

Case study – Frequent machine failures

Abstract : SenseGiz helped Ador Welding to prevent losses from frequent machine failure by deploying predictive maintenance solution leading to reduction of downtime by 40% and cost saving by 35%.



Problem statement

- No access to real-time insights on temperature, vibration of machines, transformers and other industrial assets.
- No access to full life cycle and remote monitoring for predictive maintenance.
- Threshold values - No real time alerts in case the threshold values are breached



Description of the solution

COINs are installed on machinery from which insights are required. **Temperature** and **Vibration** sensors in **COIN** will record any irregularities (upper and lower threshold values) at regular intervals and shares this data real-time over the cloud via our Wi-Fi or Ethernet gateway. The manual process of monitoring the health of machines every 15 to 20 days is eliminated using our solution. We can analyze historical data to identify the root cause and location of frequently occurring issues.

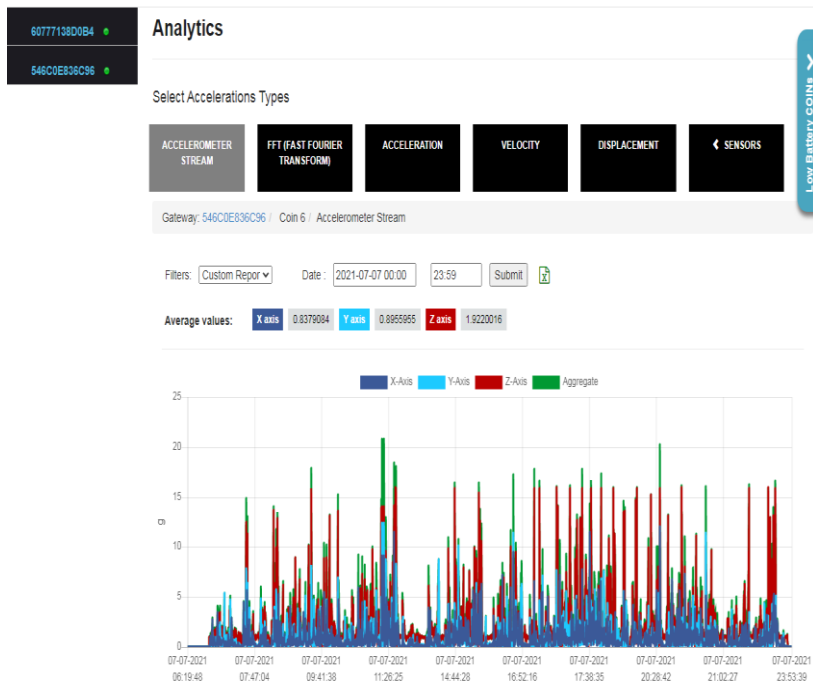


Business impact / RoI

- Predict asset failures in advance (FFT)
- 100% uptime without breakdown.
- Periodic reports for better planning.
- Vibration data can be streamed at regular intervals of time.
- Data for all three axis can be seen on the dashboard.
- Vibration analytics can be done using FFT on dashboard.
- Higher Productivity, Lower Operational.
- Cost & Economical

Case study – Frequent machine failures

Photographs / Videos of Solution deployed : Graph, photographs, videos, client testimonial etc. of solutions deployed.



Case study – Manual inventory management

Abstract : SenseGiz helped Asset Trackin Welding to prevent losses from frequent machine failure by deploying predictive maintenance solution leading to reduction of downtime by 40% and cost saving by 35%.



Problem statement

- 300 Hours Lost per person per year just for tracking assets
- Scrapping of high value assets due to lost paperwork
- Time spent by an asset within a location
- Tracking vehicle within service stations.
- Track the location of the workers
- Calculate how much time a worker has spent in a particular area or how much time an employee has wasted



Description of the solution

A combination of our **COIN** and **FIND** devices are used for tracking assets and people in a specified area. Location data from FIND is relayed to the COINs which form a mesh network and sent to the cloud via Gateways. This digital solution with a cloud platform & analytics, can be used to reduce asset tracking time, avoid theft and calculate the time spent by each asset at any given location.

