



IoT based Remote Monitoring

# KloudRMS

Monitor equipment in real-time to



INCREASE MACHINE EFFICIENCY



REDUCE WARRANTY COST



INCREASE SERVICE REVENUE

TRANSFORMING SERVICES WITH IoT

# Service as a competitive differentiator

Manufacturing companies need to redirect their focus on innovation, customer centricity and services to remain competitive. After sales service has become a key factor in winning customers. Service models have also evolved from a “Reactive” to “Preventive” to an “Engagement” experience.



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## Internet of Things Technology

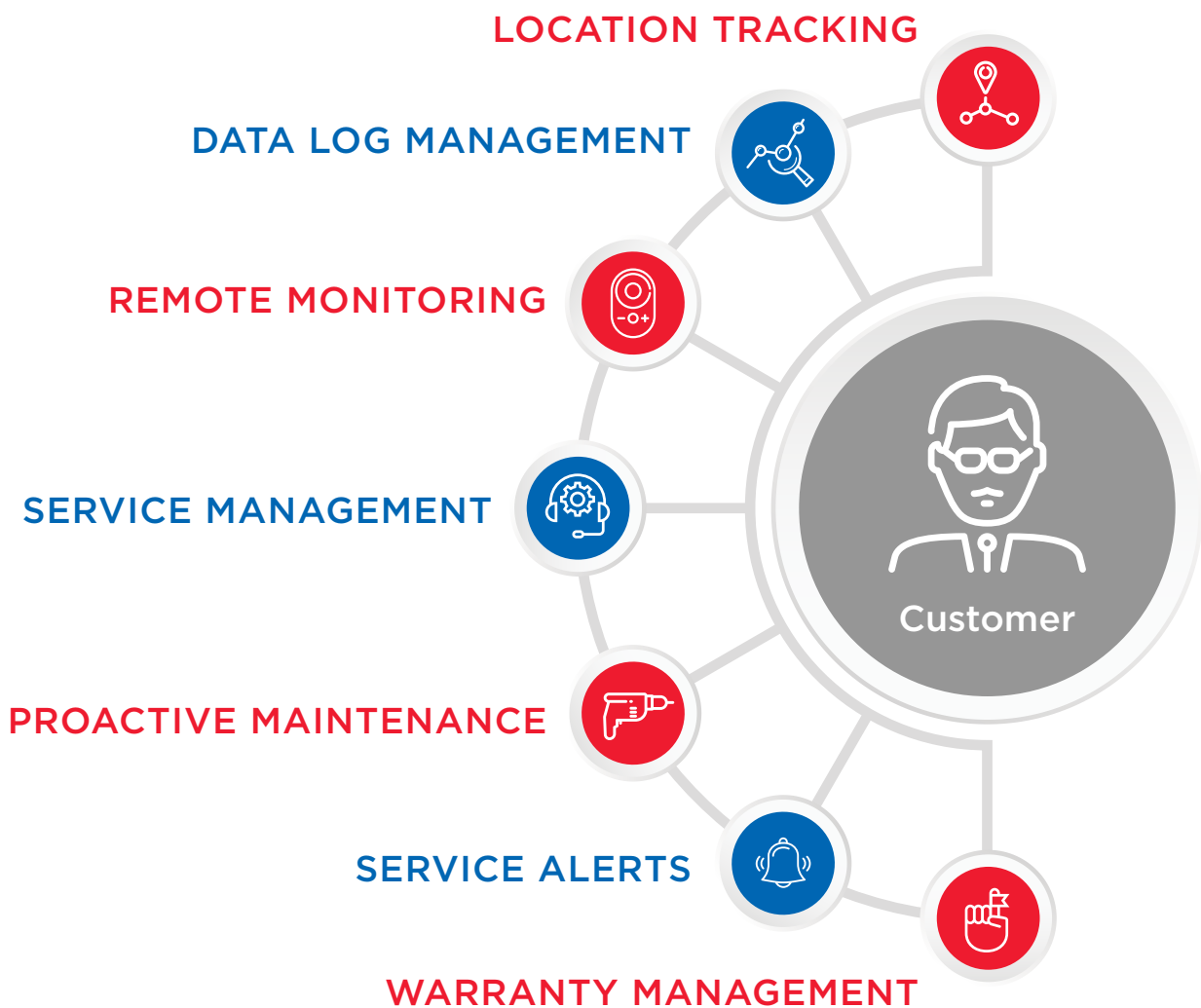
IoT allows products to be monitored or controlled remotely across existing networks. Monitor your machine and equipment in real-time, providing a 360° view of performance, anytime anywhere. Take data-driven decisions and maximize revenue.

# Introducing KloudRMS

## IoT based Remote Monitoring

KloudRMS is a remote monitoring solution that collects data and helps you monitor machine performance in real time. With IoT, KloudRMS connects industrial machinery and equipment for effective operational control. KloudRMS enables constant customer engagement and provides regular data in real time to maximize revenue.

