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Managing Lift Truck Power – Say No to Data, Say Yes to A.I.

Sponsored by:

EnerSys
Power/Full Solutions

Presented by:

Lynda Stephens

Joe Roberts

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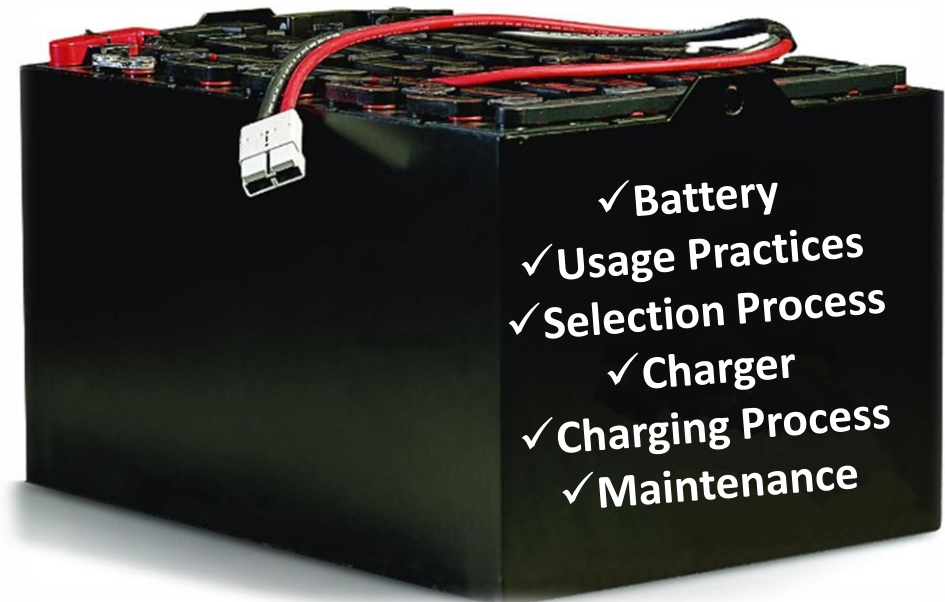
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Your lift truck Power program affects:

- Operations cost

- Productivity

- Safety

✓Battery
✓Usage Practices
✓Selection Process
✓Charger
✓Charging Process
✓Maintenance

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ARE YOU BEING ROBBED???

9 out of 10

lift truck power programs

are only **50-60%** efficient!*

Intelligence…NOT DATA recaptures efficiency

*2014 ENS audit of all I.S. customers

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An **Intelligence** Program = Efficiency = **Profit**

- Montgomery, NY   **$1,418,498**
- Leola, PA   **$936,747**
- Pottsville, PA   **$487,408**
- Atlanta, GA   **$396,394**
- Ontario, CA   **$269,609**
- Salem, VA   **$262,650**
- Durham, NC   **$210,348**
- Sioux City, IA   **$201,074**
- And the list goes on…

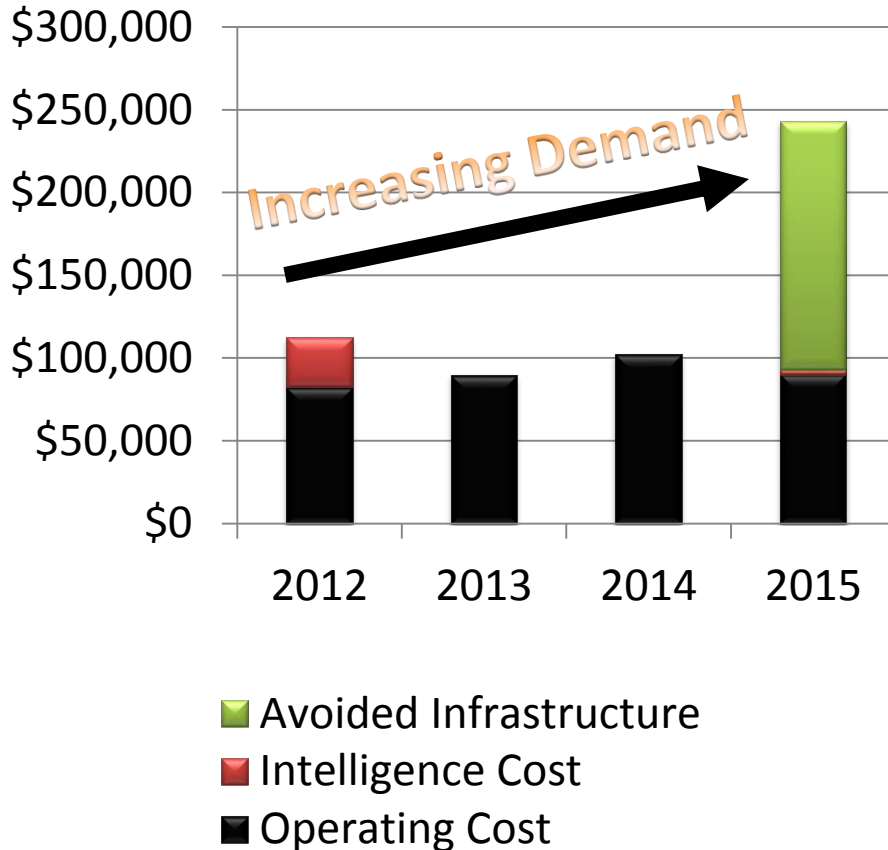*Over $4 million saved Just 8 locations*

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Intelligence Saved Over $200k and Reduced Annual Costs

