

A Ponsse logging machine is shown in a forest, loading logs onto a trailer. The machine is blue and yellow, and the trailer is filled with logs. The forest is dense with tall, thin trees, and the sun is shining through the canopy on the right side of the image.

Digitalisaatio Ponssella

- käytännön esimerkein

Pohjois-Savon Tegnologiateollisuus

Business Forum

Kuopio

24.8.2017

Petri Härkönen, Ponsse Oyj

ONE PONSSE

Ponsse yhtiönä



▪ Keskittymisemme ja päämarkkinat

- ✓ Ponsse Oyj on tavaralajimenetelmän metsäkoneiden myyntiin, tuotantoon, huoltoon ja teknologiaan erikoistunut yritys
- ✓ Päämarkkinat: Suomi, Ruotsi, Venäjä, Saksa, Ranska, Pohjois-Amerikka, Latinalainen Amerikka

1 450

Ponsselaista maailmanlaajuisesti

517 MEUR

Liikevaihto 2016

20 %

Huollon osuus liikevaihdosta

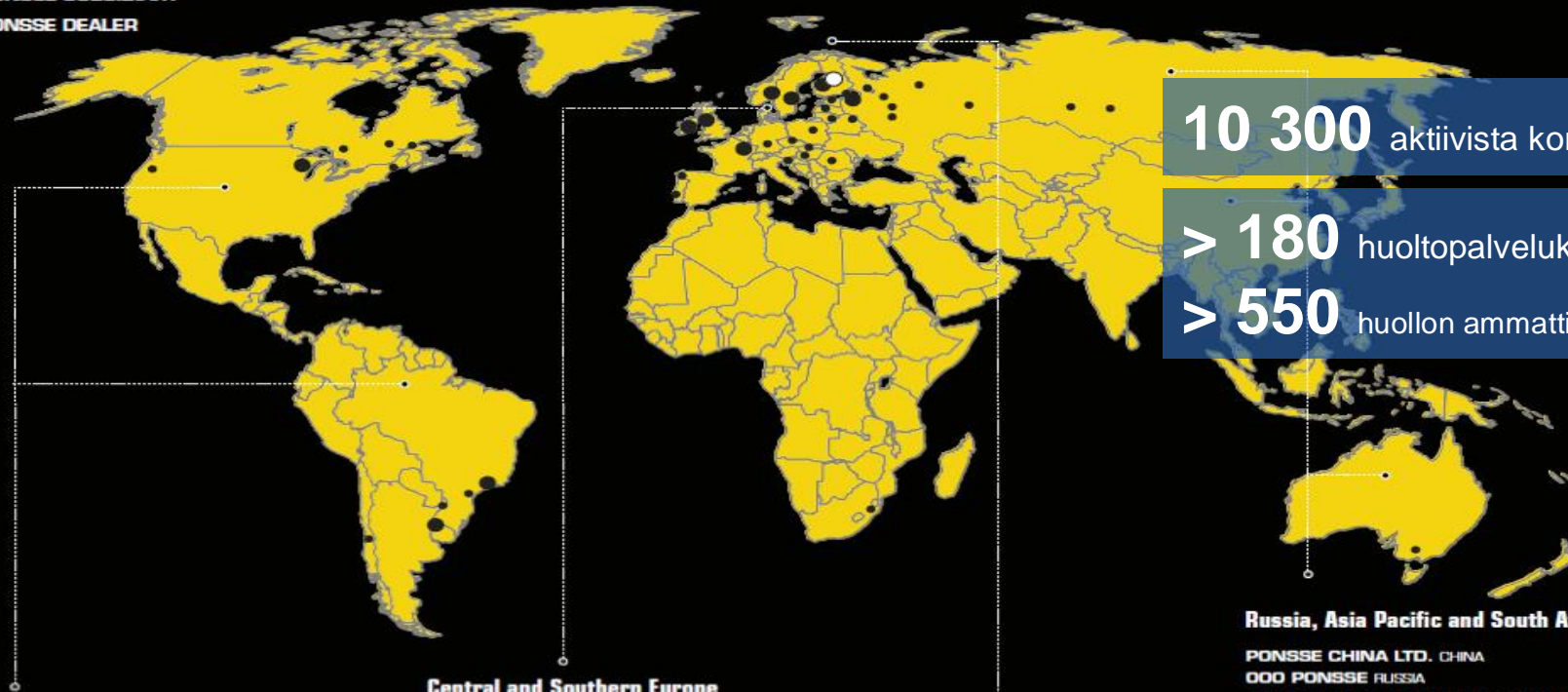
46 %

T&K:sta keskittyy automaatioon

ONE PONSSE

Ponsse maailmalla

- PONSSE PLC
- PONSSE SUBSIDIARY
- PONSSE DEALER



North and South America

PONSSE LATIN AMERICA LTDA BRAZIL
PONSSE NORTH AMERICA, INC. USA
PONSSE URUGUAY S.A. URUGUAY
A.L.P.A. EQUIPMENT LTD. CANADA
CHADWICK-BAROSS, INC. USA
HYDROMECH INC. CANADA
MAQUINARIAS GEIER ARGENTINA
READYQUIP SALES AND SERVICE LTD. CANADA
FC-VENTAS Y SERVICIOS LTDA CHILE
TIMBER FOREST BRAZIL

Central and Southern Europe

PONSSE S.A.S. FRANCE
PONSSE UK LTD. UNITED KINGDOM
PONSSE MACHINES IRELAND LTD IRELAND
