

**CROSSPOINT TRACKING SYSTEM  
APPLICATION DEVELOPMENT / HARDWARE INTEGRATION**





## PROBLEM

Crosspoint's product ClimaCab® provides an electric heating and air conditioning unit for the cabs of over the road trucks. The unit does not require that the engine of the truck be on and idling. It can also jump start the truck if needed. There were several issues that needed to be resolved with ClimaCab®. The units have embedded Java, and in all there were 16 items that needed to be fixed or refined.

These items included issues with firmware flashing, firmware updating, testing of the operating system as it loaded, Java 7 support, Windows 8 testing, reporting and debugging.

Every time something went wrong with one of the units, Crosspoint had to send someone out into the field to fix it.

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**GULFORDGROUP**  
business driven software solutions



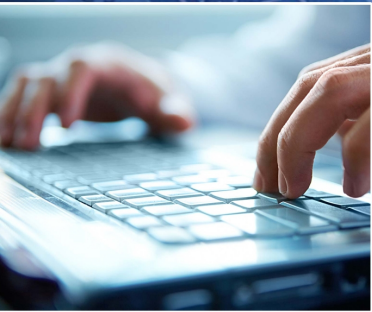
## CLIENT

Crosspoint is a division of Cummins, a multinational Fortune 500 company that is a major supplier of engines to the trucking industry. Crosspoint is the exclusive distributor for Cummins in a five state area that includes Illinois, Indiana, Kentucky, Tennessee and West Virginia.

Crosspoint Solutions is a wholly owned subsidiary of Cummins Crosspoint, LLC that works on battery operated Auxiliary Power Units (APU).

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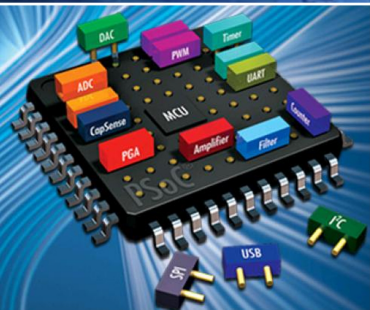
## SOLUTION

Unlike many business applications, the ClimbaCab® application is hardware based. In order to ensure that the application worked, and to test the application, Crosspoint installed a hardware unit in Guilford Group's offices. Guilford Group solved each issue, and documented each resolution. Team members utilized the Waterfall methodology during development, in which problems are solved sequentially.

The project took 2.5 months, and had a budget of \$52,200. It utilized 3 Guilford Group team members. It was completed on time, and on budget.

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## VALUE

Guilford Group had the knowledge and expertise to solve the problems that Crosspoint had with Climbacab®.

By combining their experience in application development, with their technical knowledge of hardware, Guilford Group was able to achieve the efficiency that Crosspoint needed.

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