elevāt

CASE STUDY

IoT Solution for Utilization:

Unlock Operational Trends to Drive Strategic Decisions

Exploring Challenges in Demand Visibility and Decision-Making

A global industrial equipment OEM **lacked the visibility needed to align production, inventory, and warranty planning** with actual market conditions. Relying on delayed sales reports and dealer feedback made it difficult to respond quickly to shifts in demand, often **resulting in overproduction, excess stock, and missed opportunities.**

Key Transformation Objectives:

Elevāt partnered with the manufacturer to achieve a comprehensive set of objectives aimed at transforming visibility into their operations:

Utilization Tracking: Capture real-time equipment activity to uncover demand trends and usage patterns by region and product line.
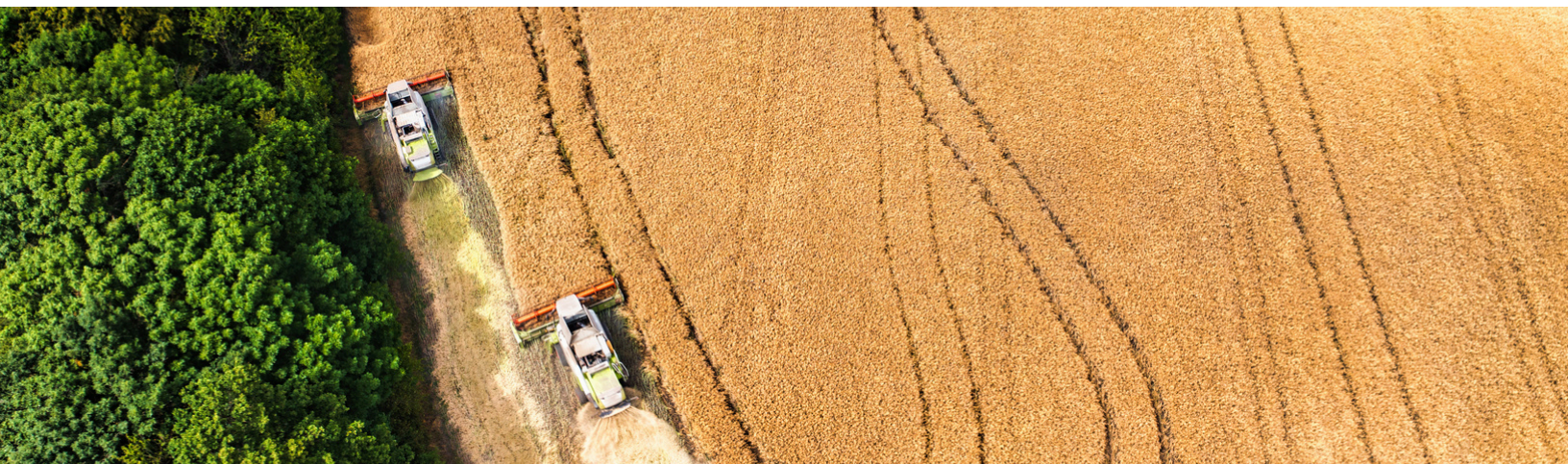
Warranty Forecasting: Align warranty reserves with real-world runtime and fault data to improve accuracy and reduce financial risk.

Inventory Optimization: Minimize excess parts inventory while maintaining availability in high-use regions, lowering holding costs and improving service readiness.

Market Responsiveness: Detect early shifts in field activity and adjust operational strategy ahead of traditional market signals, gaining a competitive edge.

Elevāt IoT Implementation

The manufacturer deployed Elevāt IoT across its fleet to collect and analyze real-time machine data. Within weeks, the platform revealed usage trends that directly informed strategic decisions across multiple teams. Key actions included:

Needs Assessment and Planning:
- Evaluated operational blind spots related to demand forecasting and resource allocation.
- Identified reliance on lagging indicators against timely production and inventory decisions.

Customized IoT Solution Design:
- Configured platform track runtime hours, idle vs. active states, machine location, and faults.
- Mapped utilization metrics to key operational objectives, including production planning and warranty modeling.

IoT Integration:
- Enabled real-time dashboards for cross-functional teams to access usage insights by region and equipment type.

Deployment:
- Rolled out Elevāt IoT across the fleet, providing real-time visibility into machine utilization.
- Established automated reporting and trend monitoring to inform planning and forecasting cycles.

Optimization:
- Increased production in regions with sustained utilization growth, preventing missed sales opportunities.
- Reduced warranty reserves and inventory overhead by aligning resources with actual field activity.

Elevāt IoT Implementation Results

The manufacturer turned real-time utilization data into strategic action. With Elevāt, they reduced waste, improved planning, and responded faster to market shifts.

Results:

- 15% Decrease in Excess Inventory
- 10% Boost in Warranty Reserve Accuracy
- Accelerated Production decisions based on equipment usage

Put real-time utilization data to work. Elevāt empowers OEMs to control production, reduce waste, and stay ahead of demand. Contact us today to learn more.

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Example Web Application - Utilization Dashboard