

CASE STUDY

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

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ABOUT CLIENT

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

- 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

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REQUIREMENTS FOR THE SOLUTION

- 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

- 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

HARDWARE

Waites proprietary hardware consisting of a wide range of sensors and data transmition 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

Powerful Al 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

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

30% reduction in maintenance costs

10% increased facility throughput

Tens of millions of dollars saved on an annual basis

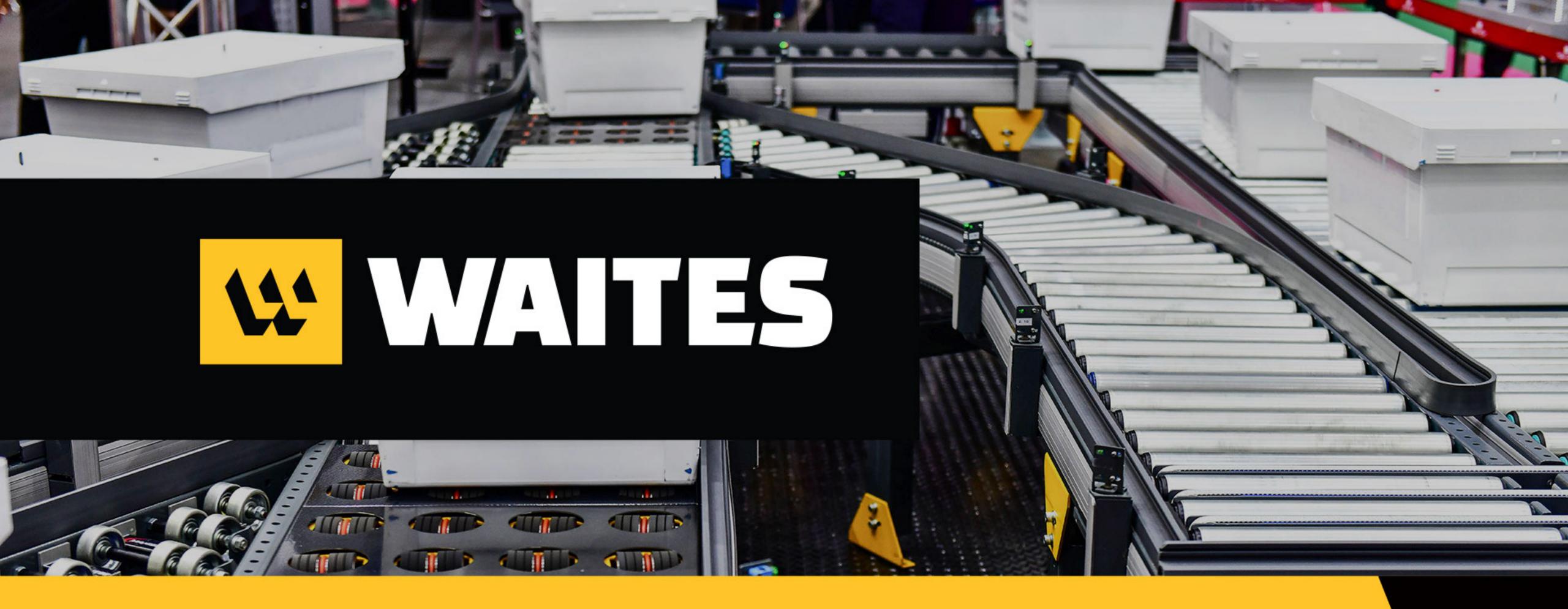


THE VALUE OF A WAITES SENSOR

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



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THANK YOU

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