

## Huge contract opens a new market for the Gothenburg on-board computer company Vehco.

Recently it was decided that the telematic company Vehco got the confidence to deliver their system, Co-Driver, concerning vehicle communication to the Company Busslink; one of the largest bus companies in Sweden. The contract has a total value of 17 million SEK and contains approximately 1500 busses. If the 600 first installations shows a good result the contract will, in time, expand and contain all busses in the company. This makes this order the largest of its kind so far in Sweden. Busslinks primary areas of usage are fuel follow up and economic driving.

-It is really good for us that Busslink, after a long and solid evaluation chosen to proceed with us and started the installation of the Co-Driver in its bus-fleet, Andreas Östlund, sales manager at Vehco, says.

From having focused on heavy lorries, Vehco takes the first step into a new market in connection with the contract with Busslink. This is an obvious step since the demand on saving fuel, money and emissions is not less in crowded town centers and large European roads.

-We have seen that the customer demands are similar, the main difference for us is the size of the customers since a bus operator, in general, is much larger than a firm of haulage, according to Andreas Östlund.

Busslink's business is mainly connected to the Stockholm-areas, in which they manage the bus traffic for Stockholm's local traffic (SL). The company has worked with environment in focus for quite some time. For instance they have educated all drivers in economic driving in the in-house educational unit; the "Busslink-school".

-Here on Busslink we have worked continuous on decreasing the fuel consumption in the vehicle fleet. Thanks to Vehco, Busslink will now take this work to another level. In procurement during the spring 2009, Vehco has showed the markets most credible fuel follow up system, according to Busslink and Petter Eistrand, project manager at Busslink. In time, Vehco's system will also help Busslink to be more efficient concerning maintenance work as well as communication between drivers and staff management.

-Busslink is in power of its size an extremely competent customer to work with, and we are convinced that this will be consensual prolific co-work during many years says Magnus Gunnergård, product manager at Vehco.

### **Facts Vehco, ([www.vehco.se](http://www.vehco.se))**

Vehco is a Gothenburg IT-company, founded 2001. Vehco sells and develops mobile computer solutions for the haulage business. The customers are situated all over Scandinavia focusing on the Swedish market until today. The company has over 40 employees in Sweden and it also has affiliates in Denmark and Germany. Vehco is the Northern Scandinavia's market leading company with a turn over estimated to 45 million SEK 2008.

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