

# **SHOW ME THE MONEY**

## ***How Information Solutions Drive Savings***

Sponsored by:

***EnerSys***

*Power/Full Solutions*

Presented by:

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**Director**

**Information Solutions**



**MHI**

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# LOOKING CLOSER



# \$\$ Saving **MILLIONS** \$\$

- Reduced battery inventory
- Less frequent battery changes
  - Increased battery life
  - Faster battery changes
- Right-sized battery pools
- Predictable budgeting
- Implementing new technologies





# Working But Not Optimized



# Operation Types Have Different Needs

## Description

## Management Requirements

**Battery Changing**

Multiple Shifts  
Multiple Batteries/Truck  
Battery Changing

Battery Life  
Truck Size  
Battery Selection  
Timing Battery Change

**Fast/Opportunity Charge**

Multiple Shifts  
One Battery/Truck  
Fast Charging  
Opportunity Charging

Battery Life  
Operators Changing Right  
Equalize Weekly  
Usage Within Specification

**Single Battery**

Single Shift  
One Battery/Truck  
Conventional Charging  
During Shut Down

Battery Life  
Battery Health

**One Size Fits All  
= Lack of critical information**



# Information Driving Savings

**Battery  
Changing**

**Do We Have Too Many Batteries or Too Few Batteries?**

**Are My Operators Selecting Batteries Properly?**

**Are My Batteries Delivering Enough Power?**

**Do My Operators Change Batteries At The Right Time?**

**15 – 30% HIGHER TOTAL COST OF OPERATIONS**

# Information Driving Savings

## Battery Changing

- 1. E
- 2. E
- 3. F



n  
process



# Information Driving Savings

# Battery Changing



## Battery Selection and Fleet Size Report

# Information Driving Savings

## Battery Changing

### Battery Process and Performance Report

**SHOW ME THE MONEY:**  
**40 Battery Fleet Saving \$48,000**

**Summarize Operator Performance**

**Summarize Maintenance Performance**

# **BATTERY CHANGING INFORMATION PROGRAM**

**Reduced Battery Costs  
Higher Productivity  
Accurate and Predictable Purchasing**



# Operation Types Have Different Needs

## Battery Changing

### Description

Multiple Shifts  
Multiple Batteries/Truck  
Battery Changing

### Management Requirements

Battery Life  
Pool Size  
Battery Selection  
Timing Battery Change

## Fast/Opportunity Charge

Multiple Shifts  
One Battery/Truck  
Fast Charging  
Opportunity Charging

Battery Life  
Operators Charging Right  
Equalize Weekly  
Usage Within Specification

## Single Battery

Single Shift  
One Battery/Truck  
Conventional Charging  
During Shut Down

Battery Life  
Battery Health

# Information Driving Savings

# Fast/Oppy Charge



# Information Driving Savings

**Fast/Oppy  
Charge**

- ✓ Batteries Equalized Weekly
- ✓ Batteries Not Over-Discharged
- ✓ Properly Watering Batteries
- ✓ Missed Charge Time?
- ✓ Increasing Utilization?





