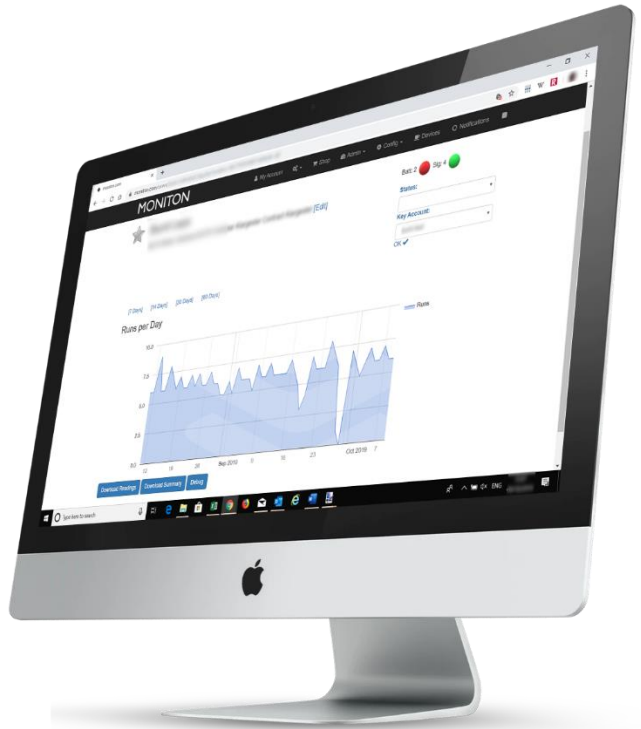


# MONITON

Explain the past

Know the present

Predict the future



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*The complete machine monitoring experience, from set-up through to seeing real, tangible benefits has never been so **accessible, simple and economical**. Moniton is rewriting the rules!*

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# MONITON SYSTEM

Simple to browse either  
a single unit or many  
hundreds

Take notes and  
collaborate from within  
the system

Auto-set notification  
thresholds

Group, label and  
favourite units

No configuration  
required

Intuitive chart  
visualisation

Download details for  
further analysis



Telemetry, otherwise known as remote asset monitoring, traditionally is a complicated and experience. Moniton creates a straightforward process to bring the vast benefits of improved efficiencies and predicative processes to entire categories of assets that were previously not practical to monitor, and to an audience that previously did not have access to the capabilities required.

# MONITON UNIT

Battery powered for  
up to 3 years



Just clip it on, ready  
out of the box

Monitors most AC  
electrical devices

Pre-configured SIM  
card included

## MONITON CLIENT PORTAL

Simple dashboard  
view

Grant access  
to third parties

Intuitive traffic  
light system

Custom  
branding



# MONITON EASE OF USE

Auto-set alert thresholds based on historical information



test@example.com

Save Email

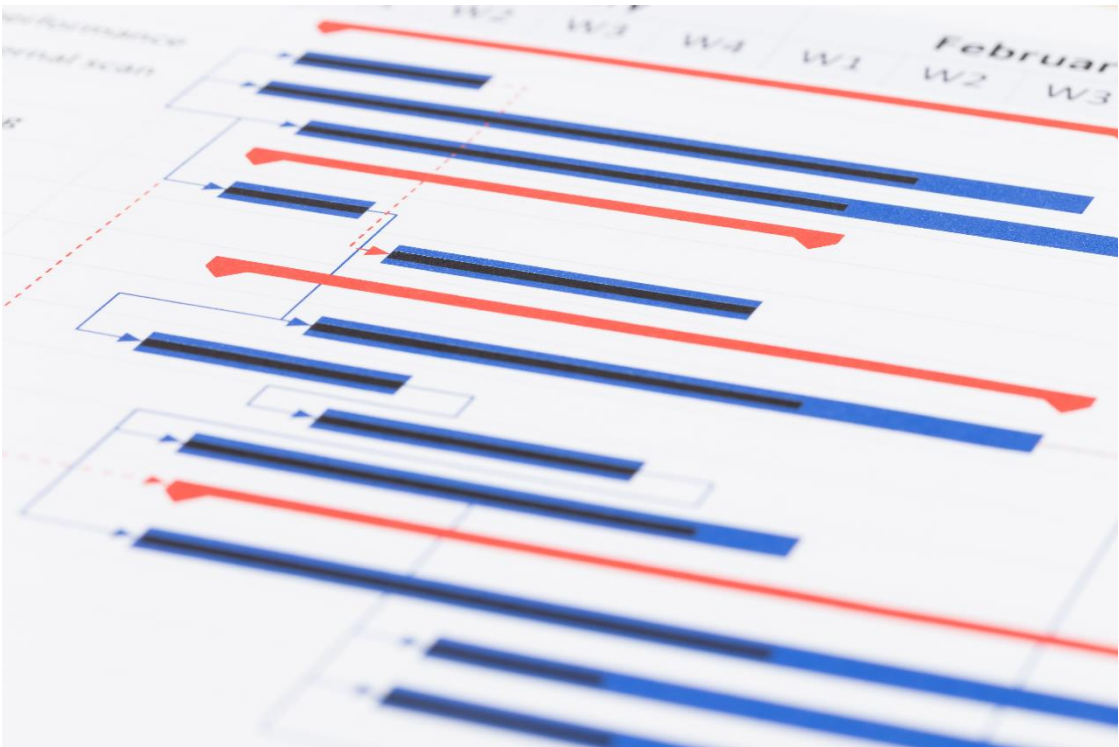
Set up, change and manage your own email alert routings

