

# INNOVATING & DELIVERING SOLUTIONS FOR COCA COLA HBC

Consistently Delivering Future-Ready IoT Solutions for the Evolving Market



Coca-Cola Hellenic Bottling Company (HBC) has ushered in a new era of technology, achieving enhanced operational efficiency and significant cost savings across its vast Point of Sale (POS) cooler fleet.

This progress was driven by HBC's investment in Sollatek's Internet of Things (IoT) hardware, designed to deliver real-time insights into cooler performance and functionality. To gain a deeper understanding of asset performance and customer behaviour, HBC selected the Sollatek FDE, an all-in-one IoT-enabled temperature controller. The FDE stood out as the only solution on the market to successfully combine GSM IoT connectivity with temperature control in a single device.

## HBC's Core Objectives & Strategic Goals in Adopting Sollatek's FDE



### Cost Savings

Through consolidating IoT capabilities and temperature control into one device, the FDE helped HBC reduce costs. This integration eliminated the need for separate temperature monitoring and IoT connectivity components.



### Process Optimisation

Gaining insight into the health and performance of its coolers enables HBC to proactively manage equipment maintenance, saving repair costs, reducing downtime and optimise energy usage.



### Operational Insight

The FDE acts as the "brain" of each cooler, providing HBC with access to critical data, including temperature settings, power usage, and compressor status. With detailed, real-time data on cooler performance, only possible with an IoT enabled temperature controller.



### Efficiency in Installation

An all-in-one design simplifies the installation process and reduces the complexity of maintaining a large network of coolers.

# Strategic Impacts and the Future Opportunities

The data collected by the FDE can be analysed and deployed as part of a wider business strategy. HBC can gain valuable insights into consumer engagement, purchasing patterns, and preferences. This empowers HBC to make strategic decisions, such as relocating underperforming refrigerators or adjusting stock levels of specific fridges. These data-driven decisions align with HBC's broader strategic and financial objectives, unlocking the full potential of IoT-enabled business operations



## Primary Utilisation Areas of FDEx2 by HBC and Their Impact

- Compressor Running Time**  
Operation and fault information. Intelligent Time Delays for Compressor OFF Periods including Brownouts
- Door Opening Frequency**  
Access to door switch to monitor cooler door openings to improve sales and performance
- Reduce Lost Sales from Faulty Coolers**  
Full remote monitoring with access cooler sales and performance
- Cooler Location Tracking**  
Location tracking and movement on the online portal (no need to physically visit asset)
- Asset Energy Consumption**  
Accurate temperature control with advanced defrost and energy-saving abilities
- Customer Engagement Patterns**  
Proximity Marketing through Beacons can be used for sales and customer insights
- Cabin Temperature Configuration**  
Remotely configure and update the FDEx2i to always ensure precise control and operation
- Remote Cooler Deactivation**  
If stolen or moved unauthorised, the controller can be disabled until recovered



For detailed insights into the features of FDEx2 and its potential to benefit your business, visit [www.sollatek.com/products/FDEx2](http://www.sollatek.com/products/FDEx2)

## Sollatek's expertise extends worldwide through local networks

Established for over 40 years in the United Kingdom, Sollatek is a manufacturer of innovative products in power control, energy saving, temperature control and solar energy. Operating from 12 countries and a global distribution network in 60 more. Sollatek has grown to become a household name, particularly in harsh and demanding environments where reliability and affordability are essential to everyday life. The Sollatek voltage protection product range now includes full lines of voltage switches, stabilisers, conditioners and uninterruptible power supplies (UPS).

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