# Information Driving Savings

# Fast/Oppy Charge

Summarize Equalization Performance

**SHOW ME THE MONEY:**  
Save \$2,000+ in battery life and hours of truck downtime

Summarize Charging Performance

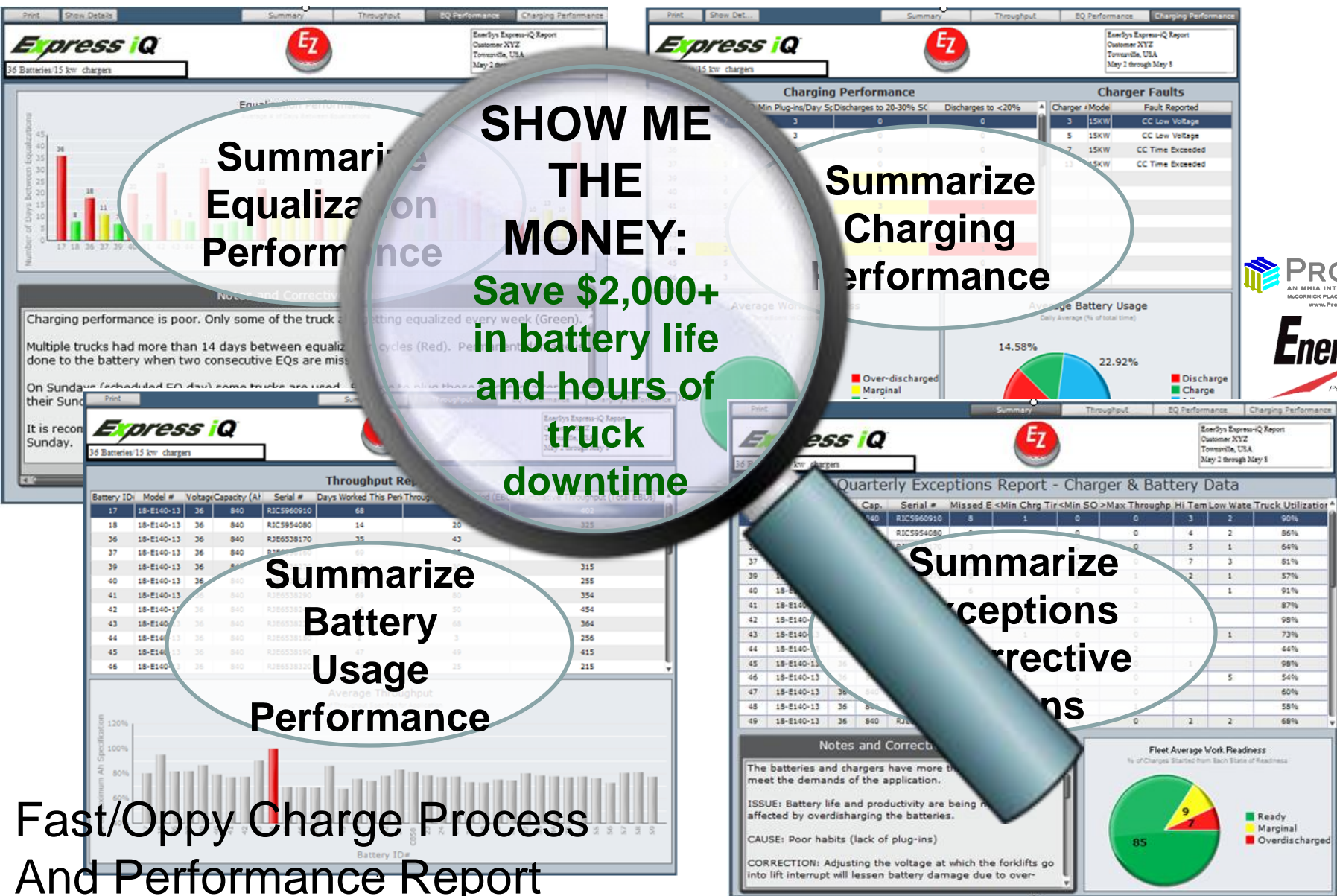
Summarize Battery Usage Performance

Summarize Exceptions & Corrective Actions

## Fast/Oppy Charge Process And Performance Report

**PROMAT**  
AN MIMA INTERNATIONAL EXPO  
MCCORMICK PLACE CHICAGO JAN 21-24  
www.ProMatShow.com

**EnerSys**  
Power/Full Solutions



# **FAST/OPPORTUNITY CHARGE**

**Proper Specification  
Program Execution  
Anticipating Growth**

# Information Driving Savings

## Single Battery

- ✓ Batteries Lasting All Shift
- ✓ Batteries Equalized Weekly
- ✓ Properly Watering Batteries
- ✓ Good Cell Health





# Operation Types Have Different Needs

## Description

## Management Requirements

### Battery Changing

Multiple Shifts  
Multiple Batteries/Truck  
Battery Changing

Battery Life  
Pool Size  
Battery Selection  
Timing Battery Change

### Fast/Oppy Charge

Multiple Shifts  
One Battery/Truck  
Fast Charging  
Opportunity Charging

Battery Life  
Operators Charging Right  
Equalize Weekly  
Usage Within Specifications

