Understanding the ROI of Connected Machines

Machine Data Powers Uptime, Grows Profit, and Reduces Costs.

The New Standard for Equipment Uptime

For years, equipment was serviced *after something went wrong.* Delays and emergency repairs were part of the process. That's no longer sustainable.

With connected machines, **issues are identified earlier, resolved faster,** and **avoided entirely.** Elevāt connects OEM ecosystems so decisions are based on data, not guesswork.

Service can't wait for failure. Neither can your business. That's why leading teams are making proactive service the baseline for uptime and performance.

The Real Cost of Downtime

Downtime leads to **stalled projects, unexpected labor costs,** and **lost revenue.** Here's how it impacts real-world operations:

Scenario	Impact	Cost
Service Delays	Equipment idle while waiting on diagnostics, parts, or technician	$3,000–$5,000 per day
Unplanned Downtime	A critical fault occurs without warning	$10,000–$30,000 per event
Project Delays	Missed milestones lead to overtime, penalties, and customer frustration	$15,000+ per day
Deferred Maintenance	Skipped service results in major component failure	$25,000–$50,000 per incident
Idle Equipment	Machines waste fuel and hours while underused or forgotten	$50,000–$80,000 annually

Source:"The True Cost of Unplanned Equipment Downtime." For Construction Pros.

Prevent the Failure. Protect the Budget.

Every fault code is a warning. The longer it's ignored, the more expensive it becomes.

Elevāt brings early warnings to the surface. Service teams can act *before* damage spreads, costs spike, and downtime begins.

Delaying service response doesn't just risk failure. It guarantees it.

Scenario	Proactive Response	If Ignored
High Idle Time	Adjust usage. Cost: $0	Fuel/labor loss: $60K+ per year
Soot Load Alert	Regen during idle. Cost: $0	Engine shutdown: $5K+
Low Oil Pressure	Early repair: $2K–$3K	Engine rebuild: Up to $30K
Shift-to-Neutral Abuse	Operator training: ~$2K per asset	Transmission failure: $35K+
Coolant System Warning	Replace coolant/hoses: <$1K	Overheat failure: Up to $400K

Source: "Predictive Maintenance for Mobile Assets." Deloitte.

Connect the Ecosystem. Control the Outcome.

Elevāt unifies OEM ecosystems so issues are seen sooner, service moves faster, and no one is left waiting.

It's not just machine data. It's comprehensive operational alignment. Eliminate gaps, delays, and guesswork with a connected ecosystem powered by digital transformation.

Value of Enhanced Connectivity Across OEM Ecosystems

Stakeholder	What They Gain	Real-World Results
OEMs	**New Revenue from Connected Services**	**Aftermarket sales often exceed equipment sales. Aftermarket & subscription sales increase margins**
	Improved Product Design & Customer Loyalty	**Real-time data helps improve product reliability & reduce warranty claims**
Dealers	**Service Revenue from Proactive Maintenance**	**Up to 70% fewer breakdowns & consistent repair success**
	Faster Diagnostics & Fewer Callbacks	**Remote troubleshooting enables faster repairs & first-time fixs. $2K repair vs. $30K rebuild.**
	Improved Customer Retention	**Uptime protection helps prevent customer churn**
End Users	**More Uptime & Productivity**	**400–600% ROI from fewer stoppages & data-driven optimization**
	Lower Operating Costs	**Usage and idle tracking saved one contractor $800K/year across 400 units**
	Smarter Bidding & Planning	**Usage data improves planning, estimates, & competitive bids**

Source: "How Telematics in Construction Fleet Management Can Enhance Your ROI." GPS Insight.

The ROI Equation: Operational + Financial + Strategic

Connected operations improve uptime, lower costs, and drive smarter decisions.

Operational Payoff

- Higher machine availability, fewer disruptions
- Faster repairs, better service coordination
- Up to 20% more uptime with proactive service models

Financial Payoff

- Reduced emergency repairs and unplanned service
- Lower fuel and maintenance costs
- 30–40% lower service costs with predictive maintenance

Strategic Payoff

- Fewer delays, more reliable project delivery
- Stronger customer trust, better bid accuracy
- 10–15% cost improvement through better planning and execution

Don't Wait. Turn Data into Action.

Elevāt delivers real results: maximum uptime, lower costs, and stronger performance across your operation.

Leaders today act fast, stay connected, and keep every machine working.

Contact us to learn how Elevāt helps you stay ahead.