



SITEVANTAGE



CASE STUDY

**Discover Cost Saving
Opportunities in Real-Time**
(Using Existing Telematics Equipment)



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Are You Operating Efficiently?

An estimated 50% to 60% of material costs are connected to the operation of mobile equipment.

Do you have the data to understand the parts of your operation that need attention?

Wonder why decisions from production study data that's collected manually doesn't add up?

Are you standardized with one manufacturer for all construction/mining equipment?

Got some older equipment, maybe even mechanically-driven with no ECMs?

How does your training program work?

SiteVantage combines data streams from OEM and aftermarket equipment telematics software. It remotely visualizes mixed-fleet key performance indicators to increase production and improve operational efficiency.

Discover Cost Saving Opportunities in Real Time

SiteVantage turns disparate data sources from OEM, aftermarket, fixed asset, and IoT connected systems into actionable information operations and fleet departments can use to improve efficiency. The platform combines data streams from multiple brands of telematics systems and visualizes key performance indicators on custom dashboards to help businesses make important decisions that maximize operational productivity and efficiency.

Simply, SiteVantage removes the headache of reviewing and comparing multiple unique spreadsheets and creates uniform data to help you discover cost-saving opportunities.

The telematics platform works with the equipment you already have and with actionable data and input at your fingertips.

The following case study shows how SiteVantage can boost technical training

and help teams implement process improvements.

SiteVantage in Action at Luck Stone

Luck Stone, the largest privately owned aggregate products firm in the United States, has been working with the SiteVantage platform for three years and has more than 50 pieces of connected equipment across eight sites.

Adam Schrecongost, technical training coach for Luck Stone, said SiteVantage is a key tool for his job. “Without this tool, it would be hard for me to keep my hands on the pulse of what’s going on,” he said. “This tool has made it incredibly easy for me to see how everyone is doing — without me having to be there.”

Schrecongost is focused on training and development, and uses the dashboards to identify trends with equipment operators. “You can spot bad habits that you might not be able to identify day-to-day with long-term trend data,” he said. “And save the company a lot of money, bottom-line-wise.”

Bryan Smith, Luck Stone’s Mine Development & Blasting Manager, said the company had been looking to put their fleet data to better use, but the solutions were all too expensive.

“We’d been looking for more active information on our fleet to provide to our people, but it came at too much of a price until SiteVantage,” he said. “Being machine-agnostic is key. This platform has been designed to embrace the fleet we own.”

“You can spot bad habits that you might not be able to identify day-to-day with long-term trend data, and **save the company a lot of money**, bottom-line-wise.”

Platform Empowers Entire Team

SiteVantage is not just a tool for management, it is a tool that gives team members the information they need to improve. SiteVantage is designed with the primary



Why Should I Partner with SiteVantage?

We are **passionate** about our customers' markets and business.

We are **dedicated** to helping our customers succeed. With a combined 100+ years industry experience, our founding team has been listening, learning, and finally came together to solve a challenge that spans multiple landscapes.

We are **committed** to helping our customers focus on the work, without losing time on the data. We continue to strive for better, developing and refining tools that consolidates jobsite IoT data, analyzes it, and provides actionable insights needed to meet and exceed KPIs.

audience being the people who are most impacted by the data, the people who create it: operators and site foremen.

SiteVantage helps workers self-identify opportunities for improvement. Instead of telling people what's wrong, you can empower them with information. It's a team conversation, and SiteVantage provides the tools to help the team see the big picture so they are inspired to commit to change.

The platform helps the whole team contribute to improvements, Smith said. "It helps inspire people to speak when maybe before they were silent. Now they can see in the data that truck staging time is longer than it should be, and they can offer a fix to save 15 seconds on every pass. They have those conversations to help each other get better as a whole."

One example is especially illustrative. A site foreman with an experienced team was dumping on the primary pile with coarse

rock, going slower than normal. The average dump time was three minutes when it should have been 40 seconds. This boosted wait times, compared to using a dump-off pile instead of the primary, but the foreman had gotten out of the best practice of using both piles.

When the foreman was shown the numbers, he had the dawning awareness that not using both piles had a huge cumulative effect on the team. When the team saw the numbers, they knew they had to do something different. This created an easy outcome with an easy behavior change.