ASCENDUM MAQUINÁS PORTUGAL
FOREST POWER KFT. HUNGARY
KRENEK FOREST SERVICE S.R.O CZECH REPUBLIC
PML POLAND POLAND
HINOS. TOIMIL GARCÍA, S.L. SPAIN
WAHLERS FORSTTECHNIK GMBH GERMANY
FOREST POWER - SC. IF CONST S.R.L. ROMANIA
FLEXIM SPOL. S R.O. SLOVAKIA
TRISA D.O.O. SLOVENIA

Northern Europe

PONSSE PLC FINLAND
EPEC OY FINLAND
PONSSE AB SWEDEN
PONSSE AS NORWAY
KONEKESKO EESTI AS. ESTONIA
SIA KONEKESKO LATVIJA LATVIA
UAB KONEKESKO LIETUVA LITHUANIA

Russia, Asia Pacific and South Africa

PONSSE CHINA LTD. CHINA
OOO PONSSE RUSSIA
OOO DORMASHIMPORT VOSTOK RUSSIA
OOO KOSTROMA-SERVIS-PONSSE RUSSIA
OOO LESPROMSERVIS RUSSIA
OOO NORD WEST-KOM RUSSIA
OOO PARTS SERVIS RUSSIA
OOO PKF GIDROSERVIS RUSSIA
OOO REMTECHNICA RUSSIA
OOO VOLOGDASCAN RUSSIA
OOO ZEPPELIN RUSSLAND RUSSIA
OOO UDARNIK BELARUS
GREEN PROJECTS SOUTH AFRICA
SHINGU SHOKO, LTD JAPAN
RANDALLS EQUIPMENT COMPANY AUSTRALIA

10 300 aktiivista konetta

> 180 huoltopalvelukeskusta

> 550 huollon ammattilaista

12 tytäryhtiötä

32 jälleenmyyjää

77% vientiin

3500 konetta kokonaismarkkina

30% markkinaosuus maailmanlaajuisesti

ONE PONSSE

Mistä se tarve kehitykselle kumpusi? – 50-70 -luku



A logging machine, likely a skid steer loader or similar, is shown in a forest. It has a grapple with a log and a trailer full of logs. The machine is yellow and blue. The forest is dense with tall, thin trees. The ground is covered in wood chips and debris.

