

# Newsletter Spring 2020



## Editorial

It is unbelievable how radically the past one hundred days and a virus have changed our perception of risk, market and liberty. At the end of January, the first news reached us about the closure of entire cities in China. At that time, we started to be concerned about the supply security. However, the virus was far away and did not pose a direct threat. At the end of February, the virus arrived in Europe though "only" in isolated areas. Then within two weeks, the distant threat was transformed into a real danger and turned our lives upside down. Nobody had the time to get prepared—neither the authorities, the management, nor our employees. Virtually overnight, emergency plans had to be drawn up, partition walls had to be installed and staff members had to be sent to home office.

Now a few weeks later, stores and schools are reopening. Nevertheless, little is known about the consequences of the virus on humans. Crazy 100 days! The lessons learned: not everything in life can be planned. And a more important point: in such tense times, the close relations with our employees, clients and suppliers are crucial – even essential – to survive. I would therefore like to sincerely thank all of our partners for their loyalty and close ties. You are and have been an enormous support for us through these turbulent times.



## Olivier Carnal

General Manager

## New Products

The new **Exchange Platform SEP** is the online hub for the secure data exchange between Sontex SA and their customers. Starting with the management of individual AES encryption, further functions will continuously be added in the future. The "management of AES Keys" function simplifies the handling. With products like heat cost allocators, it can happen that



hundreds or thousand of individual AES keys are generated. This means that keeping an overview can be challenging but the SEP makes it easier. With a login, the user authenticates himself and gets access to the keys and the related device. When necessary, it can be restored in case of loss. Existing SW solutions from Sontex SA such as Tools Supercom are reaching out to the SEP and automatically verify, considering an

authenticated login and serial number if there is an authorization to read out the terminal devices. Data protection and privacy of the end users are ensured at all times. The Exchange platform is constantly being expanded and enhanced with new features and services that will make your daily work easier. Currently, the LoRa devices are being integrated into the ecosystem with the possibility of managing the devices, visualizing measured values and making them available for further processing via open interfaces.

[View video](#)

For the communication with the radio central unit **Supercom 646** (device for reading out end devices via the bidirectional Sontex radio 433MHz), a **LAN module** with Power over Ethernet is now available. The power supply of the radio central is done directly via the LAN cable which means that an additional power supply is not necessary. This reduces device cost and saves time during installation. The module is instantly available.



## Solutions

The version of **Tools Supercom** designed for Android mobile phones has successfully been on the market for 2 years now. We were glad to receive a lot of feedback and have consequently incorporated them into a new version. The scanning of QR codes and barcodes is now supported. The QR code on the label of the packaging must simply be scanned with a mobile phone and reading routes with e.g. 20 or 50 devices are created with a single scan. A reading route can now also be assigned to the current location via geoinformation, which is visualized on the integrated map. Conveniently, the current address can automatically be used as the reading route name. Additional functions such as searching and reading out devices from other manufacturers, and local storage of AES keys on the mobile phone in a closed database are possible. Moreover, subsequent decryption when reading out encrypted devices is just one of the many new functions that make working with Tools Supercom Android more pleasant and efficient.



## Inside Sontex



**Name, surname:** Loesch Daniel

**Position:** Head of Production

**Number of years at Sontex:** 30 years

### Hobbies:

My leisure activities have changed over the years. I started with pistol shooting, then a bit of car racing, then a lot of running and now it's mainly riding motorbikes.

### My contribution to the environment:

I come from the countryside; I grew up with respect for nature. Natural gestures for me are perhaps environmentally friendly gestures for others.

### Why Sontex:

I started working at Sonceboz SA at the electronics laboratory, then as the manager of the electrical workshop and thermal energy meters. When Mr. Hämmig and Mr. Challandes founded Sontex, they asked me to accompany them. I didn't hesitate for long; the following years weren't always easy but very rewarding.

**My contribution to Sontex:**

I can certainly bring some relevant history which helps to prepare for the future but let's say that I mainly try to take a pragmatic approach, to identify the practical implications rather than theoretical considerations.

**My personal slogan:**

A slogan? For what? To convince us or to convince the others? I prefer actions rather than words.

## SANNcompact talks about Sontex

**Joint growth for three partners  
(SANNcompact, Sontex, Nürnberger Leasing)**

The demands on measurement service providers and the technology used in this field have massively grown in recent years.

Networked systems, automated process chains and innovative technologies are becoming increasingly important.

Digitalisation, automation and smart metering are shaping the requirements of tomorrow. In order to remain

competitive, metering service providers

have to keep up with this development by using appropriate technology and special software solutions. The shift from conventional technologies to more costly radio and remote-readable systems means that companies will have to invest heavily. The company Sanncompact is taking up this challenge together with two solid partners - Nürnberger Leasing and Sontex. Together with these two partners, the financing of the new technologies is uncomplicated and unbureaucratic. Both partners have competently collaborated with Sanncompact and have supported it in all aspects.



## Exhibition

Due to the global health crisis, the MCE Milano will take place from the 8th to the 11th of September 2020. Our competent team will be pleased to welcome you at our stand R41/S42 Pad7.

[Read more](#)



## Hello from Germany



**Marc Swoboda**

General Manager Sontex Deutschland GmbH

The move to our new premises in Paul-Ehrlich-Straße is finally complete.

At the new location, we now have a large training room as well as a high shelf warehouse with 305 sqm of floor space and an additional 50 sqm warehouse for small parts. This places us in an ideal situation to grow together with you and to meet your requirements.

With high availability, short delivery times and a comprehensive training program, we are a reliable partner by your side.

You can count on us!

## Ciao from Italy



**Emanuele Fiorini**

General Manager Sontex Italia Srl

Over the past few months, life has confronted us with a great challenge. An invisible enemy has entered our homes, our offices and turned our lives upside down.

At Sontex, we have never stopped doing our best to continue producing and serving our customers because we firmly believe in our work and common goals.

These difficulties can only be overcome by facing them together in a shared and structured way. We are there, we believe in it and we want it. We will continue to offer new products and services.

Our reality will always be close to our customers which is why we are looking forward to seeing you at the MCE in Milan in September to present all the new developments in the range of our products and services.



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