The information SiteVantage provides gives everyone power. Without seeing the numbers, equipment operators just do what they do without seeing the impact on productivity. Visualizing the data provides the opportunity for everyone to see opportunities, set goals, and figure out which method provides the best results.

Immediately and Over Time

By allowing him to evaluate data over the long term, SiteVantage gives Schrecongost a more accurate view of what's happening on site.

"If I am at a site with an operator, they know I am watching and when I am there, so they are trying to do the right thing all the time," he said. "This tool is constantly collecting data all the time. The operator will fall back into natural habits over time. I get more of a real data set because they are more relaxed and working like they normally would."

The platform works with the telematics equipment that is already on your fleet, with everything connecting through the cloud. All your data is aggregated into one place with customizable dashboards. Combining data streams from the most popular onboard and aftermarket telematics equipment for above-ground mining, waste management, civil construction, and utility contractor jobsites, SiteVantage's predictive analytics helps create new information to facilitate decision-making for your business.

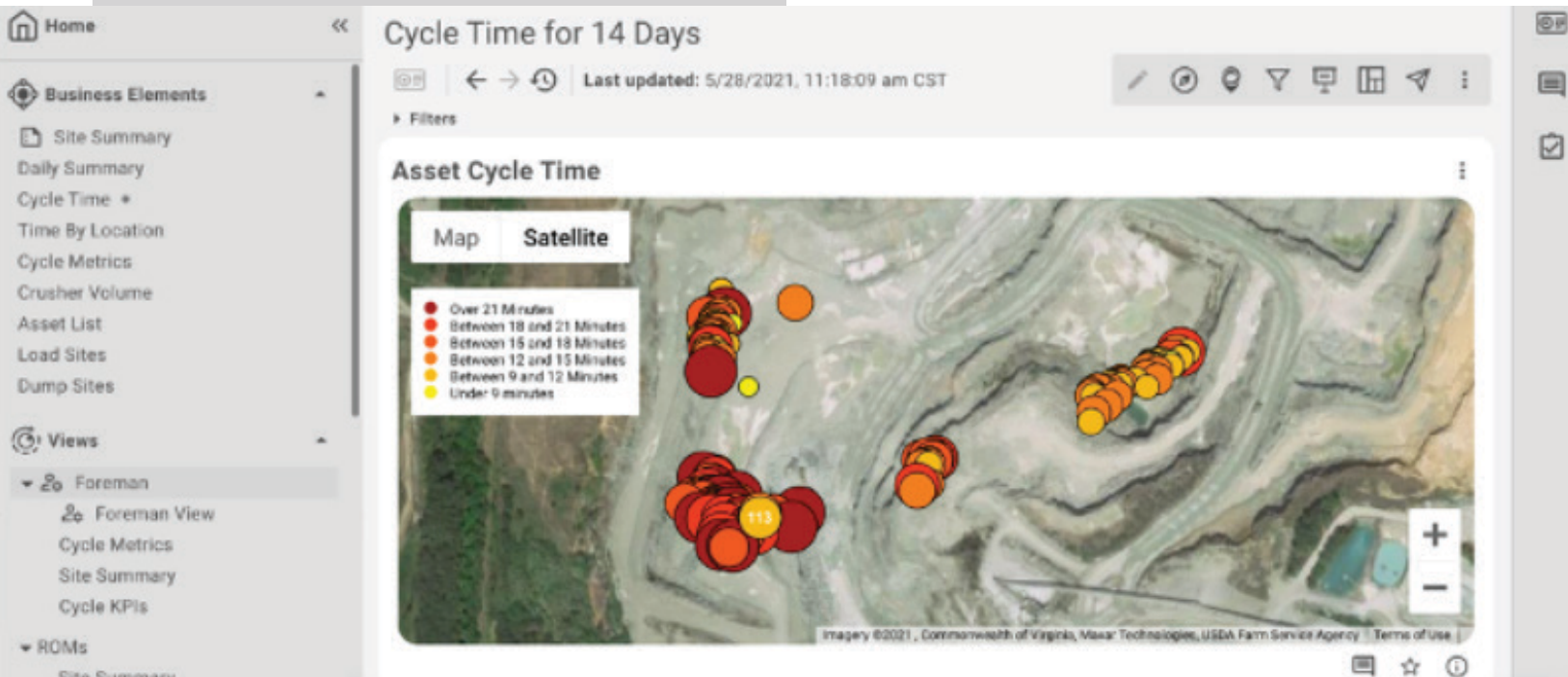
"Being machine-agnostic is key.

