



# CASE: KP-Servicepartner

## EMERGING INDUSTRIAL MAINTENANCE SERVICE COMPANY DEVELOPS COMPETITIVE ADVANTAGE WITH REMOTE ASSET MONITORING

*KP-Servicepartner are a growth oriented family business providing industrial maintenance and machining services. They have decided to build their competitive advantage on IoT driven new services.*



### THE CHALLENGE

Find space and competitive advantage in a crowded market with large (inter)national service providers.



### THE SOLUTION

Develop remote asset monitoring to support individualised service and real productivity gains with minimum cost effect.



### THE RESULTS

Correctly measured and timely services to clients. Winning more and larger clients with superior service and lower cost.



## TESTIMONIAL

*"In a crowded competitive space, we need to innovate new ways to create customer value. In the IoT driven services, ionSign has been an invaluable partner. Their products and expertise has expedited our product launches considerably."* AKI VUORINEN

DEVELOPMENT MANAGER, KP-SERVICEPARTNER OY

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# KP-SERVICEPARTNER'S **APOLLO** ASSET MONITORING IS THE HEART OF THE IOT DRIVEN SERVICES. IONSIGN'S **GLUON** DATA ACQUISITION IS THE BLOOD CIRCULATION.

*KP-Servicepartner serve large industrial sites, using a lot of energy, utilities, and machinery. Optimising usage of energy and utilities and maximising productivity are the maintenance provider's key success criteria.*

*KP-Servicepartner decided to tackle the competition by knowing exactly what has to be done, where, and when.*



## HOW WAS IT DONE?



Energy and utility monitoring was the original approach of **Apollo** asset monitoring. Manual reading walks were replaced by more frequent and exact remote reading.

That already created savings but more was up for grabs when data was used for optimising machine-to-machine productivity, work shift differences, and actual product cost structures in varying process situations.

Industrial utilities are many: drinking, process, and waste waters, electricity, compressed air, steam, hot water, gases, and more. As consumed amounts are big, even modest savings build up to a great deal of money.

Cranes are everywhere in the industry. Though sturdy, they require regular maintenance. A failing crane easily causes major interruptions to operations of any kind.

To reduce both the risk of failing and maintenance cost, KP-Servicepartner now schedules crane maintenance based on usage rather than calendar. Data from the crane motor(s), frame movement, and emergency stop usage, make it feasible.

Besides maintaining cranes, KP-Servicepartner also delivers remotely monitored ABUS industrial cranes in Finland.



## IONSIGN GLUON GMU391 SENSOR DATA GATEWAY

- 10 analog and 8 digital inputs. Modbus Master & Slave, RS485
- Buffer of 13 000 measurements, 135 days with 15 min interval
- Simple setup with RJ-45 connection and browser interface
- Autonomous recovery from power and transfer network failures
- LAN data transfer (3G cellular and Modbus options available)

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