



Kajon Oy



**Professional
Transportation services**

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www.kajon.fi



Line-up



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Perspective

- Population

Finland 5,5 million ... Germany 82 million

-Area

Finland 338 430 km² ... Germany 357 022 km²





Kajon Background

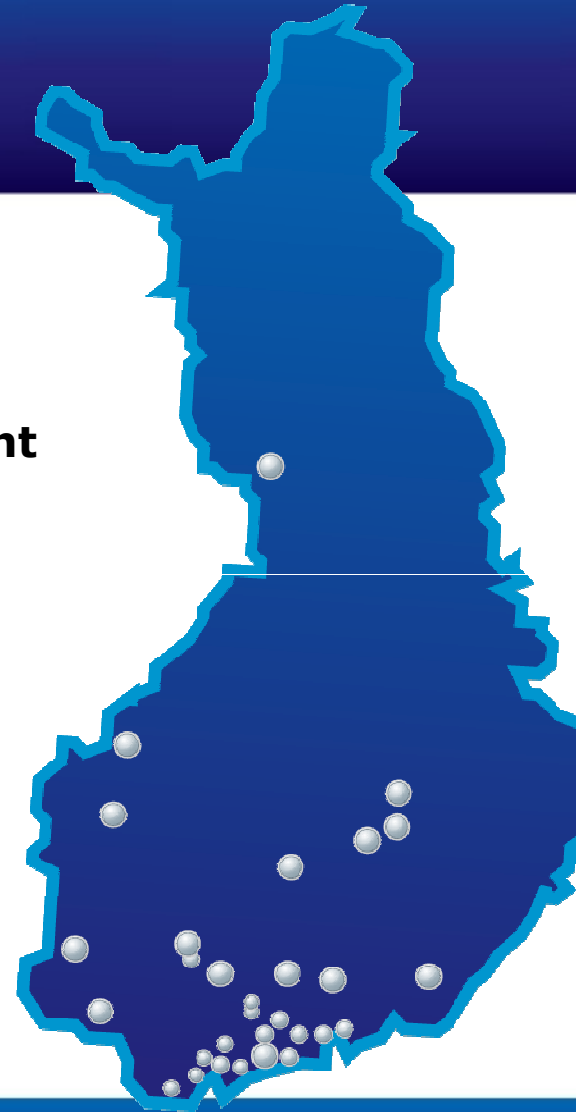
- **Transportation services since 1997**
- **Offers VIP level taxi and minibuss services**
- **Around 140 vehicles and more than 200 employees**
- **Market leader in Finland**
- **Main Business concentrates in southern Finland**
 - **Also provides transportation services in other parts of Finland**





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



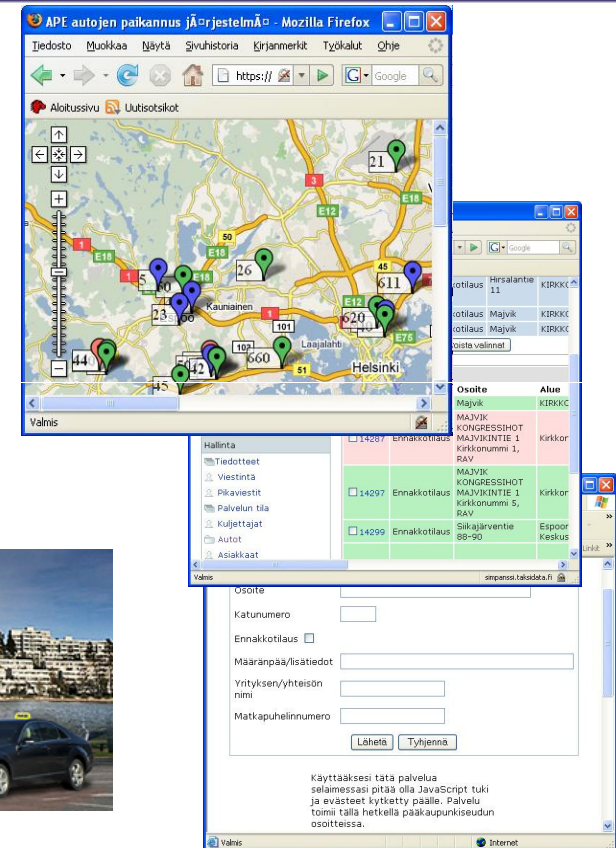
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Fleet and IT

