

# How a Recent Customer Measures ROI

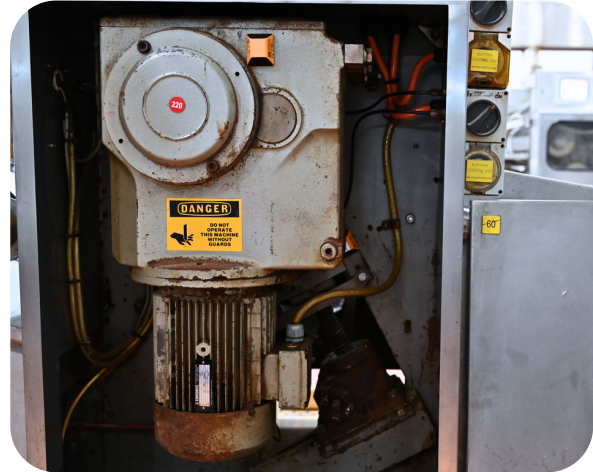
A large Sydney-based food producer faced challenges of frequent equipment failures and a growing preventive maintenance backlog. After implementing our software 2 months ago, the early results are promising.

## Priority #1 - Prevent Equipment Failure

In the past 60 days, our platform issued four alerts.

While two were false positives (common initially), one is under investigation, and one confirmed alert prevented potential downtime worth \$40,000.

This is a photo of the asset our machine learning models picked up an anomaly for. You can see the sensor on the top right of the asset.



## Priority #2 - Remove inspection Work Orders

After two months, the client plans to monitor for four more months before considering the removal of most inspection work orders.

Preliminary estimates suggest potential annual savings of \$1,600 per asset, providing a 3x ROI from remove inspections alone.

## Calculating the ROI

The implementation cost, \$20,000, includes \$10,000 in one-time hardware costs and \$10,000/year in recurring software costs. **Estimated yearly savings are \$272,000, resulting in an ROI of 12.6x.**

## In Conclusion

Hardware costs are non-recurring, meaning that in year 2, with unchanged circumstances, the ROI would double to 25x. - Even if you disagree with such figures, this robust ROI provides a healthy buffer for positive returns even under different circumstances.

For further insights, we can share more details on the asset types they've selected, and the details on how pricing works for our software. This client we reference here have found value in our solution, and we'd be happy to share their experience with you.