

# The Digital-First Terminal

How smart technologies drive efficiency, sustainability and safety.



Alina Reinhold

# Agenda

1	Introduction: <ul style="list-style-type: none"><li>• Customer testimonial video (Medlog, Chile)</li></ul>
2	MyKalmar INSIGHT overview: Efficiency, Sustainability, Safety
3	Optional modules: Driver Access, Operational Overview & Inspector
4	Key takeaways
5	Q&A

# With you today



**Alina Reinhold**  
Digital Services, Kalmar

## 8 years with Kalmar in various roles:

Joined Kalmar in **2017**

**2019 – 2020** Segment Solution Developer, Mobile Solutions

**2020 – 2021** Third Party Sales (Dealer) Manager, Mobile Solutions

**2021 – 2025** eCommerce Manager, Services

**2025 –** Director, Digital Services





# MyKalmar INSIGHT

is a part of MyKalmar digital ecosystem

MyKalmar is a one stop solution for Kalmar equipment owners, providing them with:

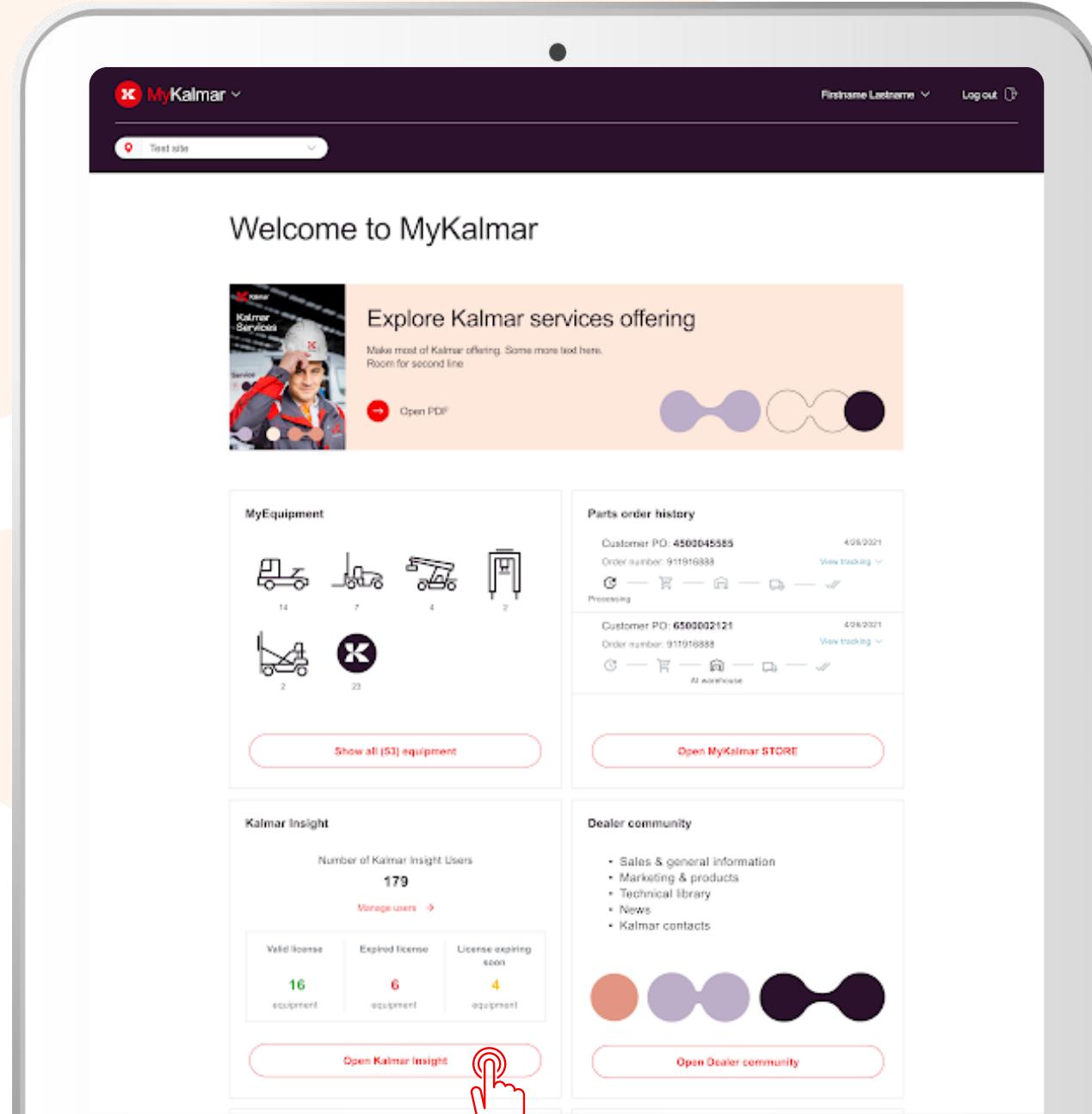
MyEquipment – view of the whole fleet

Machine cards + **manuals** (new)

Service contracts

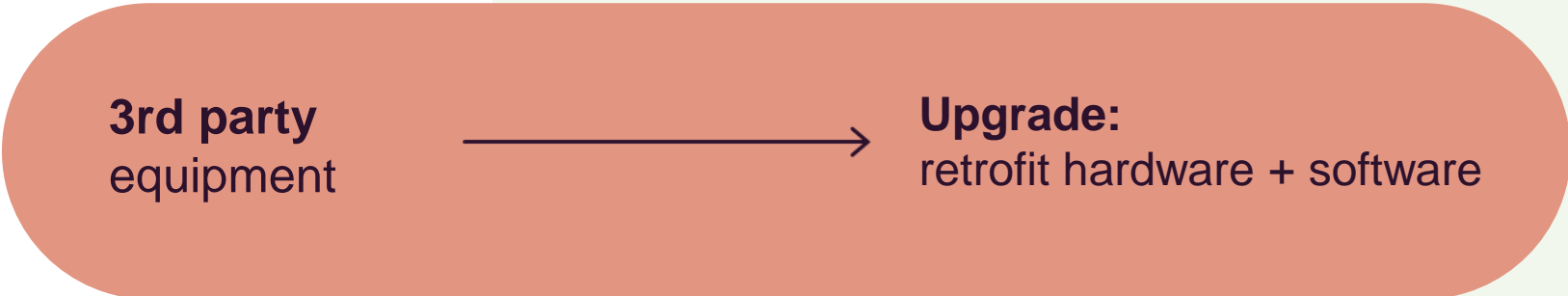
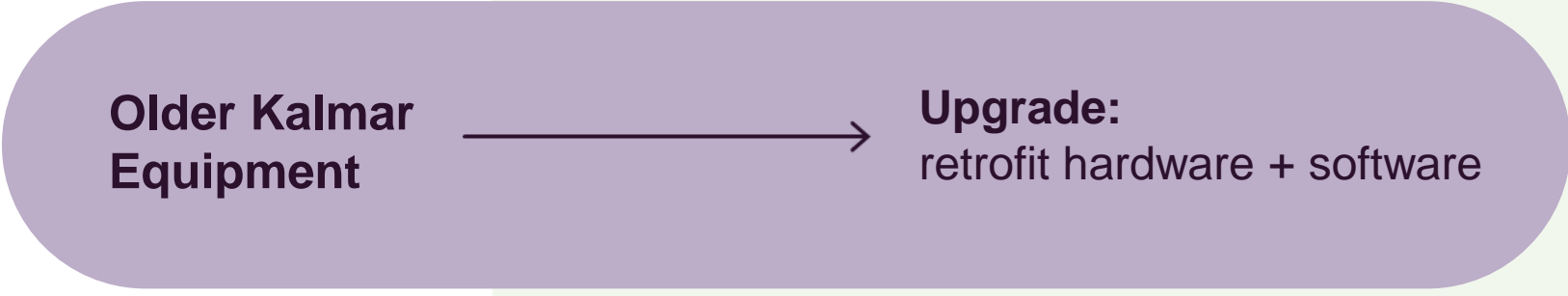
Single point of access to  
Kalmar's digital tools

