

### REALIZE MAINTENANCE COST SAVINGS WITH IOT

Organizations are wasting a significant amount of money on preventative maintenance. Monthly filter replacements, fluid changes, and technician travel to remote locations require a large chunk of a business' budget — and the maintenance may not be necessary.

Consider the alternative to preventative maintenance: condition-based maintenance, which is a better, more cost-effective way to conduct maintenance by eliminating the need for routines. Condition-based maintenance works by using IoT to monitor the temperature, pressure, vibration, voltage imbalances and other conditions of assets in the industrial environment. Using cloud and edge computing, the Losant Enterprise IoT platform helps to bring in data from new and existing systems and allows operations managers to view the status of a number of assets within one dashboard. Losant's IoT platform can also activate alerts, email reports and deliver data to clients and leadership.

Scaling a CBM IoT solution across multiple machines or locations could save a business millions in technician labor, resources and equipment.

An industrial study shows that more failures are random and not related to age, which means that scheduled or preventative maintenance may not be the most effective method to maintain equipment.



### **POTENTIAL USE CASES**

- · Digitize machine information
- Be alerted to degradation or failures before they impact business
- Connect existing machinery to Losant's IoT cloud platform
- Use edge gateways to read data from legacy machinery
- Use machine data for predictive maintenance and machine learning
- Offer CBM to customers

### LOSANT PROVIDES THE TOOLS YOU NEED TO SUCCEED

Losant is an easy-to-use and powerful enterprise IoT platform designed to help teams quickly and securely build complex real-time connected solutions.

#### EDGE COMPUTE



Merge intelligence from the edge

# DATA AND DEVICE MANAGEMENT



Connect and manage new and existing devices and data sources

## DATA VISUALIZATION



Visualize, layer and analyze data

### VISUAL WORKFLOW ENGINE



Create real-time

## END-USER EXPERIENCES



Design user experiences for your team or for your clients

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# DISCOVER THE POSSIBILITIES OF CBM WITH LOSANT



### **KNOW MORE**

Preserve resources with meaningful maintenance

Even legacy equipment is built with sophisticated communication systems for self-regulation. Losant's IoT platform can be used to read Modbus data from new and existing machines. An OEM or plant manager will be able to know the condition (vibration, temperature, pressure etc.) of each machine in real-time and respond accordingly.

For instance, diesel engines are known to run steady. Varying conditions will signal a problem. Using Losant's IoT platform and the appropriate combination of detection sensors, technicians can be alerted immediately if conditions are not normal. Notification could mean the difference between simple maintenance or an expensive repair and downtime.



### **SEE MORE**

Benefit from business continuity

In some cases transitioning from scheduled or preventative maintenance to condition-based maintenance can save a business up to 50% in maintenance costs. When ops managers can see inside of a piece of equipment, costly repairs can be prevented. Conditional data not only helps save costs, it can also help align IT and OT teams; or keep manufacturing leadership informed to better manage schedules and production timelines.

Using the Losant IoT platform, one of our clients in the mining industry can now see the state of its equipment from dashboards in its centralized facility, and get alerts so that technicians only need to be deployed when something requires attention instead of on a time-based frequency.



#### OFFER MORE

Prepare for the future with insights

Insights from IoT applications can pave the way to new revenue streams for OEMs. Equipment information can enable OEMs to provide a low-cost maintenance solution to its customers. Machinery that can digitally transmit conditional information will prepare your facility or your clients for future advancements of real-time information delivery including predictive maintenance and machine learning.

European air compressor company, Kaeser Kompressoren, used condition-based maintenance and IIoT to completely transform its business model. For nearly 100 years, the company sold air compressors. After adding sensors and collecting data, the company began to better understand machine conditions and implemented a predictive maintenance solution. This functionality created a completely new revenue stream enabling the company to lease machines and sell air-as-a-service.

#### ABOUT LOSANT

Losant is an enterprise Internet of Things platform that enables building real-time connected solutions.

- Accelerate the creation of connected IoT solutions
- Enhance the customer experience with real-time data
- Provide enterprises with a secure and scalable foundation
- Integrate new and existing network and hardware systems
- Customize options to fit the needs of any business

