Grossenbacher Systeme AG and SABO Mobile IT GmbH:

How can digitization projects be implemented innovatively and reliably despite a shortage of skilled workers?

St. Gallen (CH), Bühl (Baden, D), June 14, 2022
The digitization of industry and medical technology must progress even further in order to maintain international competitiveness. One project after the other springs up like mushrooms. However, all too often there is a lack of the right specialists and capacities within the company to implement them. In addition, there is the question of whether it is even worthwhile for companies to hire digitization specialists on a permanent basis if the resources of internal application specialists are already in short supply. But finding external service providers with the right portfolio is by no means easy.

For this reason, Grossenbacher Systeme AG and SABO Mobile IT are offering a new type of service as part of a cooperation: each of the partners can act as a general contractor for interested parties. In doing so, the proven technology components for embedded hardware and cloud portals from both companies are used to offer a holistic solution. In this way, both companies contribute their core competencies to customer projects: in the case of Grossenbacher Systeme AG, this is its experience in the development and industrialization of modern embedded hardware, while SABO Mobile IT GmbH contributes its expertise in the development of cloud solutions and mobile applications for use in industrial and medical technology environments.

Bundled competence and project management from a single source
The joint activities have developed so well since the first projects that Grossenbacher Systeme AG and SABO Mobile IT GmbH have now formally decided on a long-term cooperation. The companies are bundling their services in joint development projects, constantly optimizing the organizational requirements for project implementation and also coordinating activities for basic developments.

Current joint projects involve customized IoT gateways including the associated cloud portals and visualization tailored to optimum usability. In the medical technology environment, both partners also develop in accordance with IEC 62304, so that the normative requirements are met.

Together with customers, a new field of application is also being developed: a mobile IoT gateway is for the calibration of medical equipment, which is operated remotely by the specialist: the result is greater flexibility, the prompt implementation of calibrations with simultaneously reduced working time costs, lower travel costs and thus also lower environmental impact - a win-win solution thanks to well thought-out digitalization thinking.

Solutions like these can of course also be transferred to industry and thus expand the classic condition monitoring and optimization solutions perfectly- including the calibration certificate.

"As experienced developers and manufacturers in the embedded environment, we pursue a holistic approach and want to offer our customers the optimum in terms of hardware and software. In order to be able to do this beyond the system-related software, we were looking for a partner who is at home in the cloud environment, who works in a similar way to us, and who could build the bridge to the application. We found this partner in SABO Mobile IT GmbH," says Oliver Roth, Managing Director of Grossenbacher Systeme AG, describing his company's motivation for the collaboration.

"Cloud-based software solutions now complement a wide range of electronic devices in industry and medical technology," says Thomas Sykora, Managing Director of SABO Mobile IT GmbH. "With the experienced partner Grossenbacher Systeme AG, we are now able to offer ready-to-use complete solutions. Without the coordinated hardware, we would hardly succeed in finding the optimal solution for the customer. Because both companies think very innovatively, we can bundle our development activities for innovative products for the benefit of our customers. A very big advantage, especially for complex digitization projects."