

CASE STUDY

Fremco Fiber Blower

The telecommunications industry uses a Fremco machine to blow fiber cables through empty tubes. The process is expensive and requires specialized knowledge, but data is improving the process.



1 Ideation

Fremco's telecommunications customers were demanding data-rich reporting of fiber installation. From the starting point of their machine with no connectivity, Fremco realized the importance of acting quickly to stay ahead of the competition. By replacing this user interface with a simpler and less-expensive new controller that featured a tablet with an app, all data could be logged, fulfilling compliance to their customers.

But more importantly, the data could be used to optimize the product offering. The data could open up for a machine-as-a-service model, reducing the need for capital expenditure. Learning from the data would allow preventative maintenance and ultimately automating the process which up to now requires specialized operators.

2 Development

Seluxit delivered hardware, firmware, cloud software and an app to Fremco. Because Seluxit delivered standard existing modules with a high standard of security, the delivery was both fast, secure and hassle free. Hardware was developed for an improved controller, which reduces cost as the new controller used a microcontroller as opposed to a PLC. Seluxit also helped by adding sensors to the controller that could measure electric current, temperature and location (GPS). Seluxit also developed a user interface. The data was also forwarded to a partner which provided Fremco with a dashboard for fleet management.

3 Production

Seluxit took ownership of the production of the PCBs for the new controllers, handling sourcing of electronics components as well as the generation of unique keys in each product to ensure security.

4 Operation

Seluxit's cloud is the heart of Fremco's digitized solution, collecting data for Fremco's fleet management system. Updates and future development to the user interface can now be pushed easily to all devices.

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