Order history



# Machines eligible for MyKalmar INSIGHT:

# How to install?



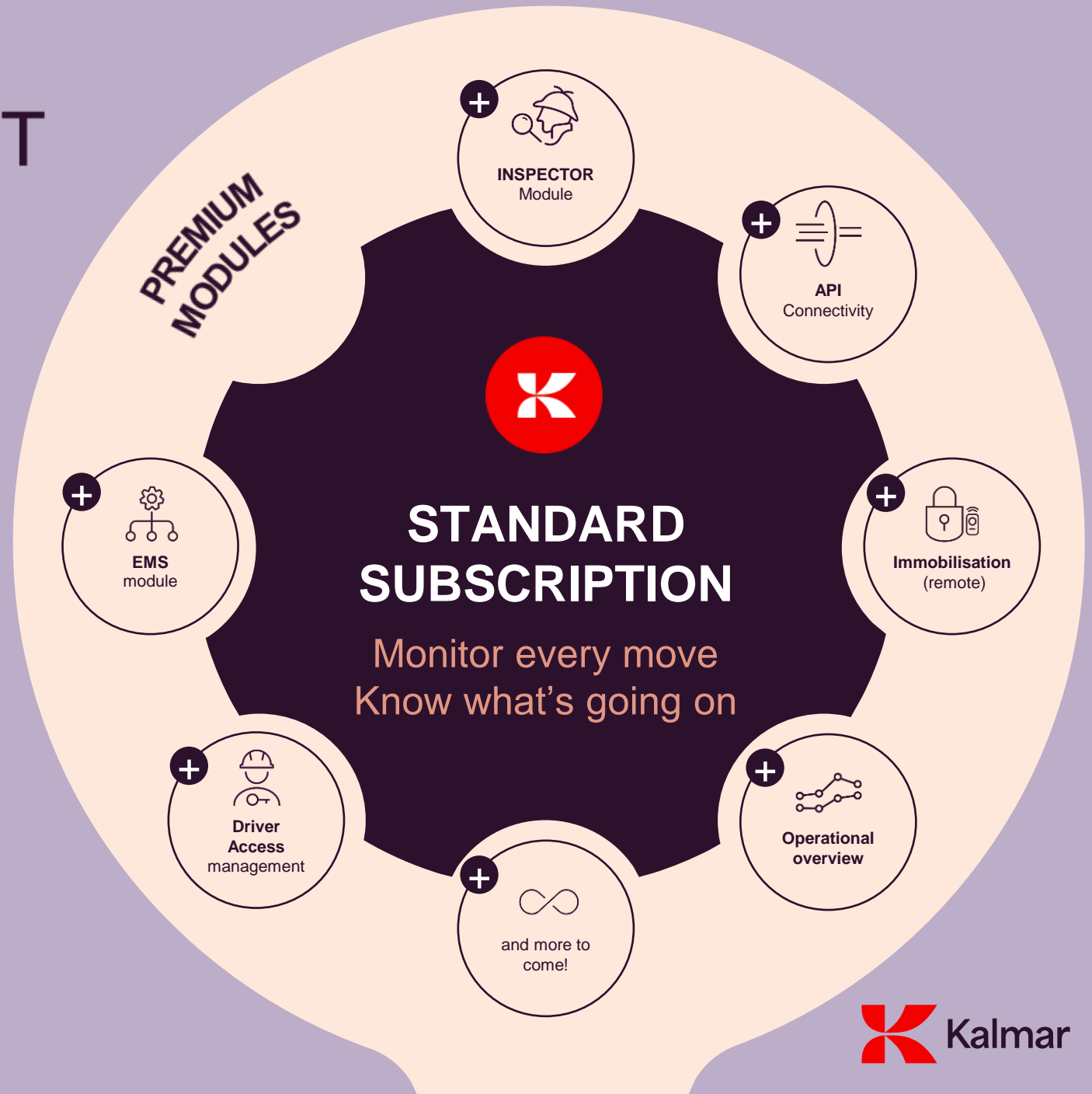


# MyKalmar INSIGHT

on your terms

MyKalmar INSIGHT **standard subscription** includes all the key features for you to know what's going on and analyze performance.

To achieve more, you can choose from optional **premium modules** that can be added to your subscription.