Notes			
Add	Note	Edit	Delete
2019-08-20 11:31:53	Unit 100 has signal report on. Since the unit will keep an eye on the...	/	/
2019-07-26 15:22:47	All Easy, just thought I want to let you know that over yesterday and today, pump has been in high pressure... ...and it's not a good thing. So, I want to let you know that over yesterday and today, pump has been in high pressure... ...and it's not a good thing. So, I want to let you know that over yesterday and today, pump has been in high pressure...	/	/
2019-07-15 09:25:06	Report that detector on engine 100. Report that detector on engine 100. Report that detector on engine 100. Report that detector on engine 100.	/	/
2019-07-11 13:28:27	Monitor and check are going this afternoon.	/	/
2019-07-11 13:27:42	All monitor check today that the unit is getting bigger.	/	/

Manage notes and files for each unit

Download Detailed or Summary information

	A	B	C	D	E	F
1	Timestamp	Signal	Battery	Length (s)	Amps	Peak Amp
2	15/10/2019 16:17	2	3	76	11.7	12
3	15/10/2019 13:27	2	3	68	8.1	8.2
4	15/10/2019 11:09	2	3	81	11.7	12
5	15/10/2019 09:09	2	3	68	8.3	8.4
6	15/10/2019 07:56	2	3	77	11.7	12
7	15/10/2019 07:13	2	3	67	8	8.6
8	15/10/2019 05:32	2	3	77	11.7	12
9	15/10/2019 03:47	2	3	81	8.1	8.2
10	15/10/2019 01:53	2	3	76	11.7	12
11	14/10/2019 23:31	2	3	91	8.2	8.4
12	14/10/2019 20:04	2	3	81	11.8	12
13	14/10/2019 18:20	2	3	85	8.1	11.4
14	14/10/2019 16:11	2	3	82	11.8	12
15	14/10/2019 08:07	2	3	81	8	8.1



Overwhelmed by the complexities of remote performance monitoring but understand the benefits that it can bring?

- Give us a call with what you are looking to achieve.
- Try out Moniton for yourself with our no-quibbles money back promise.
- Have the confidence that the Moniton team is to hand to help you through your project no matter how big or how small.

The moniton team are experienced working with a wide variety of clients, from blue-chip multinationals and large public sector organisations through to niche entrepreneurs building innovative business models from the ground up.

Simply call or email to find out how the team can help.

# MONITON TESTIMONIALS

“ It’s entirely changed the way we think about looking after our customers – *AP, Managing Director, Derbyshire* ”

“ I don’t think you could make it any more simple to get up and running – *JS, Business Owner, Oxfordshire* ”

“ Saved loads of money round the farm with this, what more could I ask for at that price – *C, Director, Herefordshire* ”

“ Completely changed my view on telemetry, it actually does the important bits well – *VL, Managing Director, Derbyshire* ”

“ I’ve been looking for this product for the last ten years – *SD, Business Owner, Devon* ”

“ “You’ll never get signal: the signal is weak, and the panel is in a metal kiosk.”.. “Oh wow.” - *MH, Operations manager.* ”

“ I love the traffic lights, nothing beats a good dashboard – *MC, Director, Kent* ”

# MONITON CASE STUDIES

## Predicted Pump Failure

### *Background:*

Twin pump station clearing ground water from a basement sump. Groundwater in the area is thick with orange, heavy sludge which settled in the tank and in the pipework, and over time causes blockages.

