

## Case Study › Mobile Weighing



### Client › RAVAS Mobile Weighing

#### The Challenge:

Help RAVAS add wireless networking to its next-generation mobile weighing systems to enable wireless transmission of critical data to its customers' warehouse management systems.

#### The Solution:

Embed the MatchPort® b/g into the new systems for a less expensive, fully integrated wireless solution.

#### The Result:

RAVAS' new wireless mobile weighing systems enable its customers to have important warehouse management information continuously available to all relevant audiences.

“The MatchPort b/g made it easy to network connect our product. Working with Lantronix, we saved at least three months in development time and have a system that is less expensive to produce.”

Michel Rijk,  
Engineer

#### The Challenge: Lack of Wireless Connectivity — A Weighty Issue

RAVAS, the Mobile Scale Company, manufactures and distributes weighing systems that are integrated in hand pallet trucks, warehouse trucks and forklifts. Because the weighing systems are mobile, they allow companies to do two things at once — transport and weigh. By eliminating the need to drive back and forth to a fixed floor scale with every pallet or container, RAVAS' mobile weighing systems help companies save time, space and manpower.

In 2007, RAVAS began developing its next-generation mobile weighing systems, which would enable wireless communication to a customer's warehouse management system (WMS). Adding wireless capability would effectively turn forklifts and warehouse trucks into platforms for gathering and communicating real-time information. With such a system, RAVAS' customers would have various types of information about material flows — such as how much of a certain material is available, where is it located, where is it going, where is it coming from, and more — continuously available to all relevant audiences as well as stored in a database for later analysis.

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### The Solution: Lantronix Does the Heavy Lifting

RAVAS had worked with other suppliers in the past, but was considering different options for the new systems. Transcell, an American company that supplies hardware to RAVAS, advised RAVAS to consider Lantronix. Lantronix assessed RAVAS' desired capabilities for the new mobile weighing systems and recommended the MatchPort® b/g, an extremely affordable embedded 802.11 b/g wireless networking device that bridges the Ethernet-to-wireless gap.

Unlike the competitor's module, which required separate connections, the MatchPort b/g fit directly onto RAVAS' current PCB board. According to Michel Rijk, the lead RAVAS engineer on the project, "The MatchPort b/g did not require a lot of extra work to make it fit, which saved us months of development time." The MatchPort b/g's power consumption is also better than the competitor's product, because its dedicated co-processor module manages wireless and network activity, permitting the weighing system to function at maximum efficiency.

### The Results: RAVAS' New System Carries Weight With Customers

With the help of Lantronix, RAVAS was able to achieve its vision for complete integration of material flows and information flows. In fact, the new system has been nominated for an Innovation Award by the Fork Lift Truck Association in Europe. One of the added benefits of wireless connectivity is that RAVAS no longer has to install printers with each mobile weighing system. Not only is the new system less expensive to produce, customers can now use a local area network (LAN) printer for better quality printing of vital information. Looking to the future, RAVAS intends to work with Lantronix as it develops new products.

#### About RAVAS Mobile Weighing

RAVAS manufactures and distributes weighing systems integrated in hand pallet trucks, warehouse trucks and forklift trucks. These mobile weighing systems enable companies to make their internal logistics cheaper and more efficient, to raise the quality of their products and services and thus increase client satisfaction. In an evolving market, RAVAS is continuously developing new techniques to maintain its lead and create products that are of value to its customers.

For more information on the MatchPort b/g, visit:

[www.lantronix.com/matchport-bg](http://www.lantronix.com/matchport-bg)

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