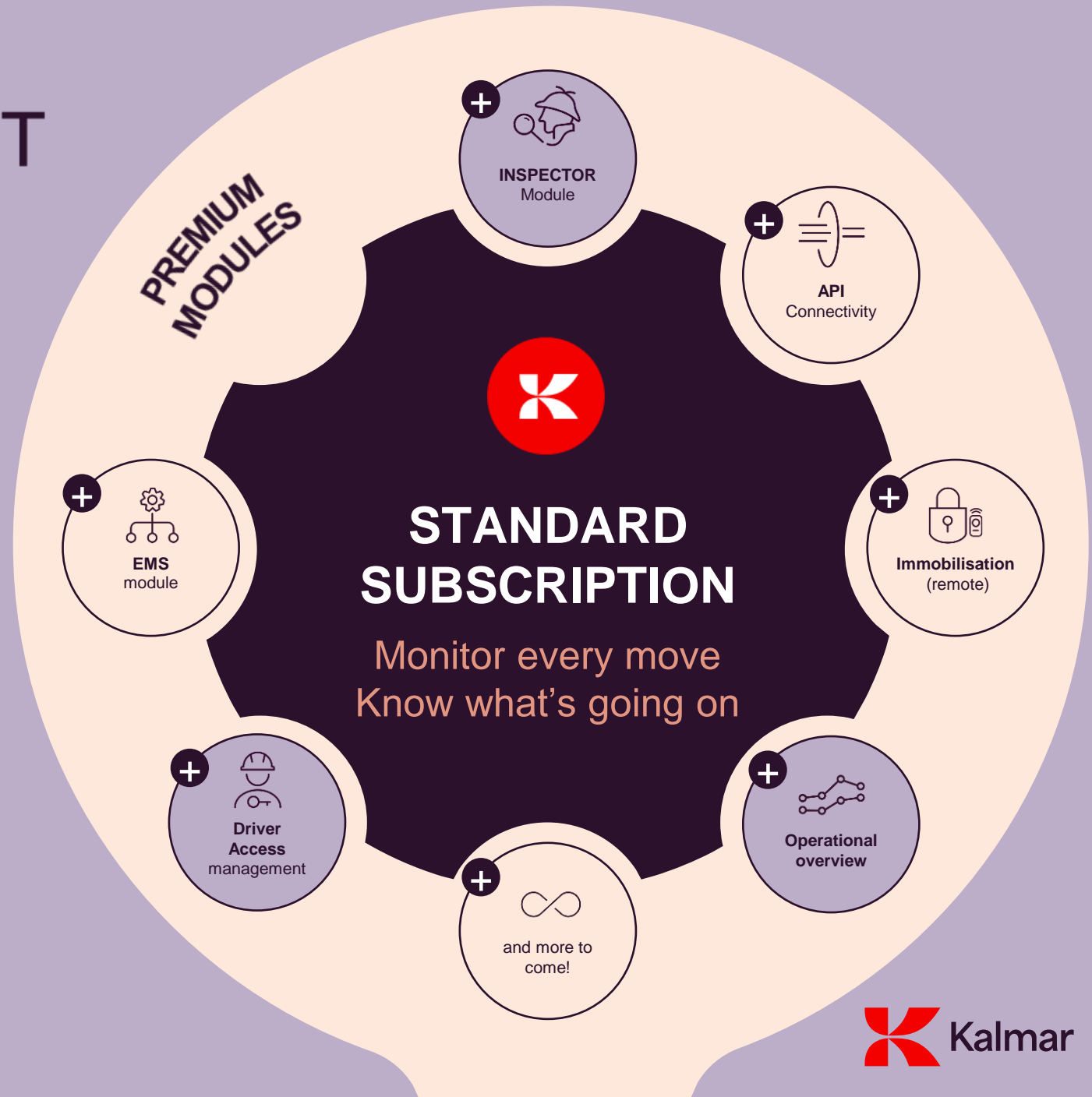


# MyKalmar INSIGHT

on your terms

MyKalmar INSIGHT **standard subscription** includes all the key features for you to know what's going on and analyze performance.

To achieve more, you can choose from optional **premium modules** that can be added to your subscription.