This platform has been designed to embrace the fleet we own."



Bryan Smith

Luck Stone Mine Development & Blasting Manager



What SiteVantage Does

Collect & Aggregate

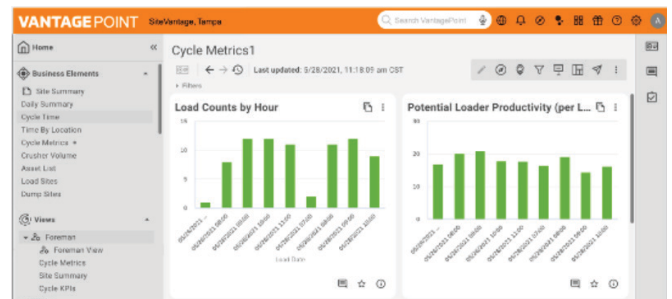
Build connections to all your job site and asset data feeds

Analyze & Expand

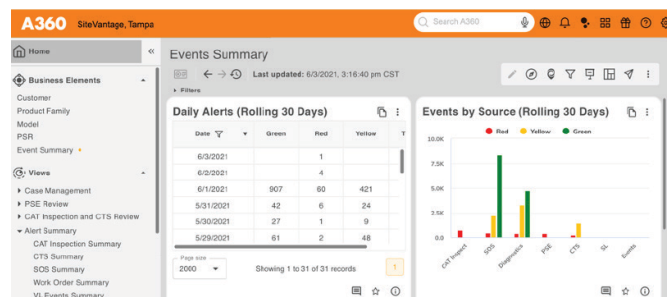
Combine related data points and generate key connections

Simplify & Deliver

Funnel all data and findings into an actionable and customizable format



PSR	Overall	Score Per...	SOS	PSE	Diagnosis	Events	Inspect	CTS	BL	Asset Count
BATLIF, BRIAN	2,441.1	18,404	822,200	60,000	968,800	310,400	159,500	105,250	15,000	132
PEYTON, BRENT	1,120.2	6,830	438,450	49,500	361,900	111,900	6,500	114,500	37,500	192
JONES, STEVE	1,557.8	6,428	668,550	106,500	64,600	75,400	31,000	538,250	73,500	287
SISK, CHUCK	2,375.6	6,221	550,150	45,000	551,700	496,500	569,000	70,250	93,000	455
STALLARD, SAM	2,212.9	4,080	387,450	111,000	890,400	423,100	120,500	225,000	46,500	443
CAVANAUGH, GE...	1,059.0	4,382	220,300	28,500	378,100	186,100	79,500	116,000	49,500	245
YARRINGTON, BILL	511,250	4,117	18,550	0	228,400	158,300	26,500	33,000	46,500	123
CRITZER, CHR	9,431.3	2,176	660,900	18,000	420,600	481,900	657,500	18,400	97,400	499



This platform is universal; Taking data from any type of machine so sites that have different machines now gather the same information in the same place in the same way. SiteVantage makes it easy for you to take any and all equipment you have, put it in the system and get the same results.

Gone are the days of home-brewing complicated Excel spreadsheets and manually combining data – an approach that could easily require a full-time position just to perform analytics.

Scalable Platform for Fleets of Every Size

SiteVantage is a scalable platform, and is valuable for businesses with fleets of three to 10,000 machines spread across multiple sites, states, and operating companies. Data can be accessed remotely, visualized and customized to deliver the information that will help businesses increase production and improve operational efficiency, resulting in better cost per-ton for moving materials, less wear and tear on equipment and a clear competitive advantage.

“SiteVantage brings more to the table. Consulting with people that know the industry is a key benefit.”

“The SiteVantage team brings lots of good ideas,” said Schrecongost. “I’m excited to hear what ideas they have and what they can do for us that we haven’t thought of yet. SiteVantage brings more to the table. Consulting with people that know the industry is a key benefit.”

The SiteVantage team has more than 100 years of combined experience in finding telematics software solutions for mixed fleets of heavy equipment.

sitevantage.io



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