Metsäkoneiden digitalisaatio -esimerkkejä

ONE PONSSE

Ponsssen metsäkoneet - 80 ja 90 -luku



Ajokone, harvesteri ja harvesteripää



1986

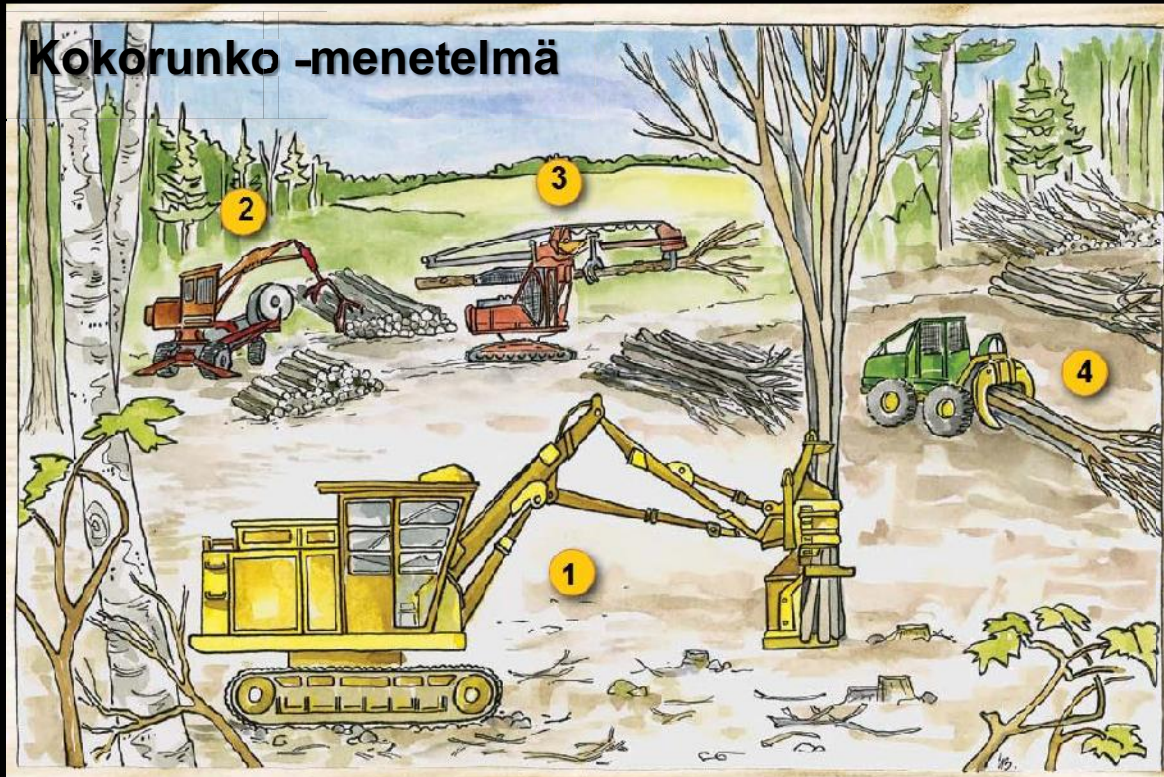
Ensimmäinen harvesteripää Ponsse H520 ja mittalaite

