

## PRESS RELEASE

*New concept from DLoG University: technical training finds great resonance among DLoG sales partners*

### **Innovation, individuality, quality: DLoG University has its first "graduates"**

**Germering, February 27, 2009 – DLoG GmbH has started its new training series, "DLoG University". About 50 employees from the largest German-speaking sales partners visited the first event at the start of February for the transfer of technology and DLoG equipment-specific knowledge. After uniformly positive resonance on the part of the participants, the technologically leading manufacturer of terminals and industrial PCs would like to expand the course offering of DLoG University.**

On February 3, DLoG GmbH held the first "DLoG University" meeting for sales partners from the German-speaking world. The conference room in Wiehl, Nordrhein Westfalen, was filled to maximum capacity. About 50 participants came to DLoG University to intensify their technical knowledge about the positioning of individual DLoG products and system concepts, and to expand their technical expertise in the wide variety of the DLoG portfolio.

#### **Event requires close collaboration using knowledge transfer**

Participants were able to deepen their technical knowledge in the individual presentations at DLoG University. The main topics were:

- The new 15" industrial PC, the DLoG ITC 7, in detail
- WLAN: technical basis, security and roaming, causes of WLAN problems and their solutions
- Processor platforms: ARM and x86
- Configuration and customizing: application areas and specifics of Windows CE 5.0 and Windows XP embedded, adaptation using the DLoG Config Tool, and specific adaptation of the screen keyboard of industrial PCs.
- Efficient customer support: SOTI MobiControl as a help tool and for remote maintenance
- Channel marketing strategy: relevance of collaboration and regular knowledge transfer with sales partners for DLoG positioning using the three pillars of innovation, individuality, and quality throughout the entire value creation chain.

## DLoG University: Large benefits for sales partners

The "graduates" reported a thoroughly positive impression of the usefulness of the event. The company will therefore intensify its engagement in DLoG University, and continue to expand the event offering for national and international sales partners in the future.

Further information is available online at [www.dlog.com](http://www.dlog.com).

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### Available image material:

Downloads from [www.dlog.com](http://www.dlog.com) in the press/ press release area



**Theory and practice at DLoG University using DLoG industrial computers and terminals, as well as target-group-specific marketing.**



**DLoG expert Joachim Huber (right) reports on the compact 7" DLoG X7 industrial terminal with touch screen and Windows CE operating system.**

### DLoG GmbH:

DLoG is the European market leader for industrial-suited vehicle mount terminals for industrial applications. On the basis of our boards developed in-house, we guarantee customized solutions, integrated with high quality and long-term secured support with regards to maintenance or system upgrades. Reliability is our first priority, especially with high environmental demands such as humidity, strong temperature fluctuation or vibrations.

### Areas of application:

- Logistics applications, in particular floor conveyors in warehouses, goods distribution centers or harbors
- Visualization and control applications on construction and agricultural machinery, trucks, buses, rail vehicles, and in mining

**Solutions:**

- Vehicle mount terminals and stationary industry PCs based on our boards developed in-house and mechanics based on the Intel Celeron processor family (DLoG MPC 6) as well as the Intel XScale processor family (DLoG X7, X10, X12)
- Stationary industry computers, especially also for manufacturing applications based on the Celeron or the Pentium M processor family (DLog IPC 7 and ITC 7)
- Consulting and project planning services, particularly in the areas of radio coverage and networks (especially WLAN)
- 3<sup>rd</sup> party products such as scanners, printers or MDE devices

**Company headquarters:**

DLoG GmbH, Industriestr. 15, 82110 Germering

Tel. +49 (0)89 411191-0, Fax +49 (0)89 411191-900, E-Mail: [info@dlog.com](mailto:info@dlog.com),

Homepage: [www.dlog.com](http://www.dlog.com)

**Press contact:**

HighTech communications GmbH

Heike Mittmann

Grasserstraße 1c

80339 Munich

Tel.: +49 89 500778-20

Fax: +49 89 500778-78

E-mail: [h.mittmann@htcm.de](mailto:h.mittmann@htcm.de)

Homepage: [www.htcm.de](http://www.htcm.de)