

ENABLING INDUSTRY 4.0

SUCCESS STORIES

ROTHENBERGER SECURE AN UNPLANNED €4M PURCHASE ORDER



"The enhanced visibility and productivity enabled by the 3d Signals digitalization solution allowed us to proceed with an unplanned €4M PO during Q4/2020, which would not have been possible otherwise."

Thomas Bamberger, Director Global Operations



The ROTHENBERGER Group is a world leading manufacturer of pipe tool and pipe machining tool, offering end-to-end solutions for pipe installation, associated services and maintenance work. The ROTHENBERGER Group unites 65 companies.

As they transitioned to the industry 4.0 era and as part of their forward thinking approach, the ROTHENBERGER Group was in search of a solution that would enable real time visibility and full transparency in the production floors. The 3d Signals Asset Performance Monitoring (APM) solution was chosen and implemented on selected crucial machines.

With 3d Signals, ROTHENBERGER was able to accurately identify significant productivity gaps. They were analyzed, addressed and resolved through data-driven decision making.

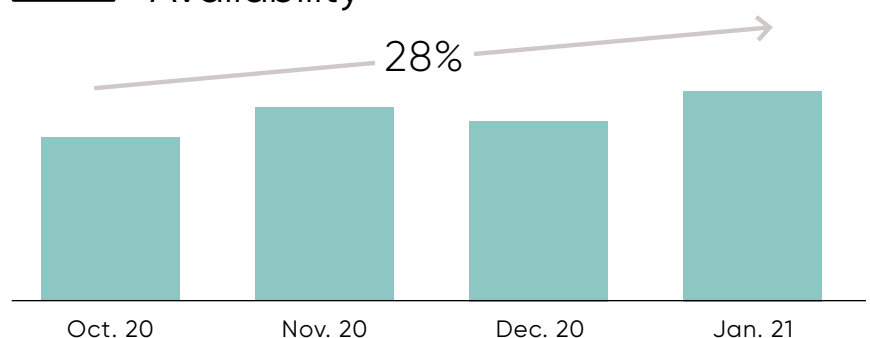


+€4M
PO Secured



+28% Machine
Availability

ROTHENBERGER Group was able to secure an unplanned €4M PO during Q4/2020 due to the increased capacity that followed digitalization.



ECKART HYDRAULIK INCREASE MACHINE AVAILABILITY WITHIN 30%



"Our initial goal was to collect two to three months of data and then evaluate the whole project. We were surprised to see an almost across-the-board reduction in downtime and increased productivity, even before we had implemented any measures."

Markus Eckart, Managing Director



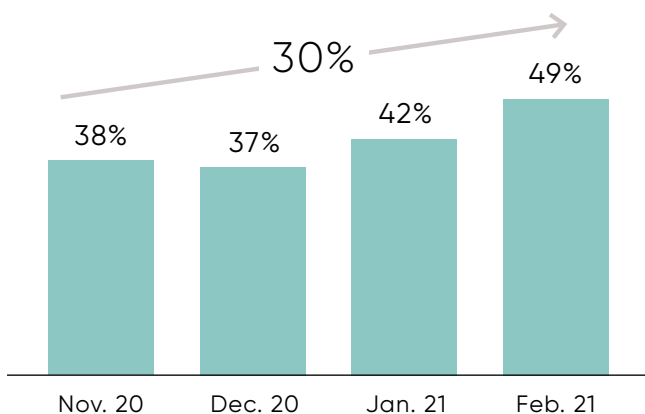
Eckart Hydraulik is a family-owned company based in Schlüchtern, Germany. The company's expertise lies in the field of innovative fluid technology solutions, particularly, hydraulic rotary motors and rotary drives.

The company continuously strives to position itself efficient and as cost effective as possible when it comes to its production efforts. Eckart's management keeps a close eye on market trends and closely follows IT developments with a focus on production. Which is why 3d Signals was such a natural fit.



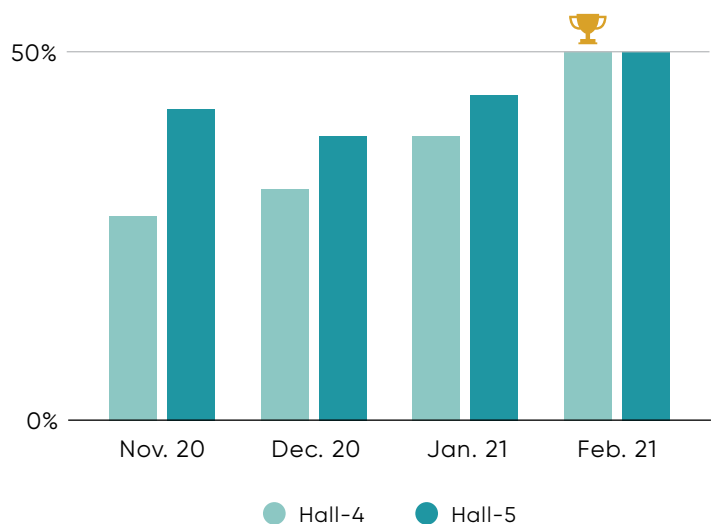
+30% Machine Availability

Eckart hydraulics increased productivity by 30% within 4 months of installation. Productivity increased, across all weekdays, shifts, and production areas. This increase is attributed to the visualization of data and the attention of machine operators and managers to the insights provided by 3d Signals.



