

Lifecycle Services

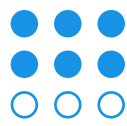
Make the Journey to Lifecycle Management Predictability

Succeeding in a hypercompetitive e-commerce market requires a new data-driven approach to lifecycle management. Distribution center (DC) operators are making a fundamental shift from traditional strategies of “react and respond” to a new paradigm of “analyze and predict.”

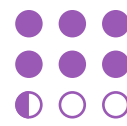
Slow adoption of the industrial internet of things (IIoT)



Only 30 to 40% of the potential value of DC operational data has been captured.¹



Nearly two-thirds of companies confess to not utilizing any technology to monitor the performance of their operations.²



Department of Energy study cites 70–75% elimination of equipment breakdowns using IIoT-based predictive maintenance.³

Increase operational reliability throughout the lifecycle

Uptime is vital to meeting daily throughput targets and gauging overall operational effectiveness. Traditional lifecycle management strategies fall short of achieving this reliability.



90% of companies say durability, reliability and uptime are the top priorities when evaluating any DC automation technology investment.⁴



81% closely consider the total cost of ownership, speed to ROI and maintenance throughout the lifecycle of their investments.⁵

Building blocks of lifecycle success

Every business defines its own measures of success — whether that’s hitting daily throughput targets, maximizing labor productivity or increasing annual profits. Realizing these goals means addressing the fundamental building blocks of success — on your own or in collaboration with a lifecycle services provider.



Data visualization and analytics

Gain real-time production insights by leveraging data that already exists within control systems using analytics tools and visualization software.



Resident technicians and supervisors

An on-site staff of qualified technicians is imperative to ensure smooth, reliable operation of complex systems and automation technologies.



Spare parts management

A robust spare parts management program is essential for delivering efficiently planned and corrective maintenance activities.



24/7 technical support

Give technicians access to expert OEM support to help troubleshoot issues and accelerate equipment repairs and issue resolution.



Technical advisors

Consult industry experts to troubleshoot and advise the best course of action on a given piece of equipment or technical issue.



Field engineers

Bolster your staff for challenging objectives, such as accelerating preventive (planned) maintenance processes or identifying flaws in a system’s design.



Asset management and assessments

Periodically evaluate both equipment and operational performance; develop multi-year asset management plans.



Engineering center of excellence

Access a team of engineers to ensure proper design and implementation of modifications and upgrades.



Training

Enhance your existing technicians’ skillsets while aiding in the recruitment of qualified technicians.

Where are you on the journey to predictability?

As DCs become more automated, traditional lifecycle management programs are proving inadequate for reducing unplanned disruptions and increasing reliability. To protect system investments and achieve up to 99.9% uptime, DC operators need to capitalize on the wealth of operational data that is readily available to them.

DC With Traditional Maintenance Programs

DC With Data-Driven Lifecycle Services

Frequent disruptions

Fewer disruptions

No disruptions



Data is inaccessible



Data provides insights



Data analysis is automated



Equipment is run to failure



Maintenance is part of operation



Predictive maintenance is optimized



Downtime inhibits production



Actionable insights drive productivity



Unplanned downtime is eliminated

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