### *What took place:*

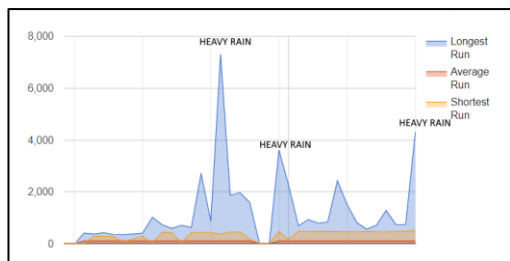
Pump runs started getting longer - using more electricity. When the pumps runs became excessive (reaching an electricity run-rate of around £2/day) we forecast a pump failure one month in advance, when the pumps would be running all the time!

Contacted the customer, were able to bring forward a scheduled annual service in order to catch the issue before an emergency arose. However, we were not given approval to make larger changes to clear the fixed pipework and reduce future build-up.

The engineer arrived on site, and found the pumps almost completely blocked with sludge. The pumps were cleared and put back in place, and subsequently pumped faster.

### *Benefits:*

The blocked pipes showed the flow rate is still not where it should be, almost a month to the day we had the expected emergency callout. Pipework was found to be blocked (as predicted) causing a pump failure!



## Treatment tank – groundwater ingress detected

### *Background:*

A multi-site end client on a long standing maintenance contract had laid out a cost-challenge to the supply chain. Bulk deployment and analysis of Moniton data identified win-win efficiency opportunities.

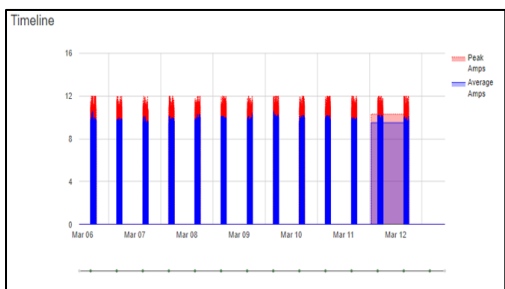
### *What took place:*

Equipment on one treatment site, under certain circumstances, was identified via Moniton outputs as being worth investigating further. Groundwater ingress was identified, resolved at date suitable for all parties, and then subsequent moniton data proved that the remedial work had been effective.

Automatic alerts were added to the rest of the sites on contract to spot this profile pattern moving forward.

### *Benefits:*

Annual energy usage and pump wear costs were slashed at the site, as well as preventing high call-out costs associated with unplanned emergency work that would have occurred had the issue continued unidentified, saving many thousands of pounds a year. The end user has the confidence that this will also be prevented on other sites in a cost effective proactive fashion.



# MONITON CASE STUDIES

## Sludge Return Pump on Biodisc Sewage Treatment Plant

### *Background:*

Customer is a large rural organisation and long-standing customer.

### *What took place:*

Email alert when run times per day hit Zero on client's pump.

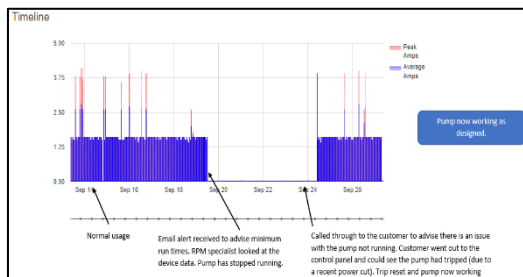
Called through to the customer to advise there is an issue with the pump not running.

Customer went out to the control panel and could see the pump had tripped (due to a recent power cut). Trip reset and pump now working well.

### *Benefits:*

Saved x2 man callout to site and tanker visit.

Regular occurrence across hundreds of sites allowing a step change in overall costs



## Pump Station - blocked pumps - energy savings

### *Background:*

Customer is a property management firm, and a long-standing customer. The site is a pump station serving a residential unit of X properties. Historically we have found occasional issues at site with ragging, though otherwise the unit has been kept in good working order.

