IoT: An Easier Discussion with Management

Is it possible to have an easier, less combative discussion with management when it comes to improving operational efficiencies at your plant or facility? If you want to prove that you can drive costs out of your organization in a timely manner and support that discussion with real, documented hard numbers, then the answer is yes. The key is having an IoT strategy in place.

The pervasiveness of IoT is reaching new heights and never has the momentum been greater than in asset intensive industries, especially when complemented by an EAM system. When it comes to IoT, we are not just talking about IIoT (Industrial Internet of Things) but touch points in all industries from process and discrete manufacturing to transportation and a multitude of facility operations.

IoT is not just the next come and go hot topic. It has staying power, and while it has been a discussion trickling down from the boardroom to the plant floor, more and more it is coming directly from maintenance operations. From a maintenance department standpoint, it is a much different and easier discussion with management than, "we want to upgrade or need to upgrade our ERP system or EAM system." When presenting a well thought IoT strategy you won't find yourself struggling with the traditional upgrade symptoms or push back such as; no budget, limited executive support, data integrity, low on IT support roadmap, no available resources, give me a better ROI to justify, or simply if it is not broke, don't fix.

Instead, IoT takes the discussion to a tangible business level with real use cases that can deliver that dreaded ROI. It also begins to address the human side of engineering, basically the knowledge gap that has been occurring with an aging and retiring workforce. With strong analytics and digital processes in place you can get more from the data you have, driving new insights to make better decisions rather than relying on basic work order tracking and labor reporting or picking the brain of your most seasoned veteran.

Many of you have already begun the process of implementing an IoT strategy but just as many of you have yet to fully embrace it. The days of asking what happened (descriptive maintenance) and run to failure are long gone. The days of asking what could happen (predictive maintenance) and when should maintenance be performed has now been bypassed by asking what should we do (prescriptive maintenance) and what is the best avenue to pursue – how can we remove the guesswork?

The time to accelerate your assets business value is now in such areas as: optimizing asset utilization, reaching new heights in collecting and exchanging data, monitoring, managing and controlling connected devices, and governing your assets to prevent safety and regulatory risk. You may even find yourself asking whether or not the robotic arm on the production line is an IT asset or a plant asset? IT is becoming such an integral part of the product and production line with embedded sensors, processors, software, connectivity, and data residing in the cloud that it makes real sense to befriend your IT department. True teaming will be the norm.

Transitioning your organization to an IoT strategy is a less cumbersome task than you may think. Start out small and get that first win showcasing how your business gets stronger as you become more connected. This will propel you to a bigger IoT play where many more get on board in understanding and advancing the intricacies of your assets to achieve unprecedented results. You can do it, make maintenance relevant again! There is really nothing holding you back.

About Aquitas Solutions

Aquitas Solutions is the leading provider of technology and services that accelerates your assets business value through IoT. The Company prides itself on working strategically and collaboratively with leading IoT platform and solutions providers to heighten business value across a multitude of asset intensive industries.

Based in Atlanta, GA, Aquitas' leadership team and management consultants have more than one thousand man years of enterprise asset management experience helping clients optimize performance and improve productivity and service levels across the entire spectrum of their organization. The Company has established itself and been recognized for delivering faster, smarter, and more agile solutions at a competitive rate helping customers streamline their internal processes and compete more efficiently in an increasingly synergetic IoT world.

Aquitas Solutions is a registered Service Disabled Veteran Owned Small Business (SDVOSB).