



### // Danfoss Power Solutions GmbH & Co. OHG **WE ARE ALWAYS CLOSE TO OUR CUSTOMERS**

Danfoss Power Solutions GmbH & Co. OHG is part of the Danfoss Group, which has 27,700 employees at 71 locations worldwide. Danfoss Power Solutions develops, manufactures and markets hydraulic and electronic systems as well as components for construction, agricultural and off-road vehicles. Around 850 employees work at the Neumünster site to develop, produce and sell pumps, motors and components for hydrostatic travel drives. The history of this business segment goes back well over 50 years.

### // „WE WANT TO MAKE IT EASY FOR OUR CUSTOMERS ALL OVER THE WORLD TO WORK WITH US“

This is written on the Danfoss Power Solutions website. For this reason, guided tours and factory tours have been offered at the Neumünster site for many years. A tour guide system had also been in use for several years, „but it was time for something new,“ says Antje Körmer, Senior Communications Manager at Danfoss Power Solutions.

BMS Audio was found via a [catalogue](#) that was already in the house and research on the Internet. This was in spring 2017. A sales representative of BMS Audio went to Neumünster to present the system. The challenges at Danfoss Power Solutions during a guided tour are mainly in the background noise. Industrial machine noise significantly affects voice transmission during a guided tour without a tour guide system. In some working areas, hearing protection is mandatory – this is also a safety issue. However, our [TOM-Audio TG-100](#) was able to meet these requirements and can also be used well with hearing protection

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Other competitors were present to present their products. In the end, however, the handy transport and charging case was convincing. Also the functionality and handling could inspire. „The handling is self-explanatory, especially younger visitors have no problems with it. As a rule, we explain the system to our visitors once and then everything works.“

ENGINEERING  
TOMORROW

*Danfoss*


“ In the end, we were particularly impressed by the practical case and the integrated charging function.

Visitors include not only customers, suppliers or potential applicants, but also technical experts, school groups and student groups. With the TOM-Audio TG-100, a group can be easily controlled and held together so that every visitor can understand everything. The new system is also a good development for the plant operators themselves. „Depending on the group of visitors, we have very different users of the system, from the sales department to the engineers, from the trainees to the plant manager, all of them are well acquainted with the technology and are pleased to be able to choose between a handheld microphone and a headset. That wasn't possible before“.


We are pleased to have found a workable solution for Danfoss Power Solutions and wish them continued fun and good business with the guidance system.

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