All-Time High of 48%-49% Availability

Eckart hydraulics was able to eliminate the large discrepancies in availability between the two production areas gaining an all-time high of 48%-49% availability.



SAMSON AG REDUCE €700K/YEAR MANPOWER COST



"We share the comprehensive reports generated from the data on a daily basis with our shop floor staff, creating new transparency, trust and continuous operational improvement."



Dr. Andreas Widl, CEO

Headquartered in Frankfurt, Germany, SAMSON AG is a global manufacturer of control valves, regulators and accessories for process control. SAMSON AG has over 4,000 employees and more than €600M annual revenues. The company examined several APM solutions with the goal of improving productivity and resolving bottlenecks in operations. They chose 3d Signals and achieved outstanding results.



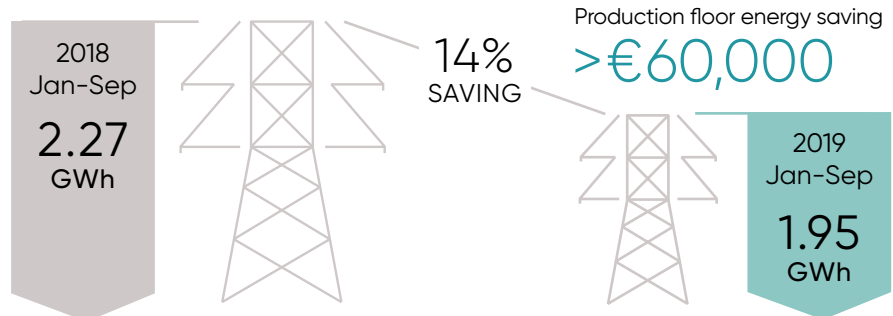
€700K/Year Manpower Cost Reduction

Real-time monitoring enabled SAMSON AG to improve the efficiency of the morning and afternoon shifts, so that the night shift, carried on by temporary, less experienced, and more expensive employees has been eliminated.



14% Energy Cost Reduction

SAMSON AG was able to reduce energy consumption due to the prevention of machine idle periods. Machines are either operating and manufacturing parts, or are turned off.



HENLE BAUMASCHINENTECHNIK INCREASE PRODUCTIVITY BY CLASSIFYING IDLES



Gerhard Henle,
CEO



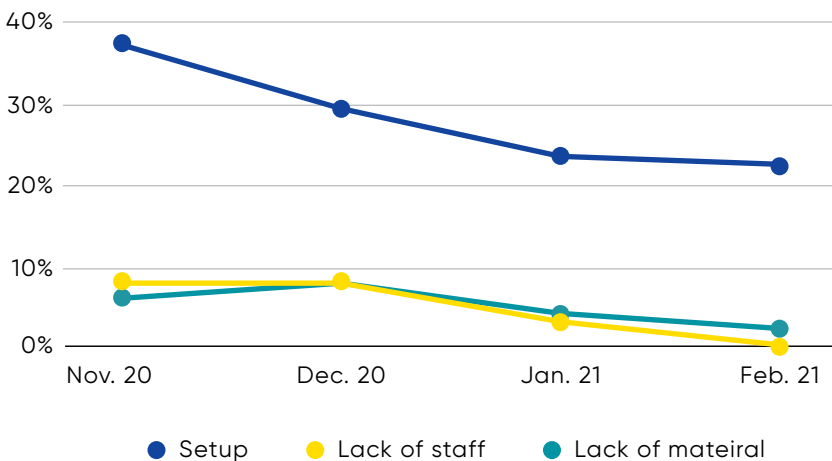
Located in Rammingen, southern Germany, HENLE Baumaschinentechnik GmbH is a medium-sized, family-owned company. It has been designing and producing components for construction machinery since 1981. HENLE unites innovation and tradition while aiming for in-house production.

Like many industrial factories, HENLE needed to meet increasing demand. They were looking for a digitalization solution that would enable them to constantly increase efficiency and productivity, while optimizing for potential improvements in their production in Rammingen. The 3d Signals APM solution was chosen and installed on all production machines.

Within 4 months of installation, HENLE gained higher visibility into their production floor:

Increase Productivity by Classifying Idles

HENLE significantly reduced manufacturing bottlenecks by classifying the non-value-added idle times:



Setup time reduced by **41%**

Lack of materials reduced by **67%**

Lack of staff reduced by **100%**
down to **0**

The result: **10% productivity increase**, with no heavy investment

ABOUT US

Founded **October 2015**

\$28M Raised to date

3 awarded / pending patents

Our investors:



Top 100 Europe
Award winner



2020 Technology
Pioneers



Members of the
Open Industry 4.0 Alliance