Challenge: Need more equipment due to growth

Data Program (2012)
- DIY analysis
- Assumed $200k spend for expansion

Intelligence Program (2014)
- Expert analysis
- Team engineered solution avoided $200k spend

Legend:
- Avoided Infrastructure
- Intelligence Cost
- Operating Cost

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Comparing Your Options

DATA PROGRAM *VS.*
INTELLIGENCE PROGRAM

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Hitting the Target: PROFIT

POTENTIAL

RESULTS

SUSTAINABILITY

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Definition of a Data Program

Stand *Alone*

- Devices and canned reports

- Analyst/Report writer

- Designated "enforcer"

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Data Delivers **Numbers**

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The Pitfalls of Data Programs

POTENTIAL

MISSED ISSUES
Steep learning curve
Lacks integrated analysis

RESULTS

MISSED OPPORTUNITIES
Weak action plan
Lack of support

SUSTAINABILITY

NO or LOW ROI
Gym membership syndrome
Backsliding into old habits

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Definition of an Intelligence Program

Stand *Together*

- Devices and analysis by
   battery operations expert

- No DIY required

- Custom reports

- Team action plan

- Benchmarking

Intelligence Delivers, Executes and Measures a Plan

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An **Intelligence** Program Overcomes Data Pitfalls

POTENTIAL

Maximum Issue Recognition
Comprehensive expert analysis
Correlates products, people, processes

RESULTS

MAXIMUM GAINS
Customized action plan
Execution team

SUSTAINABILITY

MAXIMUM ROI
Consistent, continuous program
Delivered to you

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Evaluating Programs

QUESTIONS TO DETERMINE DATA OR INTELLIGENCE

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Driving **PROFIT**

- **POTENTIAL**
- **RESULTS**
- **SUSTAINABILITY**

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POTENTIAL

- Does this capture **ALL** of my inefficiency?

- **Expert Analysis** or Canned Reports?

- Does this report **Root Causes** or just Exceptions?

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RESULTS

- How does this solution **Assure** actions and results?

- Does this solution provide an **Action Plan** for every member of my team?

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SUSTAINABILITY

- Are the reports **pushed** to me?

- What is the process for showing continued **improvement**?

- What is the **return** on my **investment**?

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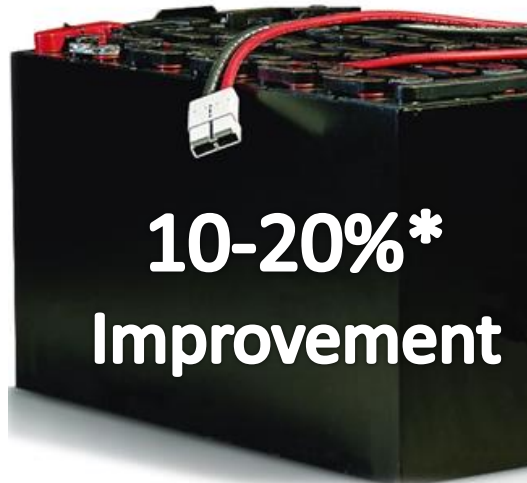March 23-26, 2015
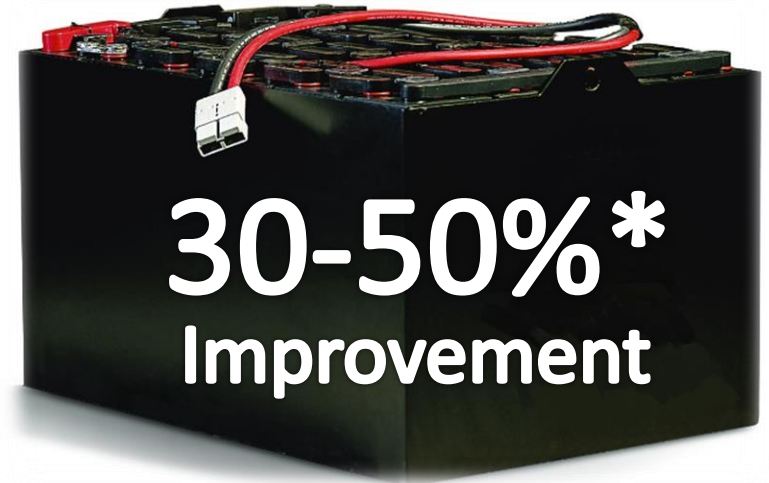promatshow.com
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Remember what is at stake: Profit

Typical Application

Data Solutions

Intelligence Programs

50-60% Efficient

10-20%* Improvement

30-50%* Improvement

*Estimated: Results vary greatly depending on the application and the Information Program

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