### Single Battery

Single Shift  
One Battery/Truck  
Conventional Charging  
During Shut Down

Battery Life  
Battery Health

# Information Driving Savings

**Single  
Battery**

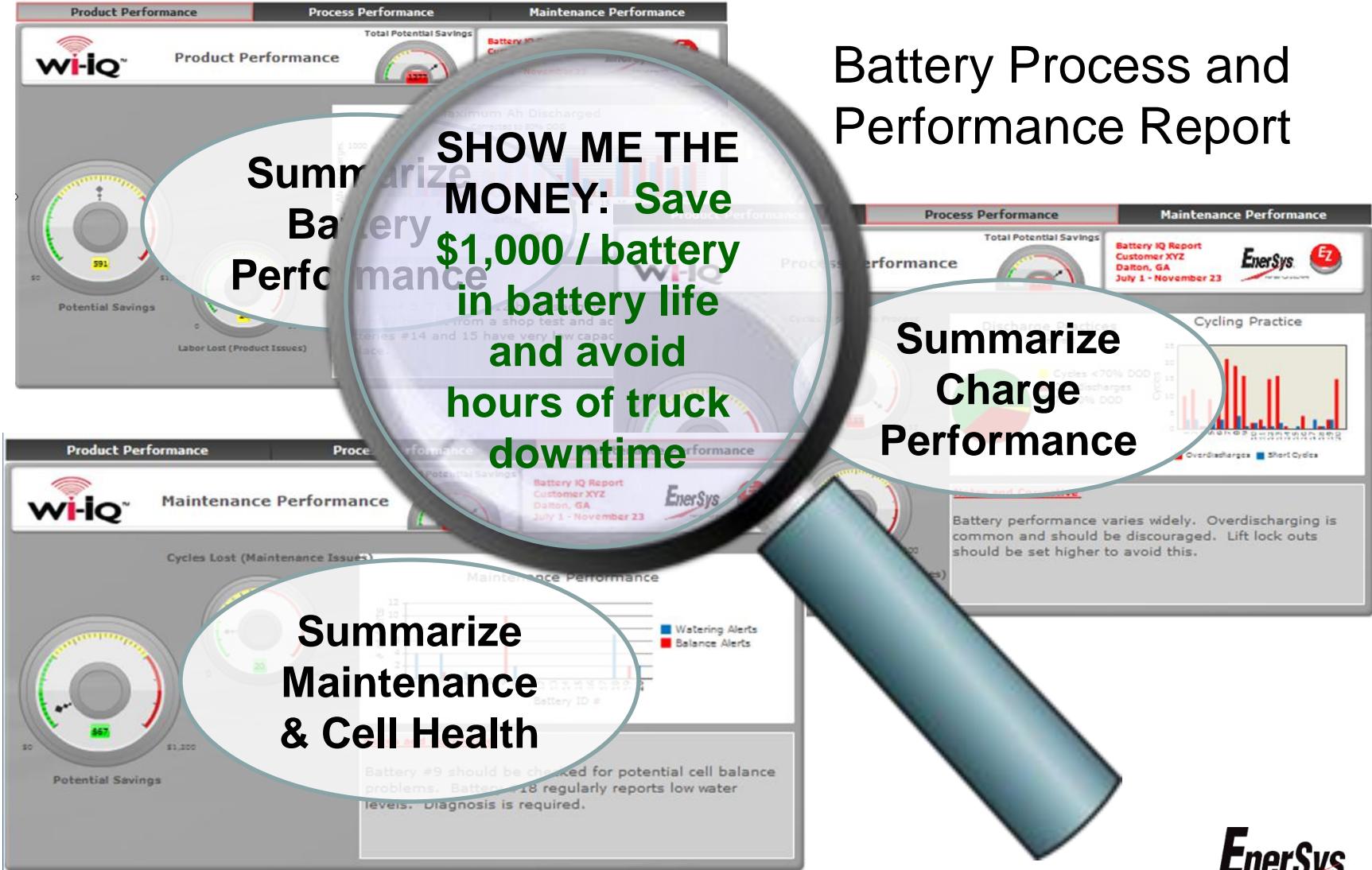
Battery Process and  
Performance Report

Summarize  
Battery  
Performance

**SHOW ME THE  
MONEY: Save  
\$1,000 / battery  
in battery life  
and avoid  
hours of truck  
downtime**

Summarize  
Charge  
Performance

Summarize  
Maintenance  
& Cell Health



# SHOW ME THE MONEY

**Battery  
Changing**



**MILLIONS  
ARE  
SAVED  
ANNUALLY**

**Fast/Copy  
Charge**

**Single  
Battery**

***For More Information:***

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