

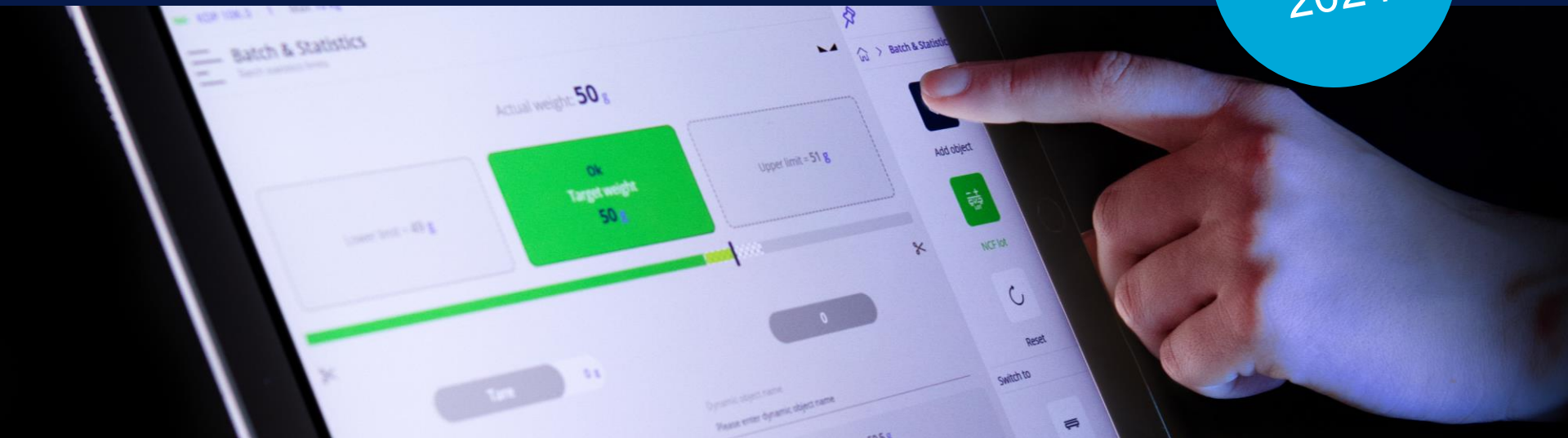
PROFESSIONAL MEASURING

180 YEARS
since 1844
KERN & SOHN

KERN

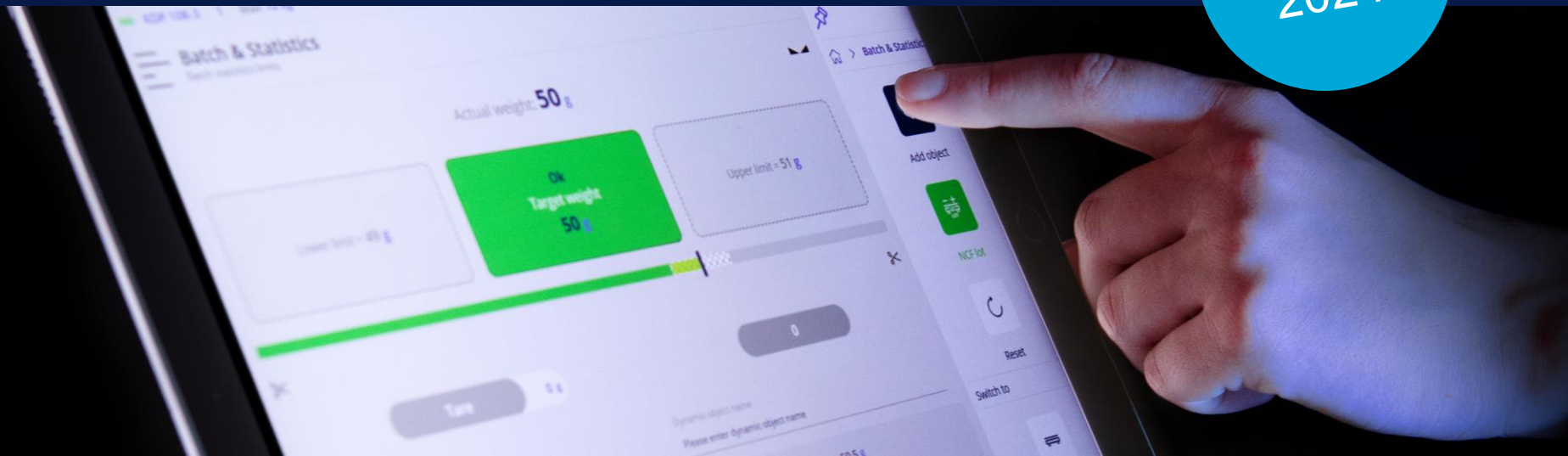
KERN & Sohn – Your reliable partner for weighing, measuring and software

NEW
2024



Welcome to the EasyTouch Basic Training for Distributors

NEW
2024



PROFESSIONAL MEASURING

180 YEARS
since 1844
KERN & SOHN

KERN

YOUR CONTACT



Wolfgang Schäfer

ET Sales, ET Support, ET Business Development

Tel.: +49 7433 9933-244

Mobil: +49 170 2723266

E-Mail: wolfgang.schaefer@kern-sohn.com

KERN & SOHN GmbH

Ziegelei 1

72336 Balingen

www.kern-sohn.com

Objectives of this training

- ◆ Overview of the current status and functionality of the software
- ◆ EasyTouch selling points and practical use cases
- ◆ Outlook on upcoming features
- ◆ Reap the benefits of software distribution

What can you expect today?

