



Stronger Together

Turck is acquiring the majority interest in RFID turnkey solution supplier Vilant Systems and is expanding its portfolio for the RFID sector with software, systems and services

Antti Virkkunen (left) and Ville Kauppinen are pleased with the rapid expansion of their company within the Turck Group

Identifying efficiency – this is the motto under which the Finnish RFID turnkey solution supplier Vilant Systems gained an excellent reputation, particularly in the logistics sector in Europe. The new company, with a name made up from the first syllables of the first names of both company founders, Ville Kauppinen and Antti Virkkunen, is headquartered in Espoo, Finland, and currently has over 50 employees in four countries. Since its founding in 2002, Vilant Systems has already implemented over 1000 RFID system installations in 35 countries. Its significance on the market for the industrial RFID system business is suitably large.

Global expansion

The founders had for a long time aimed at achieving global growth as quickly as possible and strengthening their market position accordingly – an intention that would have taken a very long time to achieve if it had been done organically with their own funds. They consequently looked at one or two corporate partners, but never found the right one that would understand the independent corporate culture at Vilant Systems as a valuable asset, and didn't want to fully integrate the young company straight away.



Using in-house software solutions and a lot of application know-how, Vilant Systems has become one of the most successful RFID system houses in Europe

With Turck, this was completely different. After both companies had worked well together in projects, a closer collaboration could be envisaged on both sides. After a number of talks, it became clear how this ought to look like: Turck would take over the majority of

shares of the former RFID turnkey solution partner, which would remain an independent company within the Turck Group. A transition process has been in place since October 2017, after which the company will be called Turck Vilant Systems from January 2018. With this transaction Turck is strengthening its activities in the software, system and service business, which is of great strategic importance with regard to Industry 4.0 and the Internet of Things. The takeover also represents Turck's response to the growing demand for complete system solutions.

Vilant Systems will now enable Turck to offer turnkey RFID complete solutions in addition to the hardware business. "Our customers not only require excellent hardware products, but also an increasing number of complete system solutions, such as software, integration and maintenance, particularly in the RFID business," managing director Christian Wolf explains the decision. "The experienced specialists at Vilant will enable us to better meet these requirements and support our customers on the way to Industry 4.0. We are very pleased to welcome the Vilant team of around 50 employees on board."

The two founders, Ville Kauppinen and Antti Virkkunen, continue to remain shareholders and managing directors of the new Turck Vilant Systems. Ville Kauppinen: "The decision to become part of the Turck Group was not only made on account of Turck's financial and technological strength, but also due to its global corporate strategy. Vilant was founded with the aim of growing internationally. Turck has been successfully pursuing this aim for fifty years and has a strong international presence. In the Turck Group we can continue our RFID system implementation business as usual and use Turck's worldwide sales organization, as well as the hardware product portfolio for further international growth." Antti Virkkunen, managing director for Central Europe, also added: "Vilant sales will support the Turck sales organization through its know-how and new project contacts. For this all subsidiaries will be trained by Vilant experts in order to also offer Turck customers worldwide leading RFID system solutions."

Versatile software portfolio

Vilant Systems is today already serving the typical focus sectors for RFID system solutions, such as asset tracking, rail, supply chain as well as pulp and paper. The portfolio focuses on the area of software. In terms of hardware, the company always uses the solutions with which the particular task can be implemented best of all. The software is developed entirely in-house and adapted as required for specific projects. The portfolio contains different software solutions that are suitable for devices with or without a user interface. While the Vilant Engine is the right choice for devices without a user interface, the Vilant clients, Gate Client, Handheld Client or Forklift Client, are designed for devices with a user interface. The Handheld Clients, for example, are suitable for RFID handheld devices for the manual reading or writing of the RFID tags, Gate Clients are used for automatic tag detection and Forklift Clients



on the operator terminals of forklift trucks. Each device software also features direction detection and stray read filtering.

All Vilant solutions can be passed on via WLAN, LAN, GPRS or also 3G to the Vilant server software, such as the Visibility Manager, the Device Manager or individual modules. For example, the Visibility Manager is the product designed for the asset tracking sector. This improves user friendliness and the control of assets. SCM processes are also visible in real-time. The Vilant RFID software enables plug and play implementation and is also suitable for high volume applications. Besides the software, Vilant Systems provides its customers with 24/7 support and maintenance, as well as the development and implementation of RFID software and devices.

Takeover with added value

All participants benefit from the first company takeover in Turck's corporate history: Vilant can offer its services in future worldwide to all Turck subsidiaries and Turck is one more step on the way to being worldwide automation partners. The customer also benefits since with Turck Vilant Systems within the Turck Group, they have a genuine turnkey solution supplier for all aspects of the Industrial Internet of Things and Industry 4.0.

Info | www.turckvilant.com

Not a commonplace occurrence with a company takeover: The number of employees at Turck Vilant Systems will increase considerably in the near future

QUICK READ

Corporate takeovers often leave behind an unpleasant aftertaste on one side or the other. Not so with the recently completed majority interest of the Turck automation specialists in the Finnish RFID turnkey solution supplier Vilant Systems. Under the name Turck Vilant Systems, the new company is an independent member of the Turck Group. Turck customers worldwide will thus benefit in future from the software and application know-how of the Finns, which has allowed them to become one of the most successful suppliers of turnkey RFID solutions on the market.