



The fastest way to **connect, visualize** and **control** OT networks and critical infrastructure.

Case Study

MAKING INDUSTRIAL DOORS TRULY SMART AND IOT-ENABLED



A user-friendly remote connection streamlines troubleshooting, significantly reduces maintenance needs, and increases customer satisfaction.

Champion Door is a globally operating manufacturer of large industrial doors, supplying doors from its Finnish factory to over 60 countries. Leading global companies have chosen Champion Door doors for their durability, reliability, low lifecycle costs, and minimal maintenance. Champion Door's smart doors provide optimal working conditions while reducing the carbon footprint.

Each customer's specific logic-related needs required a remote control solution that would enable installers to optimize the operation and security of the doors. The first Tosi installations were made in Champion Door's door projects as early as 2014. Tosi provided an easy-to-use and cyber-secure solution for the remote management needs of the doors. Today, Tosi is standard equipment in all Champion Door hangar doors.

The easy-to-use remote connection enhances troubleshooting, significantly reduces maintenance visits, and increases customer satisfaction

Tosi is primarily used in Champion Door's doors for troubleshooting, maintenance anticipation, and software updates. Remote management allows for troubleshooting and adjustments of doors directly from Champion Door's factory using a secure remote connection.

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Many installers, maintenance staff, or end customers have remarked on how convenient it is that even the doors are now IoT-integrated. Real-time data, such as fault alerts, can be accessed locally on any mobile device with a basic internet browser, making maintenance and management efficient. The monitoring screen can be wirelessly shared via Tosi to a local mobile device if the door control center is delivered without a touchscreen (HMI).

Risto Visuri
Electrical designer
Champion Door

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Although most troubleshooting is done via phone connection, Champion Door's long-term goal is to offer SIM card connectivity options for remote management. A limiting factor, however, is that some sites are near airports or military areas, where mobile network coverage or usage is restricted.

Currently, Champion Door's most popular solution is Tosi 175, which combines all the door's communication connections. The compact router is easy to integrate into a cabinet, and its built-in global LTE modem allows for SIM card usage, making it ideal for international projects. The company uses both physical Tosi keys and Software licenses, with the latter mainly used for establishing remote connections. The Mobile Client software allows remote connections with any mobile device.

TRUST AND BUSINESS BENEFITS

The use of Tosi has revolutionized Champion Door's approach to providing flexible, secure, and easy remote connectivity for their customers. The collaboration has brought clear business benefits, increased customer trust, and reinforced Champion Door's position as a leader in smart door systems.

KEY BENEFITS AND IMPACT

Tosi has brought significant benefits to Champion Door:

Quick Problem Solving:

The remote connection allows immediate access to device management, saving time and travel costs.

IoT Integration:

Connecting to the network is easy, and software updates can be made remotely via a secure connection. In the absence of a touchscreen (HMI), opening a local monitoring screen on a mobile device is also effortless.

Security and Reliability:

Tosi allows for quick maintenance without the need for physical inspections in high or hard-to-reach areas.

Strong, Positive Customer Experience:

Real-time data on door performance increases customer satisfaction and engagement, as issues can be resolved more quickly.

ABOUT CHAMPION DOORS

Champion Door is a leading manufacturer of large industrial doors, specializing in fabric lifting doors designed for challenging conditions. With decades of experience, the company offers innovative, durable, and energy-efficient solutions for aviation, shipyard, and industrial applications worldwide.

Champion Door products are known for their reliability and low maintenance requirements, and they are designed to function in extreme weather conditions, making the company a trusted partner for demanding industries worldwide.

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