### KloudRMS – Maximize Uptime, Maximize Efficiency



## KloudRMS - A 24\*7, Virtual Onsite Service Engineer



Intelligent insights on performance and status



Overall lifecycle management - maintenance, operational performance, safety



Smart warranty management to reduce warranty costs and total cost of service



Tracking and scheduling maintenance to maximize uptime

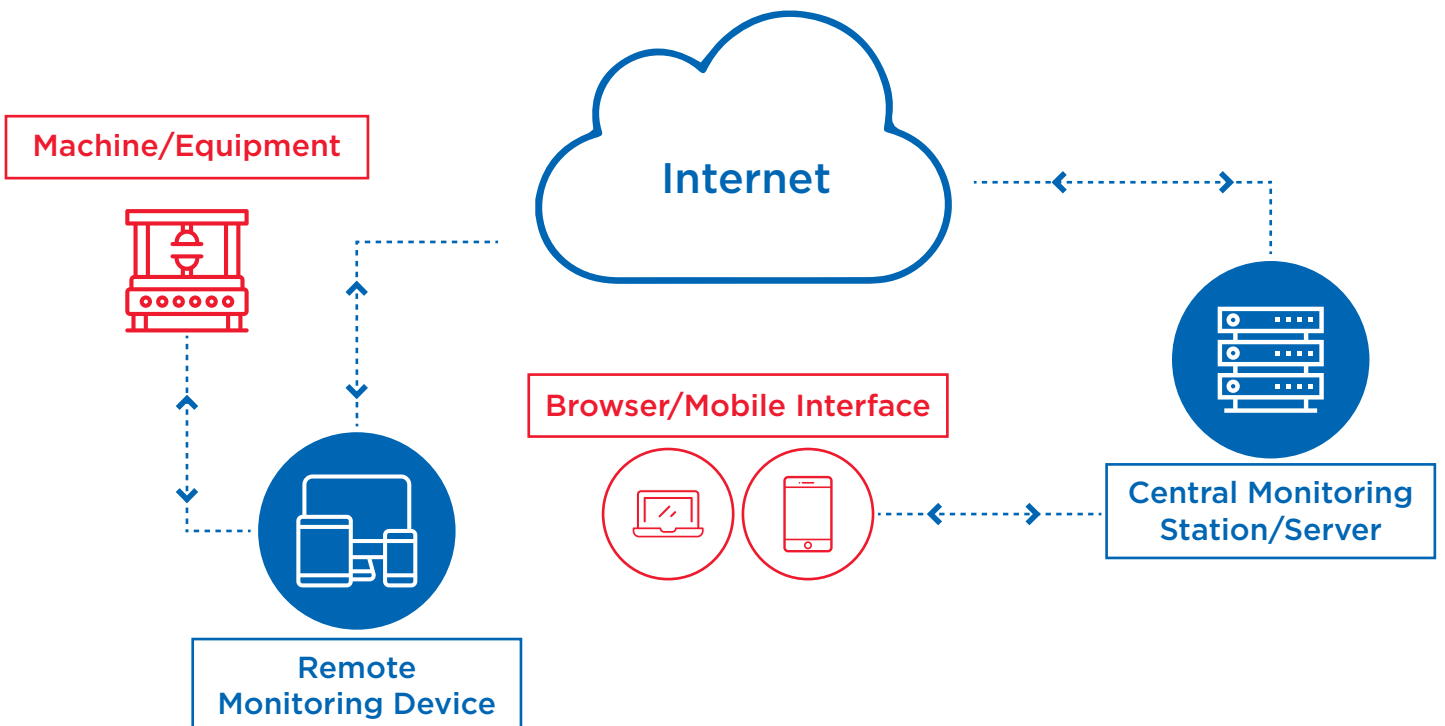


Monitor machine in real time for effective operational control



Real time, user friendly analytics to make informed decisions

# KloudRMS - Solution Architecture

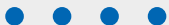


# KloudRMS - Features



## REAL-TIME MANAGEMENT

Manage your install base in real-time for continuous customer engagement and proactive service



## ALERTS AND NOTIFICATIONS

Alerts and notifications on AMC renewals, tool replacement, servicing information, etc.



## OFFLINE MODE

Inbuilt memory to store data in absence of network availability. Data sync. enabled on network resumption



## TIER 3 DATA CENTERS

Tier 3 data centers ensure high uptime percentage; 24x7 Data Security providing reliability.