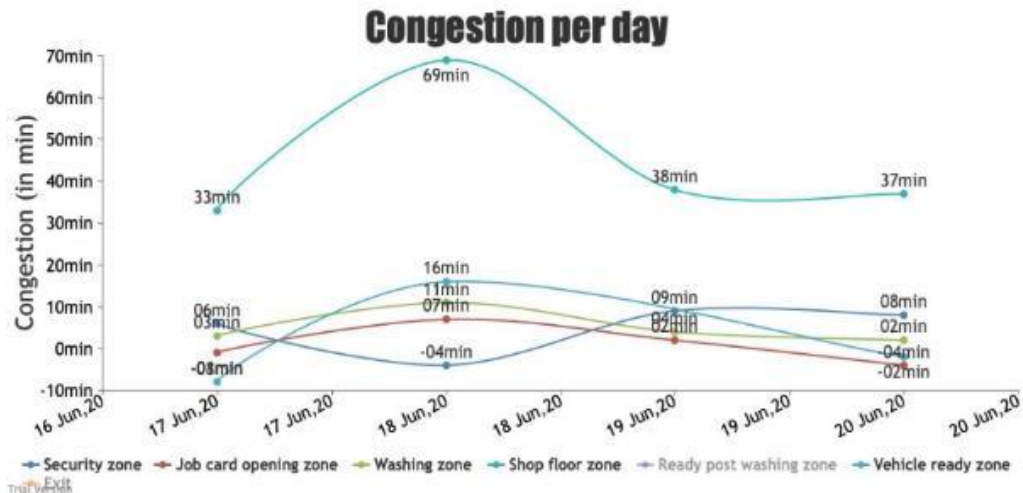


Business impact / RoI

- With COIN and FIND solution the customer was able to;
- Track the raw material accurately
 - Search specific asset on the dashboard.
 - Reduce the amount of assets being stolen or misplaced
 - Reduced scrapping of assets
 - Better utilization of assets
 - Set geo-fence to get notified if an asset leaves an assigned area.
 - Reduce costs significantly.

Case study – Manual inventory management

Photographs / Videos of Solution deployed : Graph, photographs, videos, client testimonial etc. of solutions deployed.



Carmaker has reaped benefits from firms that it has incubated under the accelerator programme

ARINDAM MAJUMDER
 New Delhi, 25 June

Maruti Suzuki's start-up incubation programme has now started reaping benefits as the automaker has implemented these solutions across its system, leading to cost benefits.

Encouraged by the success of the programme, the company is now planning to pick equity stake in some of these start-ups. "Some of these start-ups have created good value for our company, leading to immense cost benefits. This is part of our effort to identify and implement innovation outside the company. As part of this, we

search for start-ups at all levels — it could be just an idea or a mature start-up, which has got funding and is looking to scale up. We are ready to fund them and pick an equity stake if their idea is usable in our companies," said Rajesh Uppal, chief information officer at Maruti Suzuki.

Two years back, the company had launched corporate accelerator programme Mobility & Automobile Innovation Lab (MAIL), in partnership with Japanese seed fund and co-creation centre, GHV Accelerator.

Under the programme, the company identifies innovative solutions in the mobility and



CHARTING GROWTH

START-UPS	APPLICATION	LOCATION
ENNMOMIL	Management of fleet, driver and routes	Hyderabad
SENSEGIZ	Tracking vehicles in service centres	Belagavi
XANE.AI	Real time feedback for employee and customer survey	Gurgaon
EYEDENTIFY	Using AI for developing system on driver and passenger safety	Hyderabad

automobile space, which are futuristic and customer-oriented. "We identify innovations matching our needs and on-board them. We already have 17 start-ups working with us. Many of these companies have become our regular vendors. For instance, with a particular start-up's ideas, we have been able to increase the effi-

ciency of our workshops by almost 40-50 per cent," he said.

The company recently launched the mobility challenge to explore new-age technologies and help growth-stage start-ups scale up their businesses. This new programme has been unveiled in partnership with Hyderabad-based innovation intermediary and

business incubator, T-Hub. Uppal said that while the company regularly incubates start-ups from the scratch, the idea behind selecting established start-ups is to reduce the on boarding time. "As part of this current mobility challenge, we are looking at start-ups which are established. Against the six-to-nine-months period

required for onboarding a start-up, which requires incubation, in this case, it will take a maximum two months to on-board," Uppal said.

Founders of start-ups selected by Maruti said that it is quite difficult for hardware start-ups to sell their solutions to corporates. So, a company like Maruti offering its platform comes as a big boost. "Most corporates expect start-ups to have already deployed a large number of products because they are concerned about the unknown — quality of the product and longevity of the start-up. I am glad some corporates are attempting to evaluate products from start-ups like ours," said Krishna Jasti, co-founder of Eyedentify — a company that uses artificial intelligence for developing a system on driver and passenger safety.

NOTE: This article was published in a prominent national newspaper after an interview with Rajesh Uppal - Chief Information Officer at Maruti Suzuki