

# Reference report

## Contact person



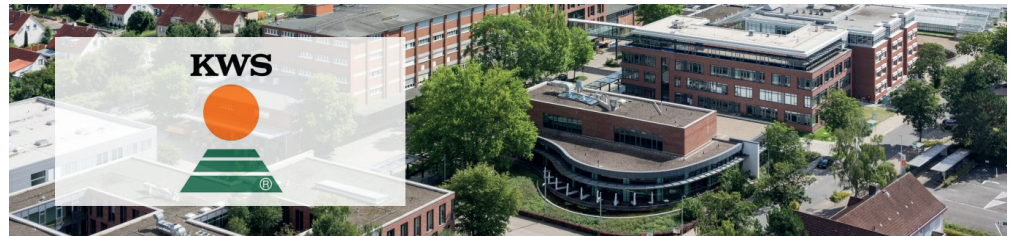
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## Remote installation of seed identification solution



 [www.kws.com](http://www.kws.com)

## About SIGMA

As a reputable system house in Saxony SIGMA Chemnitz GmbH operates as system integrator and partner of well-known Providers in the IT sector. Our over 80 employees at the Chemnitz and Dresden sites form a competent team at the location Chemnitz. With expertise, competence and almost 30 years of experience we offer our customers reliable and powerful solutions.

## About our AutoID and RFID solutions

AutoID and RFID solutions for production, logistics and supply chain. Our customers appreciate us as competent, innovative partner, to accompany them from the initial problem analysis until the goal with commitment. Many years of project experience of our employees form the foundation for effective AutoID and RFID solutions for production, logistics and supply chain.

## About GRAIDWARE®

The AutoID middleware GRAIDWARE® is an intelligent abstraction layer for different hardware components and business applications. Work tools, production steps and AutoID data can be identified, monitored, controlled and configured.

## Logistics site - commissioning from a distance

How does the commissioning of a logistics site work despite travel restrictions?

Quite simply: remotely, via video instruction, live chat, a lot of technical expertise in preparation and close teamwork. For the installation of an RFID-supported fully automated identification solution for seeds in France, KWS SAAT SE & Co. KGaA decided to launch a pilot project for remote installation together with SIGMA Chemnitz. Only 6 weeks passed from the idea to the implementation. Despite the challenges, delivery was reliable and the agreed deadlines were met.

## Digitalization as the key

The complex system was pre-installed at SIGMA Chemnitz in an agile sprint process by the technical team and configured and tested by the software team. The video instructions created during the test setup were made available to the experts at the customer's site and operational staff prior to shipment, ensuring optimal preparations. Close teamwork, simultaneously translated live conferences in French, English and German, video-based setup and flexible response were key to the success of the remote commissioning. The success provided us with valuable experience and is a model for the future.

## This is what our customer says...

*„The setup of our logistics solution in the south of France was only possible remotely due to the current global situation. In order to nevertheless stick to our roll-out, we closely coordinated with SIGMA and the local managers. In the end, the thorough preparation and the direct exchange during the roll-out were the keys to a smooth process. We were also able to successfully train the employees via teleconference, taking into account the current circumstances. In addition, this remote commissioning was also an important pilot for us, creating new application possibilities for our RFID solution within the group and at the same time significantly reducing roll-out costs. We thank SIGMA for the good cooperation.“*

*Nils Wendrodt, Supply Chain Manager, KWS SAAT SE & Co. KGaA*

We would also like to thank KWS SAAT SE & Co. KGaA for their trusting cooperation.