1993

Ponsse toi metsäkoneisiin ensimmäisenä maailmassa PC-pohjaisen mittajärjestelmän

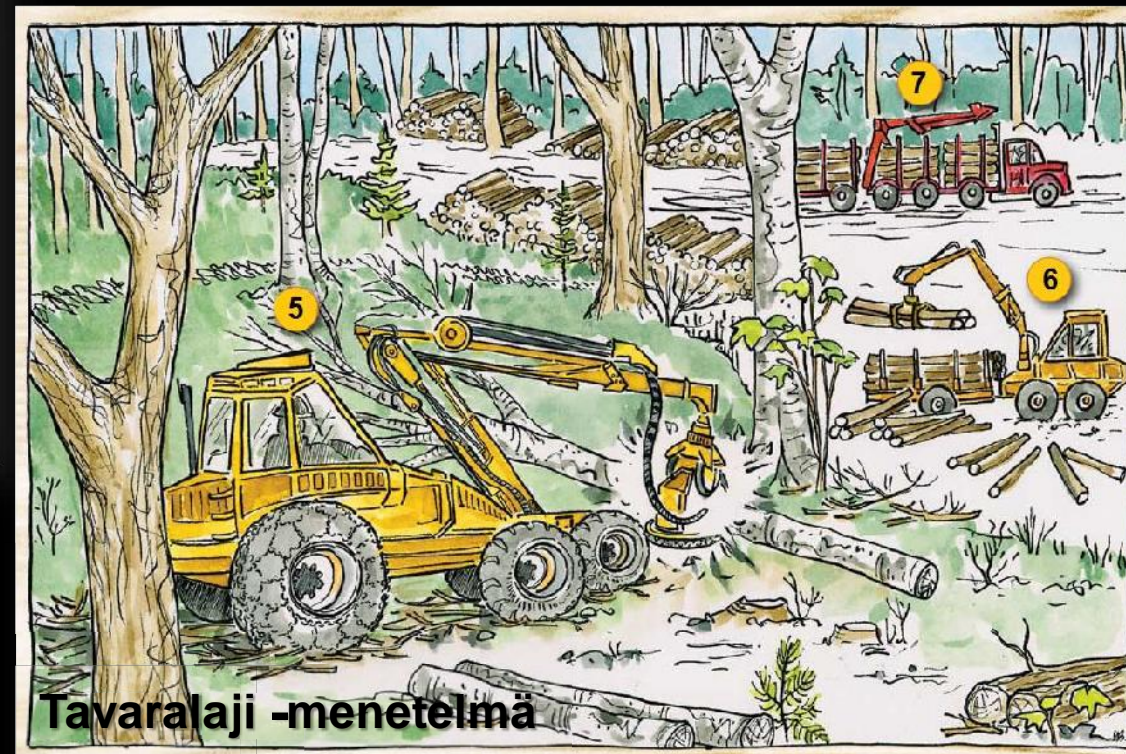
ONE PONSSE

Puunkorjuumenetelmiä



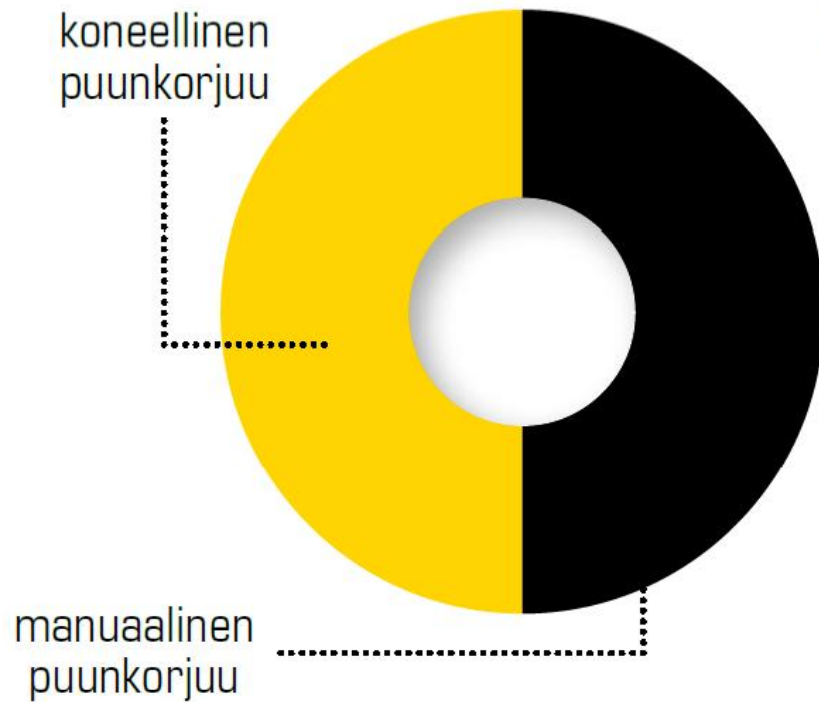
1. Kaatokone
2. Katkontakone
3. Karsimakone
4. Juontokone