# Inspector

Take control over machine inspections

Available as optional module



## Key benefits:

- Fleet inspections are managed digitally - steps are easy to follow in a checklist format
- Full transparency and control over inspections
- Fulfil legal local requirements



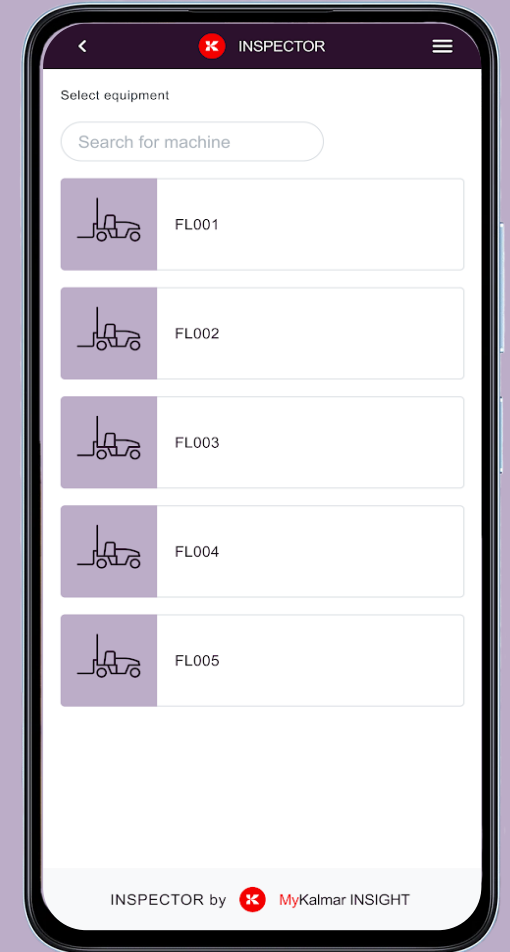
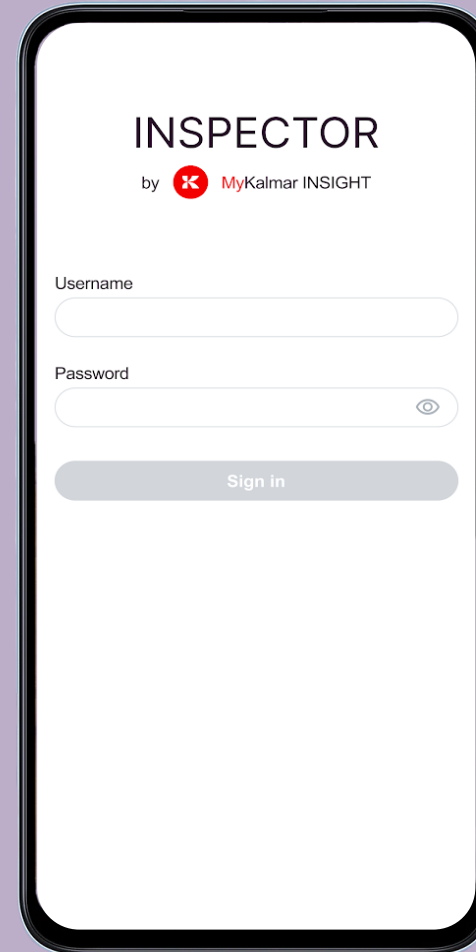
## How does it work?

Set up different inspection checklists for equipment safety or maintenance checkups, so your operators can easily follow instructions and provide more details (incl. photo/video). Optimal on mobile.



## Additional requirements:

- -





# Driver access module

Digital key to your Kalmar machine

Available as optional module



## Key benefits:

- Prevent unauthorized machine use
- Analyze equipment performance on driver level



## How does it work?

Operator needs to use RFID tag or card to authorize access to the machine.



## Additional requirements:

- Hardware

Driver board  
Tuesday 20 May, 12:29, GMT+2

Range: 13.05.2025 - 19.05.2025 Today Last 7 days Day Shift

All equipment (25)