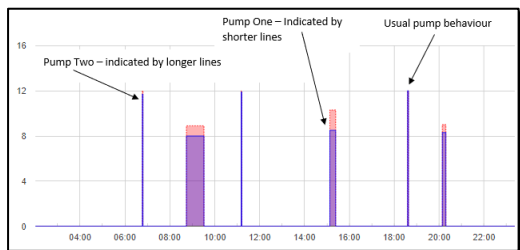
### *What took place:*

As a loyal customer, we provided a period of remote performance monitoring free of charge. Within 2 weeks of starting the trial, we spotted that, while normal high-level alarms and pump trips had not been triggered, one of the pumps had started running continuously, wasting a run-rate of £84 per week of electricity.

A bright orange, plastic broom handle was the culprit - a "first" for us! The pumps were isolated, lifted, serviced, and replaced - and the whole system left working as designed.

### *Benefits:*

As the next scheduled visit was [6 months later], we saved our customer £2,106, plus any wear and tear on the pump, and reduced the risk of flooding if the second pump had also blocked.



NOTIFICATION  
EMAILS DESIGNED  
TO MINIMISE  
NUISANCE ALERTS



# MONITON CASE STUDIES

## Sewage Treatment Equipment – warranty protection

### *Background:*

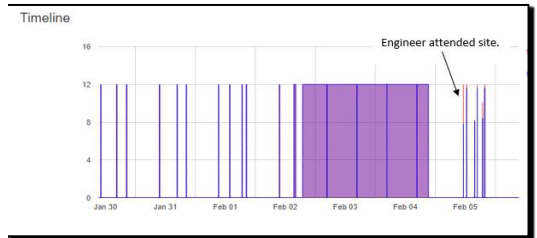
Customer is a supplier of capital equipment to the municipal water sector. Our client started installing Monitons on all new equipment alongside the contracted telemetry systems (that typically went into the client's mainframe). This was done in order to provide short term confirmation of the operation of the equipment while the main projects were under warranty.

### *What took place:*

On a project valued in excess of £100,000 one of the Monitons flagged up an alert and data over the months following an installation that indicated the unit was in all likelihood regularly running above its engineered capacity. This explained in an easy to understand fashion a number of issues their client was reporting, while keeping the ownership and responsibility for the issue clear for all parties.

### *Benefits:*

Moniton not only protected the vendor's position when it came to product warranty but also allowed all parties to swiftly arrive at constructive solutions to the project mis-specification issue and prevent it escalating into a crisis.



THE ECONOMICS  
AND SIMPLICITY OF  
MONITON MAKES  
UNPRECEDENTED  
APPLICATIONS VIABLE

## Macerator on screen Sewage Works:

### *Background:*

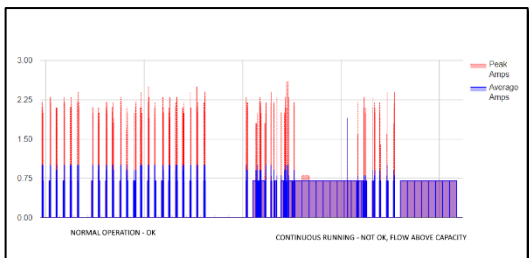
Large Sewage Treatment Works with x6 macerator pumps onsite.

### *What took place:*

Alert email received via remote performance device on customers account of maximum run time has been exceeded. Contacted customer to advise of this issue, they investigated internally onsite. Following investigation, the macerator control panel was found to have been reprogrammed (by others) thus causing excessive run times and lengths. This was set back to its original settings and checked the following day by RPM specialist, all running well.

### *Benefits:*

Saved customer £1000's per year through electricity savings alone, as well as excess spares / maintenance visits by avoiding excess wear on the pumps and motors.



# MONITON CASE STUDIES

## Waste disposal in NHS hospital:

### Background:

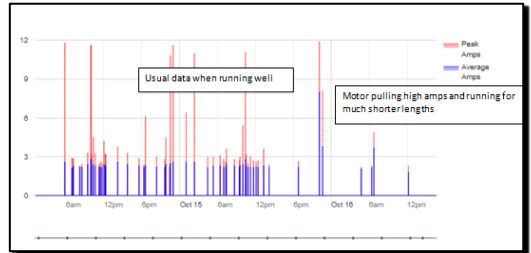
Long-standing NHS client with over 100 macerators across the site.

