



# WAITES

## **CASE STUDY**

E-Commerce Leader Implements Industry-Leading  
Condition Monitoring Solution From Waites

1-800-431-5823

[info@indsealing.com](mailto:info@indsealing.com)



## ABOUT CLIENT

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### **A leader in the e-commerce space**

- 5 billion packages delivered every year
- Hundreds of large-scale facilities globally
- Over 100 million unique products
- Annual revenue in the hundreds of billions of dollars

## THE CHALLENGE

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- Unexpected downtime and lost production hours
- Too much downtime was needed to maintain their systems
- Facility utilization was lower than it could be
- Asset life was being diminished by running to failure, causing collateral damage



## REQUIREMENTS FOR THE SOLUTION

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- Thousands of sensors per facility (a sensor on every piece of equipment)
- The sensor would have to be inexpensive and easy to install
- The sensors would have to work on equipment from different manufacturers
- The solution would need to work on both future and legacy equipment
- The solution would need to work on non-conveyance equipment
- Corporate management would need to see the performance of facilities
- Analysis and diagnostic functions would need to be done remotely.

## CLIENT'S DESIRED BENEFITS

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- Eliminate catastrophic failures leading to unscheduled downtime and lost production hours
- Increase throughput of facilities (Requiring a reduction in downtime from 14 hours to 1 hour per week)
- Reduced maintenance costs
- Reduced or eliminated PM routes
- Extended asset life
- Significantly higher facility utilization
- Reduced cost of spare parts



# THE SOLUTION

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## HARDWARE

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Waites proprietary hardware consisting of a wide range of sensors and data transmission devices securely sending machine data over an encrypted network. Thousands of sensors installed per facility on every machine to give a 360 degree view on the operation.

## SOFTWARE

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Powerful AI driven software built from the ground up to intelligently analyze data and produce valuable insights for the client's operation—viewable via the Waites dashboard available through a number of platforms including web and mobile, allowing the client unprecedented access to their operation's insights.

## ANALYSTS

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Waites analysts, leaders in the industry, working hand-in-hand with the client's on-site maintenance team around the clock to effectively manage data, avoid downtime, and increase productivity to unseen levels.





## THE RESULTS

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30% reduction in maintenance costs

10% increased facility throughput

Tens of millions of dollars saved on an annual basis





# THE VALUE OF A WAITES SENSOR

- Avoided Downtime
- Reduced Maintenance Cost
- Extended Asset Life
- Extended Capacity
- Reduction In Spare Parts
- Improved Managerial Intelligence





**WAITES**

**THANK YOU**

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