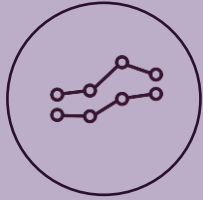
DATA FROM 13.05. 00:00 - 19.05. 24:00

Idle Time (% Of Running Hours)	Moves	Energy Consumed / Running Hour	Fuel Consumed / Running Hour
1 Peter 0.00 %	1 Ed 166 moves	1 Wolfgang 0.00 kWh	1 Sam 0.00 l / h
2 Bjorn 0.00 %	2 Eddy 88 moves	2 Amadeus 0.00 kWh	2 Pam 0.00 l / h
3 John 0.00 %	3 Eduardo 32 moves	3 Ludwig 0.00 kWh	3 Bam 0.00 l / h
<a href="#">VIEW FULL LIST &gt;</a>	<a href="#">VIEW FULL LIST &gt;</a>	<a href="#">VIEW FULL LIST &gt;</a>	<a href="#">VIEW FULL LIST &gt;</a>

Moves / Running Hour	Production Time (% Of Running Hours)	Running Hours	Shocks
1 Angie 19.28 moves / h	1 Van 100.00 %	1 Johanna 48.81 h	1 Alejandro 0 shocks
2 Kristina 18.84 moves / h	2 Pierluigi 100.00 %	2 Jesse 26.22 h	2 Waqas 0 shocks
3 Clarence 18.42 moves / h	3 Hannah 100.00 %	3 Alina 25.68 h	3 Martin 1 shocks
<a href="#">VIEW FULL LIST &gt;</a>	<a href="#">VIEW FULL LIST &gt;</a>	<a href="#">VIEW FULL LIST &gt;</a>	<a href="#">VIEW FULL LIST &gt;</a>

Shocks / Running Hour	CO <sub>2</sub> Emissions
1 Marvolo 0.00 shocks / h	1 Harry 0.00 kg





# Operational overview

## Digital performance comparison

Available as optional module



### Key benefits:

- Compare performances across own fleet and global equipment averages
- View and filter over 10 performance indicators



### How does it work?

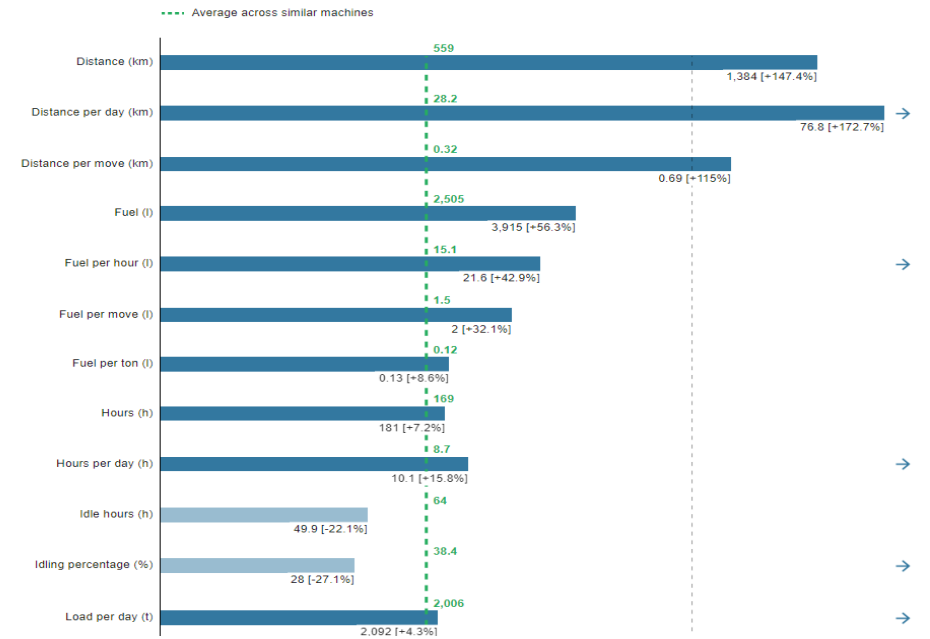
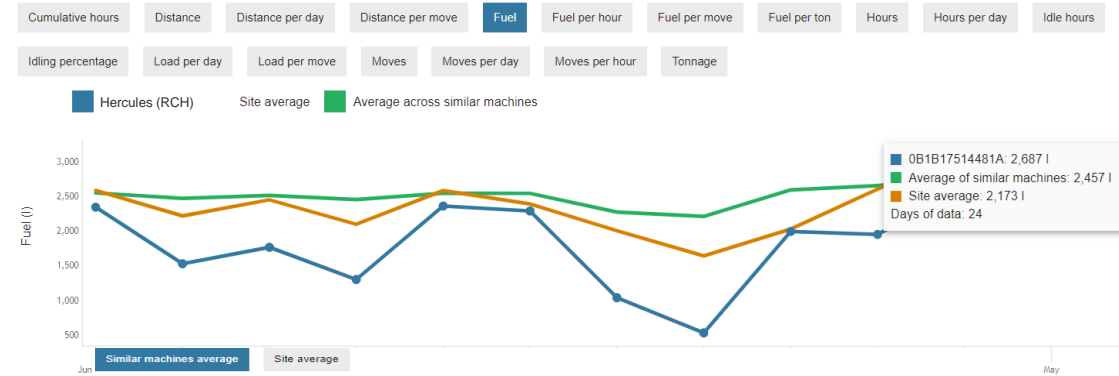
Benchmark and analyze equipment performance data using performance indicators (i.e. fuel, idling time, distance, moves, etc.,)