- 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 drunken driving
- Voluntary use for companies
- Mandatory in school transportations from 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





Alckolock 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 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





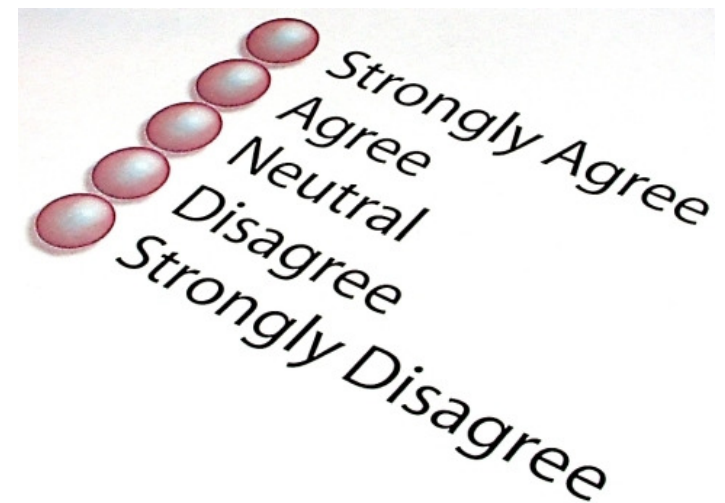
Feedback

-Employees

- Positive feedback all around
- Negative feedback for technical problems

-Customers

- Positive feedback
- Specially for school transports





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**





Alkolock cons

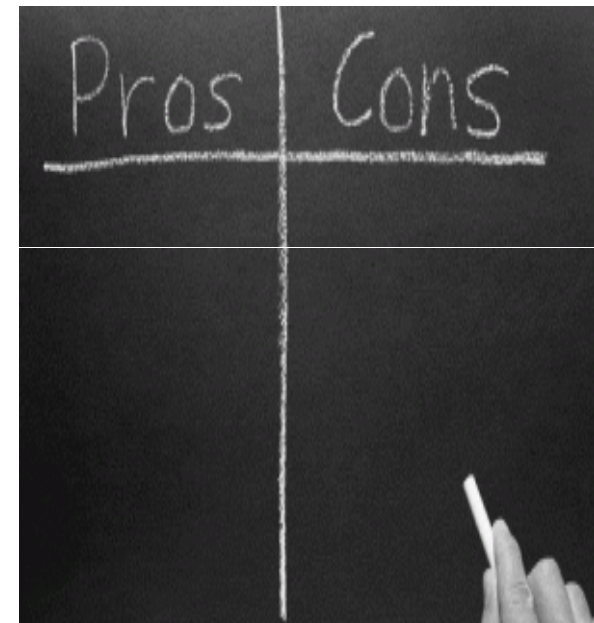
- **Wireless and Wired devices**
 - **Logistics**
 - **Reporting, storing & analyzing results**
 - **Servicenetwork**
 - **Costs**
 - **Possible malfunction in extreme heat**
- **Wired**
 - **Heating time in cold conditions**
- **Wireless**
 - **Possibility of losing hand-unit**
 - **Heating time in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



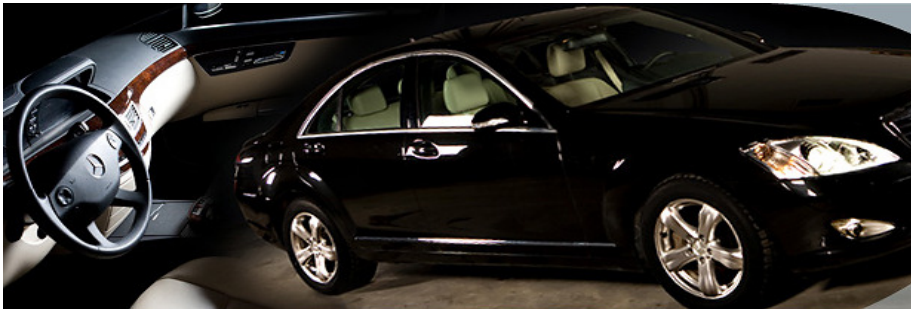


Need a litf visiting Finland ?

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teksti



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