

PACECO ESPAÑA

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The Challenge

PACECO's product portfolio focuses on RTG cranes (Transtainer) and STS (Portainer) deployed in different ports around the world. This machinery operates 24 hours a day in all types of environments, including hazardous conditions and locations with strict operating SLAs. Because of this, PACECO needed to remotely monitor and manage the cranes to enable proactive asset maintenance capability to anticipate potential issues that may arise before the end user is even aware of it. At the same time, the company wanted to take advantage of new business opportunities made possible through the collection of real-time information.

The Solution

The solution was based on the development of a specific software adapter in the cranes

which communicates with the internal processing unit to acquire all the required information. This agent transmits only relevant information and also acts as a gateway for operations. Integration with the control applications was done using standard mechanisms. The most complex development was to define a data model which would adapt to all kinds of machinery, both new and upcoming, while meeting the application requirements for analysis and visualization. The **Amplia Solutions OpenGate cloud-based IoT platform** was implemented. Its console provides all device management information which helps manage the installed customer base.

The Results

- Better service provided to customers due to near-real time machine information.
- Reduction in operative costs due to the information proactively obtained from the cranes.
- Reduction and settlement of maintenance costs based on information on how the cranes were used during working periods.
- Increased upsell revenues and profits from the sale of newly acquired analytic information and consulting services.

Vendor Partner



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