

**CASE STUDY: Belvoir IT**

The rough and tumble of a hot, dusty sale yard - surrounded by thousands of sheep and millions of flies - requires a special breed of rugged tablet PC. Belvoir IT managing director Len Hill puts Tegatech's Getac tablet PCs in the hands of sales agents in sheep sale yards around Bathurst. The devices have to survive in the blazing sun, biting dust and pouring rain, not to mention getting dropped in the mud and worse. Sales agents use tablets PCs to record the details of sheep auctions and produce delivery schedules. Thanks to the tablet's wireless connectivity and a long battery life, the sales agents aren't bogged down with paperwork and manage to shift sheep through the sale yards faster.

"Sale yards have a long and established history, but these new tablets have a couple of key advantages over the traditional paper method," Hill says. "The wind doesn't blow the tablet around like it does a book of sales sheets. Rain doesn't affect them anywhere near as bad either."

"The main thing is that when they've got 60,000 sheep in the yard, those sheep have to be delivered fairly quickly. Because the tablet is right up to date, then the delivery schedules can be produced immediately rather than waiting until the guys go back to their offices. It also reduces the chances of a mistake on the delivery sheet, because it's not hand-written."

"In the past it was all done manually on paper. You'd write the sale up in a book, take it back to the office, print out a selling sheet, take that back to the yard, write in the price and the buyer, take that back to the office, key it in and produce the delivery schedules. Now the sales agents can do the whole job while standing out by the sheep pens, without having to walk up to a kilometre back to the office if they're coming from the top corner of the sale yard."

Hill uses the Getac E100 Mil-spec Rugged Tablet PC, which features an 8.4-inch Sunlight Viewable Touch Screen along with a shock-mounted hard drive. It runs Windows XP Professional (with Linux options available) on an Ultra-Low Voltage Intel processor to ensure long battery life. It weighs in at a mere 1.47 kg with the main and secondary battery packs. While tablet PCs are helping Belvoir IT revolutionise sales yards, Hill says it's Tegatech's support that's the magic ingredient.

"Tegatech has sent us several test models to try in the field - models that are right for the job. They listen to our requirements and help us find the right tool for the job," he says.

"We might not be their biggest customer but Tegatech always takes the time to make sure we're looked after and they're meeting our needs. We've had several tablet companies approach us, but they've all missed the mark in terms of customer service compared to Tegatech."

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