5. Harvesteri – puun kaato, karsinta ja katkonta
6. Ajokone
7. Puutavaran kuljetus tehtaalle

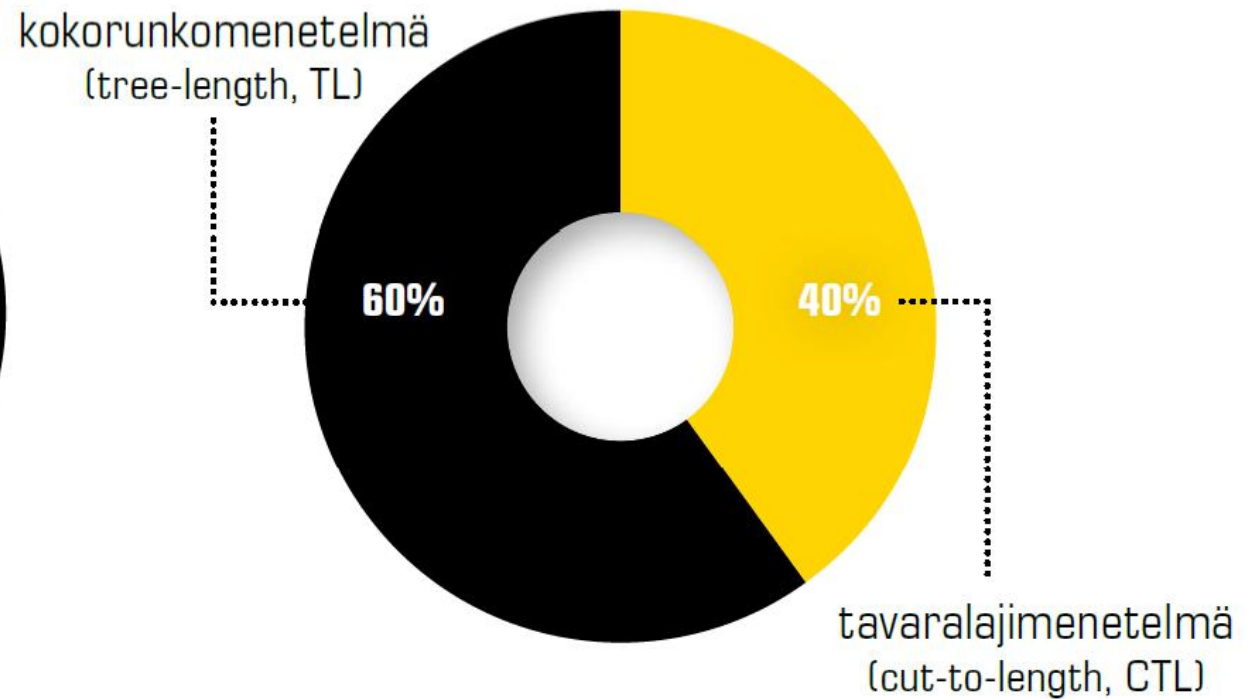


Teollinen puunkorjuu maailmassa

PUUNKORJUUMENETELMÄT



KONEELLINEN PUUNKORJUU



ONE PONSSE

Ponssen metsäkoneet 2010-luvulla



22 TUOTEPERHETTÄ

THE PONSSE HARVESTER PRODUCT FAMILY



Model	Beaver	Fox	Scorpion	ScorpionKing	Ergo	Ergo 8w / ActiveFrame	Bear 8w
Power	150 kW	150 kW	EU: 210 kW Other countries: 205 kW	EU: 210 kW Other countries: 205 kW	EU: 210 kW Other countries: 205 kW	EU: 210 kW Other countries: 205 kW	EU: 260 kW Other countries: 240 kW
Harvester head	H5 or H6	H5 or H6	H5 or H6	H5, H6, H7, H7euca or H77euca	H6, H7, H7euca, H77euca or H8	H6, H7, H7euca, H77euca or H8	H7, H8 or H8 top saw
Crane	C2 or C44+	C44+	C50	C50	C5 or C44+	C5 or C44+	C6 or C55
Special features	A versatile, all-round machine from first thinning to regeneration felling.	An agile eight-wheeler for difficult terrain and soft harvesting conditions.	A next-generation harvester designed with the driver and the environment in mind.	The best stability and ergonomics on the market added with the excellent performance of the double-circuit hydraulics.	The most powerful all-round machine in its size category; equipped with double-circuit hydraulics.	An extremely powerful eight-wheeler equipped with double-circuit hydraulics and capable of performing even in the most challenging terrain.	An eight-wheel powerhouse for heavy-duty harvesting.

