

# ASSOCIATED GROCERS OF NEW ENGLAND CASE STUDY

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Case Study

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**GREG FONTAINE,  
SENIOR DIRECTOR OF  
WAREHOUSE OPERATIONS:**

“The Android version of the Honeywell VM1A and CK65 has given AGNE the ability to customize screen pop-up warnings, resulting in adding another accuracy enhancing feature to our operations. Having worked with the salesman from OPI for over a decade as our trusted advisor, the challenges of moving from a Windows environment to an Android environment was a smooth transition.”

**Honeywell**





## BACKGROUND

Associated Grocers of New England, Inc. (AGNE) is the largest retailer-owned, wholesale grocery distribution center in New England. Founded in 1946, it serves the needs of independent retail grocers of every store size and format: multi-store independent supermarket groups, community supermarkets, country stores, and convenience retailers.

AGNE's service area has continued to grow. While they continue to do much of their business in New Hampshire, Vermont, Maine, Connecticut, Massachusetts, and Rhode Island, they have expanded beyond New England and have retail in the upstate New York/Albany area.

## THE CHALLENGE

AGNE has experienced increased demand from their clients over the last several years. With this increased demand, AGNE began searching for replacements for their aging devices that were still in use. AGNE chose partner Optical Phusion, Inc. (OPI) to help them migrate to an Android platform, particularly to enhance the security of their deployed devices.

Knowing that the technology migration would take place during one of their busiest seasons, AGNE needed devices that were easily configurable and readily deployable across the enterprise. The transition needed to be as smooth as possible, and AGNE's processes and productivity couldn't suffer due to learning curves associated with different operating systems.

AGNE knew that they needed to move to the latest technology available and anticipated that this would help them improve distribution accuracy, boost supply chain productivity, and increase customer satisfaction in the face of increasingly technologically savvy competition.

## QUICK FACTS

### Honeywell Solution

VM1A Vehicle Mounted Computer  
CK65 Handheld Mobile Computer  
Granit Scanner

- Customer: AGNE
- Location: New England
- Industry: Wholesale grocery
- Website: [www.agne.com](http://www.agne.com)

### Customer Results

- In partnership with Honeywell and OPI, AGNE chose the Honeywell VM1A vehicle-mounted computers with Granit scanners for forklift operations and CK65 mobile computers for scanning.

### Why Choose Honeywell

- With the Honeywell solutions, AGNE was able to configure the devices once and deploy rapidly. Additionally, they were able to limit input errors and enhance their scanning performance.

## THE SOLUTION:

# With the help of OPI, AGNE decided to select Honeywell's VM1A Vehicle-Mounted Computer, CK65 handheld mobile computer, and the Granit scanner.

The VM1A Vehicle-Mounted Computer was a great replacement for their previously deployed Thor VM1 Vehicle-Mounted Computer, as both devices utilized the same Quick Mount Smart Dock. Designed to provide essential information to the operator without being a visual distraction, the VM1A's large 8-inch touchscreen is readable in outdoor and indoor environments and has a screen defroster for cold storage use. The Smart Dock feature allows the mobile computer to be easily moved from vehicle to vehicle, without the need to power the device down.

They were able to use the VM1A with Honeywell's new Granit scanner to move away from a previously deployed scanner. In doing so, AGNE was able to increase their scanning distance from their forklifts so users did not have to get off the lift to scan, increasing operational efficiencies.

In deploying the CK65 handheld mobile computer, AGNE was able to customize the function of the alphanumeric keypad to establish better productivity with their warehouse software. The CK65 works efficiently in both climate temperature and cold storage environments, making it ideal for AGNE's freezer operations. It has enhanced scanning capabilities, allowing users to scan near and far, from an arm's length away up to 30 feet or more.

AGNE had the added benefit that the VM1A and CK65 mobile computers were built on Honeywell's Mobility Edge™ platform. Mobility Edge is a durable, stable, and secure platform designed to optimize business performance. Mobility Edge devices can be configured once and deployed rapidly among the enterprise. They also offer extended lifecycles, with hardware designed to support upgrades through Android™ R, and strengthened security by providing a unified, dynamic hardware-and-software platform.

## RESULTS

AGNE was able to fully customize their Honeywell solution suite, including screen options that would be recognizable to their team and data input limits to prevent errors. For example, they were able to limit input to scan-only in certain scenarios, restricting user-keyed data. Furthermore, AGNE wanted their VM1A and CK65 devices to use the same application. With the Mobility Edge platform, AGNE was able to configure device software once and deploy the application across their entire device suite quickly. In working with OPI, the challenges of moving from a Windows environment to Android gave way to seamless, secure, and sustainable solutions.



**For more information**

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