  - Safety & insurance
  - Ease of use
  - Positive publicity
- Wired
  - heating time, cold conditions
  - stays in the vehicle all times
  - No batteries
- Wireless
  - Second key to the vehicle
  - Service and calibration simple
  - No heating time if used as a key
  - Foxguard: long batterylife
- Foxguard & STD Systems alcolock remote result reporting via SMS



dreamstime.com



# Alkolock cons

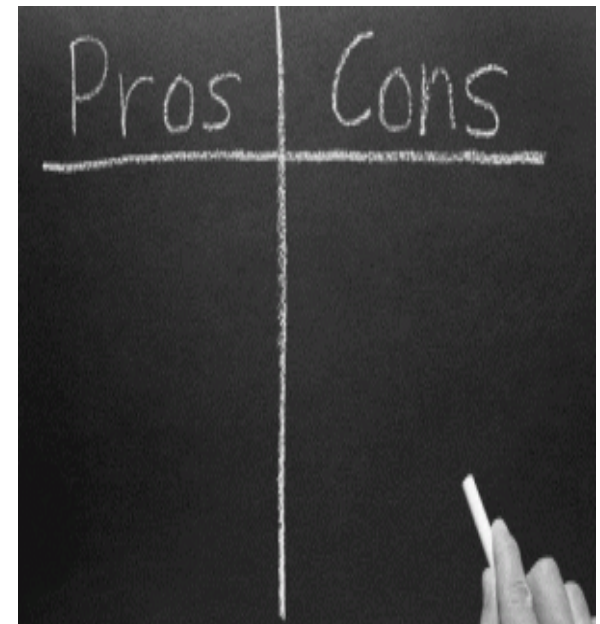
- Wireless and Wired devices
  - Logistics
  - Reporting, storing & analyzing results
  - Servicenetwork
  - Costs
  - Possible malfunction in extreme heat
- Wired
  - Heating time in cold conditions
- Wireless
  - Possibility of losing hand-unit
  - Heating time in cold conditions





## Alkolock pros & cons summary

- Technical difficulties mainly solved
- Remaining challenges mainly logistic
  - Monitoring & analyzing device-based data
  - installation, calibration and service
- Helps increase business
- Quality increases
- Does not affect insurance costs (Finland)





Need a lift visiting Finland ?

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