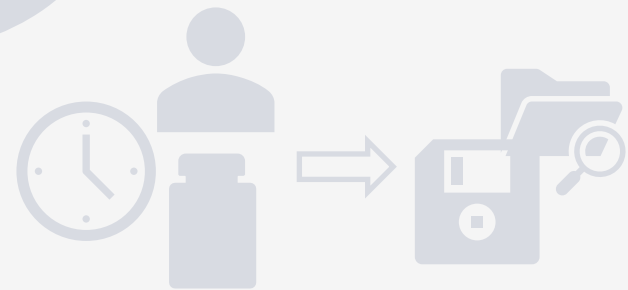
1. What is EasyTouch?
2. Current Features and Functions
3. New Highlights in Version 2.x
4. Tips for Sales and Consulting
5. What's next?
6. Questions?

What is EasyTouch?

**With EasyTouch,
every compatible KERN scale of the IoT-Line
becomes a smart scale.**



1. ...
2. ...
3. ...
4. ...



What is EasyTouch?

**With EasyTouch,
every compatible KERN scale of the IoT-Line
becomes a smart scale.**

Compatible model series are currently
572, CDS, CKE, DS, FCB, FKB, IFB, IFC, IOC, IXC, KDP, KFC,
KGP, PCB, PCJ, PKJ, PKS, SXC

What is EasyTouch?

Download

For Android



For Windows



Currently monthly new version (2.4.2) available.

What is EasyTouch?

- Trial version for maximum 180 days with full functionality
- Customers can purchase individual functions and flexibly activate different licenses per workstation and operator
- Monthly bug fixing, apart from blockers that prevent the software from working
- New features and functions will be released on 01/01 and 01/07

What is EasyTouch?



Easy Touch Live Demo

What can you expect today?

1. What is EasyTouch?
2. Current Features and Functions
3. New Highlights in Version 2.x
4. Tips for Sales and Consulting
5. What's next?
6. Questions?

Tips for sales and consulting

1. Balance Connection or EasyTouch?



- Automatic recording of weighing data and output to CSV/XLS, or in Wawi, ERP
- Communication: Machine → Machine

Tips for sales and consulting

1. Balance Connection or



- Automatic recording of weighing data and output to CSV/XLS, or in Wawi, ERP
- Communication: Machine → Machine

EasyTouch?



- Operation via user interface
- Display of weighing data, tolerances, recipes
- Recording and saving of complex data in complex weighing processes (recipe, prepack)
- Communication: Person → Machine

Tips for sales and consulting

1. Balance Connection or EasyTouch?
2. Landingpage for general information about the programme and
3. Checklist for new customers and new projects
4. Webshop for detailed information
5. Manuals and Tutorials under easytouchcdn.kern-sohn.com or
YouTube under kern-sohn.info/easytouch_youtube
6. Questions to ETSales@kern-sohn.com
7. Online presentation via MS Teams, or TeamViewer on request

Tips for sales and consulting

Selling points are

- Simple and intuitive operation
- Simple data maintenance
- Store movement and measurement data securely and reliably
- Securing processes like dosing, weighing, counting
- Independent of industry and sector
- Modular designed and individually configurable and expandable
- Personal customer service, 24/7 on request
- Hardware and software from the same source and partner

Tips for sales and consulting

Advantages for you as a partner and distributor

Significant increase in sales, we provide support and installation



350.- €
+ 75.- €
+ 98.- €
523.- €

+

EasyTouch

EasyTouch Base	990.- €
ET Formulation	+ 429.- €
ET Individual Print	+ <u>385.- €</u>

1804.- €

Tips for sales and consulting

The customer receives a modular designed software to

- control compatible KERN scales (IoT-Line) via PC / tablet and a user interface
- display weighing results clearly, if necessary with graphical and acoustic support
- record complex data such as article, serial number, user, weighing date, time, etc., and store it in a traceable way and process it further (Excel, ERP)
- carry out complex processes reliably (recipe, adjustment, checking, user rights control)

Tips for sales and consulting

The customer receives a modular designed software to

- control compatible KERN scales (or-Line) via PC / tablet and a user interface

Comfort

- display weighing results graphically and acoustic support

Security through data storage

- record complex data (serial number, user, weighing date, time, etc.), and store it in a traceable way and process it further (Excel, ERP)

Process security

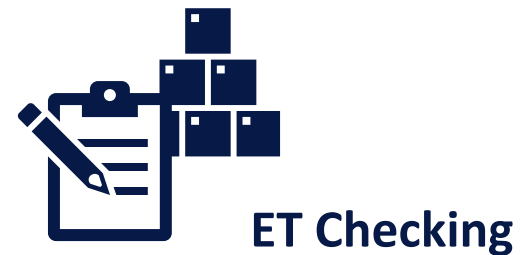
Traceability

- carry out complex processes reliably (recipe, adjustment, checking, user rights control)

Time saving

Electronic interfaces

What's next?



Questions?



Presales Hotline

+49 7433 9933 - 324



Presales E-Mail

ETSales@KERN-Sohn.com



Service Hotline

+49 7433 9933 - 322



Service E-Mail

ETSupport@KERN-Sohn.com



Support Hotline

Monday – Friday
8 am – 6 pm



Online-Shop

www.KERN-Sohn.com

PROFESSIONAL MEASURING

180 YEARS
since 1844
KERN & SOHN

KERN

THANK YOU FOR YOUR ATTENTION

WE LOOK FORWARD TO CONTINUED SUCCESSFUL COOPERATION

