

Fluidmatix Results *(as of March 2020 – pilots launched ~03/19)*



Hay Bale w/ Power Compression

Equipment cost: ~\$1.5M
Annual Maintenance cost: ~\$150K

- Generally require oil changes Quarterly.
- Machine holds ~2K gallons of oil.
- Hydraulic oil costs ~\$6 gal.
- Annual oil costs are ~\$48K/yr.

ROCS enabled no unplanned down time and oil was changed only once in a year

- ~\$36K (oil) +
- ~\$13K (new parts and equipment) =
- ~\$50K *annual*.

Machine Details

Implementation Summary

Benefits Realized



Hitachi EX560

Estimated cost: ~\$5M+
Annual Maintenance cost: ~\$500K

- Generally requires oil changes Quarterly.
- Machine holds ~4K gallons of oil.
- Hydraulic oil costs ~\$6 gal.
- Annual oil costs are ~\$96K/yr.

ROCS, and filtration maintenance and insight, enabled only one oil change in a year.

- ~\$72K (oil) +
- ~\$50K (new parts and equipment) =
- ~\$125K *annual*.



Water Jet Cutter

Estimated Cost: ~\$1.5M
Annual Maintenance cost: ~\$150K

- Life expectancy is ~2-3K hours of use before machine failure (generally due to particle contamination causing machine failure).

ROCS implemented on asset enabled ~4-6K hours of use before material issues.

- Clean oil and proper monitoring doubled the asset life
- ~\$150K *annual*.