THE PONSSE FORWARDER PRODUCT FAMILY



Model	Gazelle	Wisent	Elk	Buffalo/ ActiveFrame	BuffaloKing	Elephant / ActiveFrame	ElephantKing / ActiveFrame	BuffaloDual
Power	150 kW	150 kW	150 kW	EU: 210 kW Other countries: 205 kW	EU: 210 kW Other countries: 205 kW	EU: 210 kW Other countries: 205 kW	EU: 210 kW Other countries: 205 kW	EU: 210 kW Other countries: 205 kW
Load carrying capacity	10 000 kg	12 000 kg	13 000 kg	14 000 kg (15 000 kg)*	18 000 kg	18 000 kg	20 000 kg	14 000 kg
Loader	K70+	K70+	K70+ tai K90+	K90+ tai K100+	K100+	K100+	K100+	K90Dual+ / H5
Special features	A lightweight, agile and economical forwarder. Available in 8-wheeler.	A powerful all-round forwarder. Available in 8- and 10-wheeler.	The most powerful forwarder in its size category. Available in 6-, 8- and 10-wheeler.	The new champion on forwarders. Available in 6-, 8- and 10-wheeler. ActiveFrame	The king-size carrier of heavy loads. Available in 6- and 8-wheeler.	A great load carrying capacity and superior tractive force. Available in 8-wheeler.	Superior carrying capacity and tractive force. Available in 6-wheeler.	A multi-purpose machine. Available in 8-wheeler.



PONSBE PoniH0 4.710-4, Runko 2731

453

134

MÄNTY Preselection: A1+14 8: Kuitu 450cm / 130mm

Prognose	Volumes	Messages	Display	Status
8:KUITU 81 450/134 0	8:KUITU 49 450/103 1	8:KUITU 28 450/77 2	141 553 cm	L 0%
1:TUKKI 141 553/163 34				

PONSBE PoniH0 4.710-4

11800

520

PUULAJI Kg TAVARALAJI Kg

12 h 1.8 h
6.5
12 h 6.0 h 8.0 h 8.0 h

12:22 PM

PONSBE Fleet Management v. 1.0

Machines

- Quik
- Simu 2
- Forwarder
- Buffalo Bjork 1
- EK Käseurak
- Simu 3
- Wisent Ponsa
- Harvester
- Beaver Mies
- Beaver Vici 1
- Ergo 1
- Fox Metsänrak
- H 104 - 05:23
- Simu 1
- Service
- ServiceCar 1

Number: 00708
Last updated: 03-10-2016 04:41
Model: 6.0
Fuel capacity: 500 l
Work time: 280 h
Last work: 07/05-10:00
Production: 988 m³

PONSBE OUI Chrome v. 4.0

EcoDrive

Näytä tiedot: Ilman tuurajia Sisäisten lauto

Työskennon yhteissuhteet:

- 11 h
- 11 h
- 5 h 00m
- 19 h 20 min

Työvalheita tiedot:


- 12 %
- 42 %
- 24 %
- 22 %

Viide: Aja hiljempaa kutsukone laukonkaksi

12:22 PM

1	2	3	4	5	6
m ³ /h 32 22	l/h 14 13	l/m ³ 0,4 0,6	/h. 56 45	sec. 1,1 1,3	GO % 79
7	8	9	10	11	12
sec. 2,1 8	sec. 7 3,7	sec. 9 77	sec. 6 8	sec. 3 3,6	sec. 1 11
					13
					sec. 44 104



A dark, atmospheric photograph of a snowy forest. In the background, a yellow and black logging machine, possibly a skidder or grapple loader, is visible. The ground is covered in snow and fallen branches. The overall scene is dimly lit, suggesting a winter or overcast day.

