



INCREASE AFTER-SALES REVENUE WITH THE INDUSTRIAL INTERNET

As equipment becomes commoditized, original equipment manufacturers (OEMs) are focusing on delivering superior customer support as a point of differentiation. That includes helping their customers increase equipment uptime and improve productivity.

See how APM Health, featuring Intel technology, is helping OEMs understand the health and reliability of their equipment to improve their after-sales experience.



1

BENEFIT

MINIMIZE UNSCHEDULED DOWNTIME

Predicting when equipment failure might occur and preventing it improves throughput for the manufacturer.

This level of proactive maintenance allows OEMs to build a strong relationship with their customers and improve customer satisfaction.

1HR of downtime can cost up to **\$250k** in production losses

PREDICTING EQUIPMENT FAILURE CAN RESULT IN:



2

BENEFIT

REDUCE AFTER-SALES SERVICE COSTS

Service technician staffing and spares inventory for unexpected downtime can be extremely costly. Leveraging condition-based and predictive techniques to detect issues before they fail enables leaner staffing and lower spare parts inventories—reducing maintenance costs.

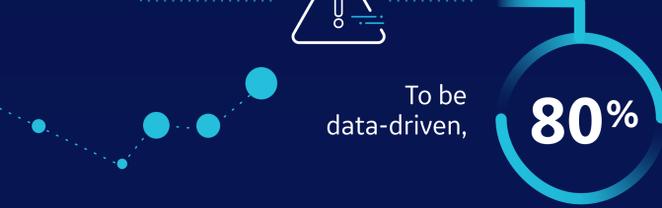


3

BENEFIT

IMPROVE EQUIPMENT RELIABILITY AND YIELD

Along with the downtime of critical production equipment, it's also important to consider how degraded performance from supporting equipment can significantly impact quality and yield. With IIoT, OEMs can detect and diagnose when equipment degradation is beginning—preventing downtime and improving yield.



of the effort is in gathering and normalizing the data.



4

BENEFIT

DELIVER PRODUCT-AS-A-SERVICE

Equipment manufacturers and their customers are looking for Product-as-a-Service business models in order to keep production running. These models often include high service level agreements (SLAs) and require new and better approaches to ensure uptime while managing costs.

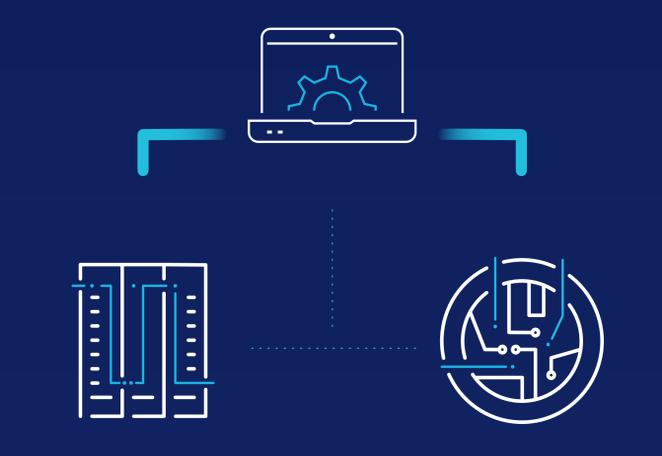


5

BENEFIT

MANAGE SECURITY

Security remains a top priority within the manufacturing plant. APM Health is built with a high degree of security to protect all OT and IT data and intellectual property risks.



Together, **GE Digital** and **Intel** are enabling OEMs to turn real-time equipment data into actionable insights. Visit our APM Health webpage to learn how you can unlock these benefits and more.

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