## ANALYTICS

Report frequency of service requirements. Track service SLAs and provide valuable insights for product improvement



## MOBILITY

Remote Monitoring and Control with real-time visibility of machine performance through mobile app



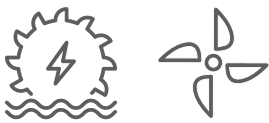
## GEO TAGGING

Locate machines and plot the installed base penetration in a territory. Help to plan and augment resources in a region

# KloudRMS - Benefits

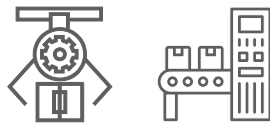
REVENUE GROWTH LEVERS		PROFIT GROWTH LEVERS	
<b>SALES MANAGEMENT</b>	<ul style="list-style-type: none"> <li>• AMC revenue and renewals</li> <li>• Spares and consumables revenue</li> </ul>	<b>RESOURCE MANAGEMENT</b>	<ul style="list-style-type: none"> <li>• Efficient service operations</li> <li>• Reduction in service visits</li> </ul>
<b>NEW REVENUE CHANNELS</b>	<ul style="list-style-type: none"> <li>• Consumption based model</li> <li>• Service and spares model</li> </ul>	<b>WARRANTY MANAGEMENT</b>	<ul style="list-style-type: none"> <li>• Reduced warranty costs</li> <li>• Efficient claim settlement</li> </ul>
<b>CUSTOMER EXPERIENCE</b>	<ul style="list-style-type: none"> <li>• Increased equipment efficiency</li> <li>• Proactive customer care</li> </ul>	<b>SERVICE MANAGEMENT</b>	<ul style="list-style-type: none"> <li>• Service resource utilization</li> <li>• Spare parts planning</li> </ul>
<b>PRODUCT R&amp;D</b>	<ul style="list-style-type: none"> <li>• Continuous product upgrade</li> <li>• Design for superior service</li> </ul>	<b>QUALITY ASSURANCE</b>	<ul style="list-style-type: none"> <li>• Reduced MTBF and MTBR</li> <li>• Identify issues at source</li> </ul> <p><small>*MTBF: mean time between failures ; *MTBR: mean time between repair</small></p>

# KloudRMS - Target Applications



## HEAVY ENGINEERING EQUIPMENT

Generators, Chillers, Compressors, Turbines, Water Treatment Plants



## MACHINE MANUFACTURERS

Pharma Machines, Packaging Machines, Special Purpose Machines (SPMs)



## INDUSTRIAL EQUIPMENT

Mining and Earth Moving Equipment, Cranes, Concrete Mixers



## CONSUMER GOODS

Air Conditioners, Air and Water Purifiers, UPS, Refrigerators

# KloudRMS - Differentiators



**ROBUST DESIGN:** Designed, tested and certified to operate in harsh industrial conditions



**END-TO-END SOLUTION:** Encompasses Hardware, Telecom Device, Network, SIM Management, Mobility, Analytics, Predictive algorithms and Cloud Infrastructure



**OPEN COMMUNICATION:** Standard interfaces for commonly used Controllers like Modbus, Ethernet, OPC, etc. Can also interface directly to sensors in absence of a controller



**OFFLINE MODE:** Storage of data with in-built memory ensures no loss of data during bad network conditions



**ADVANCED ANALYTICS:** Provides valuable insights from data that adds a methodical dimension to the decision making process



**MOBILE ENABLED:** Remotely Monitor and Control machinery performance anytime, anywhere



**GEO MAPPING:** Locate installed base on a map to augment service resources in specific territories



**HIGHER MACHINE UPTIME:** Not only monitoring but also remote controlling which leads to increase in machine uptime



**DOMAIN EXPERTISE:** Proven technology by business for business, backed by The Kirloskar Heritage, for deployment in time and within budget

# | Customer Speak

KloudRMS is currently being used by numerous brands and is successfully providing profitable business growth. It is enabling industries to remotely monitor and control their machine performance and assists them in providing better service.

*"Works for You" is a promise we make to our customers at Terex.*

*In Kloudq, we found a strategic partner whose expertise with IoT has helped us fulfil this promise and create a competitive differentiation for business growth.*

KloudRMS is a complete solution architecture, using which you can monitor and control your machine's operations. This will lead to higher machine efficiency, improved performance and increased machine life.

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# | About Kloudq

Kloudq ([www.kloudq.com](http://www.kloudq.com)) is a technology company, backed by the Kirloskar Group.

**Kloudq offers IoT and SaaS solutions to unlock business value across all functions and processes including Human Resources, Primary and Secondary Sales, CRM, Service, Governance and Compliance, Supply Chain Management and more.**

Our strong domain and industry knowledge combined with technology expertise renders us a partner of choice in the digital transformation journey of our customers.

# Get in Touch!

**Kloudq Technologies Limited**

Yena, Plot No. 1, Adwait Nagar, Paud Road, Pune – 411038, M.H.  
020-66084119 | [contactus@kloudq.com](mailto:contactus@kloudq.com) | [www.kloudq.com](http://www.kloudq.com)