Huoltopalveluiden digitalisaatio -esimerkkejä

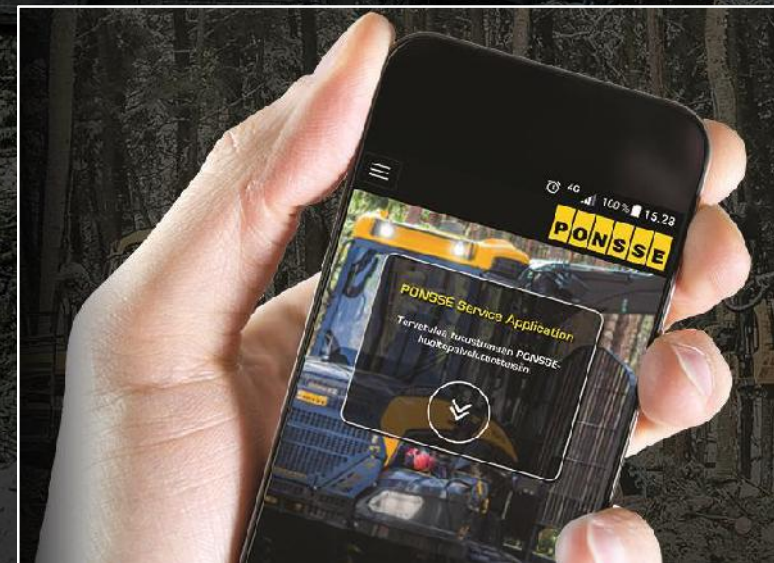
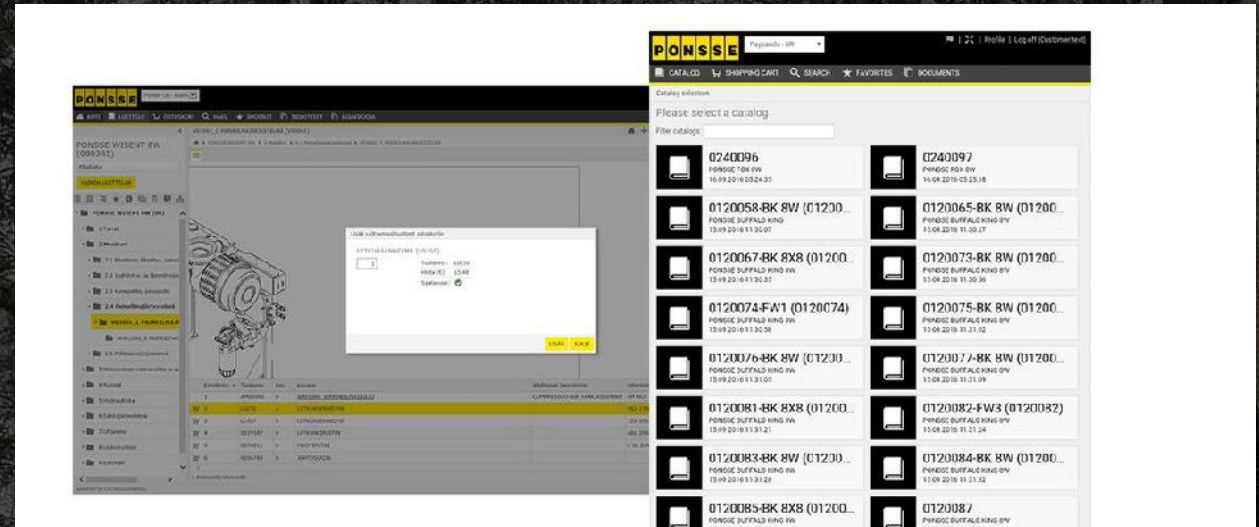
PONSSE PARTS ONLINE

PONSSE

24/7

OPPAAT, OSAT,
HINNAT JA TILAUS

- Ilmainen verkkopalvelu kellon ympäri
- Palveluun voidaan liittää useamman koneen tiedot
- Palvelu toimii sekä PC:llä että mobiililaitteissa
- Käyttöoppaat ja varaosakirjat
- Osien hinnat ja saatavuus reaaliaikaisina
- Tilaus asiakkaan haluamaan toimipisteeseen
- Konekohtaisten muistiinpanojen kirjaus



A yellow tracked logging machine is shown in a forest, loading a large bundle of logs onto a truck. The machine has a long boom with a grapple at the end, which is positioned over the truck's bed. The truck is also yellow and has a large load of logs. The background consists of tall, thin trees, likely a coniferous forest. The ground is covered with wood chips and debris from logging operations.

Operaatioiden digitalisaatio -esimerkkejä

Toimitusketju

Uutiset
Tilaukset
Lähetykset
Poikkeamat
Tarjouspyynnöt
Piirustukset
Valmistettavuus-
raportit
Muistiot
Ohjeet

A logging machine, possibly a skidder or log loader, is shown in a dense forest. The machine is heavily loaded with a large stack of cut logs. It is positioned on a path or clearing, with another logging machine visible in the background. The scene is dimly lit, suggesting a forest interior. The text "ja matka jatkuu..." is overlaid in the center of the image.

ja matka jatkuu...