### What took place:

Smart monitoring devices installed. Email alert received to advise of high amps and short runs, indicates blockage. Called through to client to advise of potential issue. Estates team attended onsite and found canula top blocking the blade on the macerator.

### Benefits:

Customer onsite maintenance were unable to unblock the macerator onsite, saving a callout to the site. This type of event occurs hundreds of times per annum resulting in a significant overall cost efficiency improvement.



MONITON CAN  
REDEFINE THE  
PROPOSITION YOU  
OFFER YOUR CLIENTS

## Invertor running on, farming industry:

### Background:

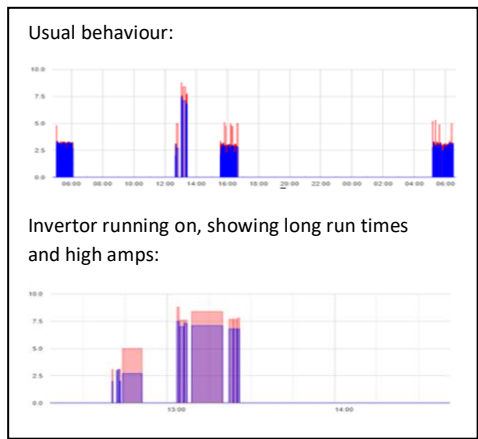
Mixed farm enterprise with 2300 acres. They have a 65 cow suckler herd and a flock of 1000 ewes in total. In addition, they milk 1000 goats.

### What took place:

Monitoring equipment installed across several electrical items on the farm, from sewage pumps to fans and wash water pumps for the cow milking parlour. Email alert received to advise that the wash water invertor pump in the parlour was showing much longer than usual runs. Site manager investigated further to find that there was a faulty air valve which meant during a plant wash was causing the pump to work harder. This meant that the parlour was not being washed sufficiently.

### Benefits:

Cost saving of new wash water pump given that it was working much harder, in addition to this £1000's worth of stock had this issue not been identified as quickly as it was as the parlour would not have been washed down sufficiently potentially ruining stock.



FITS SEAMLESSLY  
WITH YOUR DAILY  
WORKFLOWS

# MONITON CASE STUDIES

## Machine manufacturer – Business model enhancement

### *Background:*

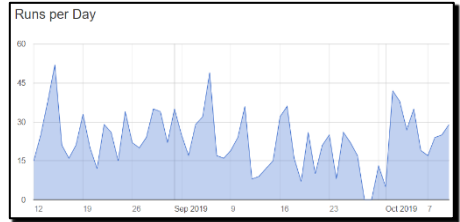
Customer is a waste disposal machine manufacturer. Traditionally they have issued an extended warranty with their product based on time, for example 3 years, regardless of the usage level.

### *What took place:*

The business used Moniton to sample actual machine usage across a range of their customers and then found a 'fair usage' run level that they were happy to support of 10,000 cycles per annum that would cover 95% of their clients applications and exclude the most problematic ones. The proposition made sense both internally and externally with it being likened to a car servicing 'annual or every 10,000 miles' concept and was rolled out with minimal investment requirement.

### *Benefits:*

A win-win for the manufacturer and their clients, with an additional USP that improved sales on the one hand, and a better customer experience through greater awareness of which units were being used above average levels.



## Regional maintenance company – Business model enhancement

### *Background:*

Customer is a servicing company. Often clients specify telemetry historically giving rise to onerous contracts and over complicated solutions.

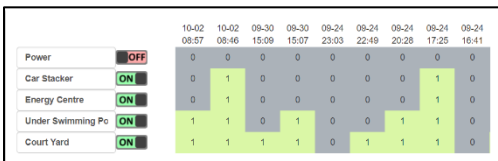
### *What took place:*

The business tried Moniton to generate simple notifications when certain parameters were hit, typically power disruption on a few core appliances per site. The units were pre-configured and installed by the company's team without any of the complexity that had put them off telemetry in the past. Often enough, following a simple email alert, they found that the power failure could be remedied by asking the client to re-set a trip switch themselves, removing the need for a trip.

### *Benefits:*

The servicing company now bids for work that includes telemetry with confidence and also proposes it to clients as an up-sell. Knowing that while there are constraints, Moniton will deliver the key benefits they need it to and realise the savings that further improve their commercial proposition.

## NO RISK FIRST STEPS INTO TELEMETRY



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