### Additional requirements:

- -

USAGE FROM JUNE 2023 TO JUNE 2024



# Customer feedback



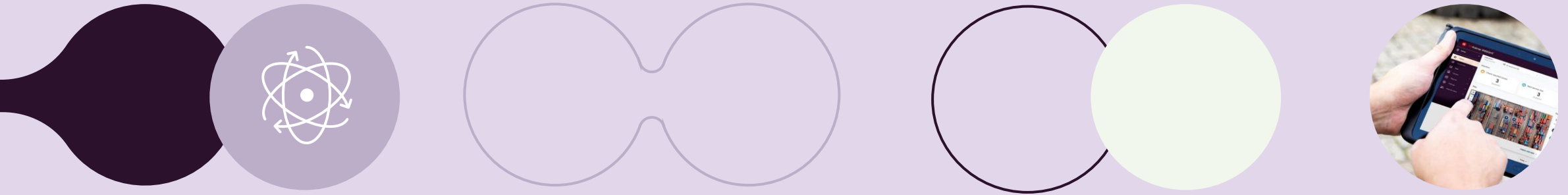
With MyKalmar INSIGHT we have access to real-time information that was previously impossible to obtain. It has helped us automate most reports.

**Rodrigo Enriquez,**  
Equipment Supervisor  
MEDLOG Chile



MyKalmar INSIGHT is easy and logical to use. The interface is user-friendly and not complicated, so you don't need lots of training.

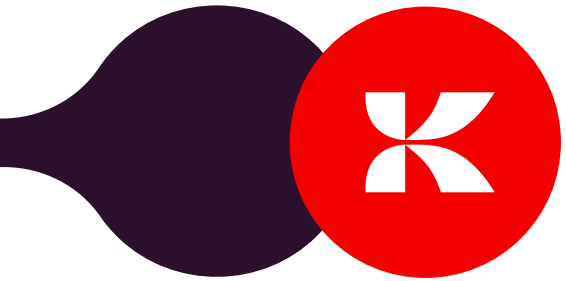
**Jurgen van Remoortere,**  
Manager Automation & Projects  
(Technical Dept.)  
DP World Antwerp Gateway.



# Key Takeaways

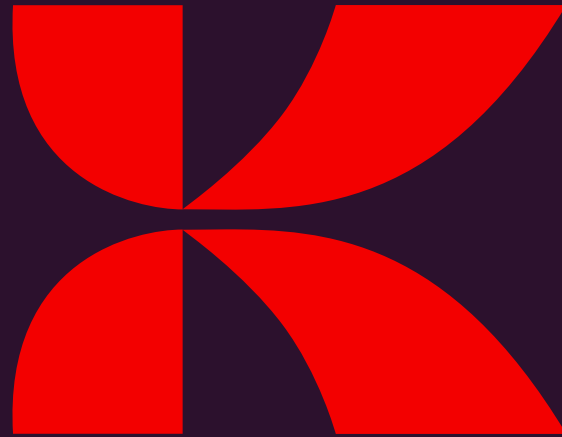
- The digital first terminal - a solution to support increasing demands for data processing, reporting, and automation
- MyKalmar INSIGHT is compatible with older and 3<sup>rd</sup> party equipment
- Follow Medlog and join in the success!

Q&A



**My**Kalmar INSIGHT





**Kalmar**

**Making every move count.**