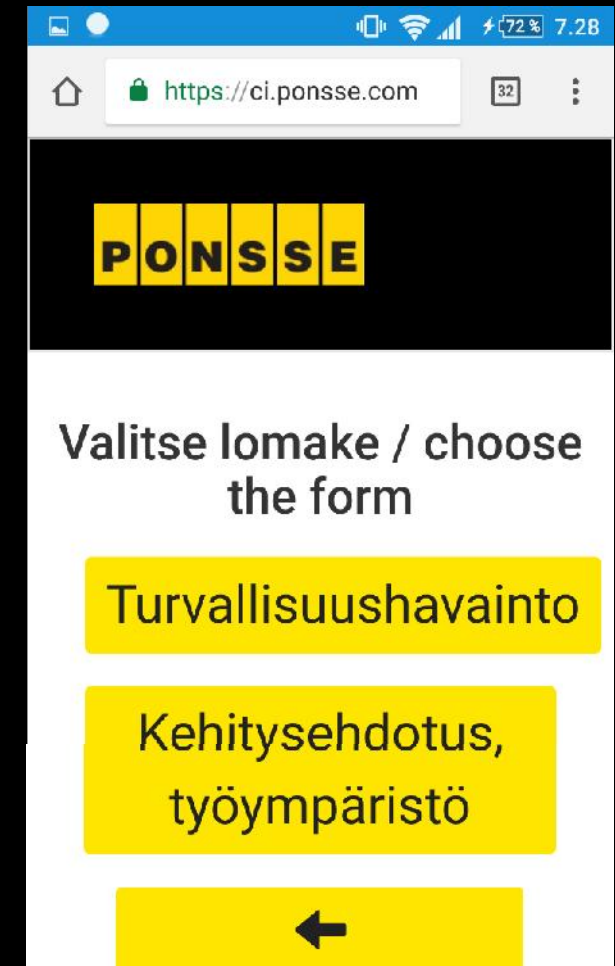
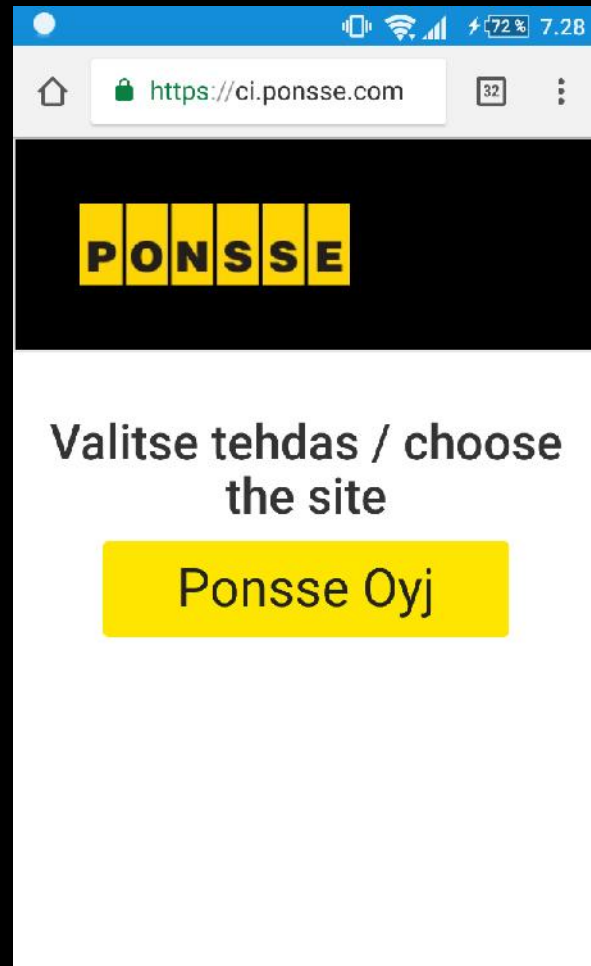
INDUSTRYHACK

industryhack.com
#industryhack



ONE PONSSE

Jatkuva parantaminen



Digitalisaatio – isäntä vaiko renki

”TUOTE”
-digitalisaatio



”PALVELUIDEN”
-digitalisaatio

”OPERAATIOIDEN”
-digitalisaatio

ONE PONSSSE

Forestry 4.0(*)



*)FPInnovations

A large yellow and black forestry harvester is positioned in a dense forest of tall, thin trees. The machine's long, articulated arm is extended, reaching towards a tree trunk. The harvester has large, treaded tires and a complex hydraulic system. The forest floor is covered in moss and fallen leaves. The sky is visible through the canopy of trees.

**Maailman parhaita metsäkoneita
vuodesta 1970**



PONSSE

Best forest machines in the world since 1970