

SASKTEL MACHINE-TO-MACHINE (M2M)

KYLE'S IDEA. OUR NETWORK.
ANYTHING IS POSSIBLE.

With installations of Bin-Sense™ across Saskatchewan, Kyle Folk describes his journey, his success and the role that SaskTel is playing in his day-to-day operations.

"I call my grain monitoring system an assurance for producers to know their grain is safe."

— Kyle Folk, President and Owner of
IntraGrain Technologies Inc.



KYLE FOLK ANSWERS QUESTIONS ABOUT SASKTEL M2M SERVICE

How does Bin-Sense work?

Kyle: Bin-Sense monitors grain after it's been stored in the bin. We install temperature and moisture cables right in the bins. Measurements are transmitted wirelessly from bin to bin locally in the yard, with one bin that has a master unit on it. The master unit transmits the information to our server every hour. Our clients can access it by logging in over the Internet. If something changes from the parameters they set, they'll be notified via text message.

Are variables like heat and moisture common problems in grain farming?

Kyle: They're problems that have been around forever. As storage gets bigger and grain prices get higher, it becomes more of an issue. It's estimated that producers in Canada lose more than \$750 million in grain per year and that's a direct hit on their pocketbooks because there's no insurance on stored grain. And Canada has one of the world's best storage practices. Other places in the world have much poorer storage practices than we do here, so our losses range from 2 to 5 per cent of stored grain, where in the worst countries it could be 50 per cent.

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What got you interested in grain monitoring?

Kyle: My parents are grain farmers near Holdfast. I went back to visit one weekend many years ago and was helping my dad prepare for a semi to come and get some grain. When we put the auger in the bin, it hit a wall and wouldn't go through. It was because the grain had spoiled. When I asked my father why he didn't monitor it, he explained to me what products were available and I could see there was a massive void in the marketplace.

How did you get started?

Kyle: I went through a business planning competition. It lined me up with a company in Regina that did some advising services for technology start-up companies. So I took advantage of that company's services—they're no longer around—and began going through the process of starting a business and tech company.

How did the partnership between IntraGrain and SaskTel begin?

Kyle: I posed my idea to them and told them what I was hoping to achieve. They were willing to work with me and provided the machine-to-machine platform that I needed to test my IntraGrain technology. On top of that, they were there for support and gave me the rate that I needed to make my plan work.

How does SaskTel contribute to your product and service?

Kyle: We use SaskTel Machine-to-Machine service to connect to the cell towers and transmit information through their cell network to our server. The SaskTel M2M service is a great fit for our product. It's key that SaskTel owns their network, because it allows us to get thorough service from the people who actually own the network, versus trying to get it through third parties.

What made you settle on the SaskTel M2M service?

Kyle: Well, they've got great rural cellular coverage in Saskatchewan and they partner with businesses in other provinces. That's the biggest thing. Plus, I'm homegrown here in Saskatchewan, and they were accommodating and willing to work with me when I was a very small company. They were ready to take a chance with me.

Do you think M2M can apply to other industries?

Kyle: The oil, gas and mining industries all have really big needs that could be solved by machine-to-machine. It's going to grow very rapidly. In no time, M2M will be used by everyone, every day.

Let's start a conversation.

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