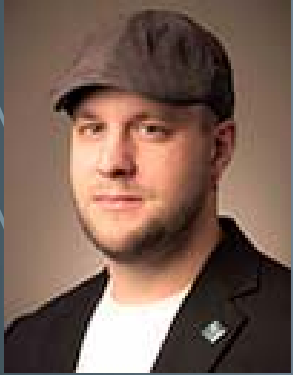


A glowing lightbulb is the central focus, with a circuit diagram overlaying it. The lightbulb is illuminated from within, casting a warm glow. The circuit diagram consists of lines and nodes, suggesting a network or monitoring system. The background is a soft, blue gradient.

REALIZE ROI FROM REMOTE MONITORING

INCREASE PROFITABILITY AND EFFICIENCY

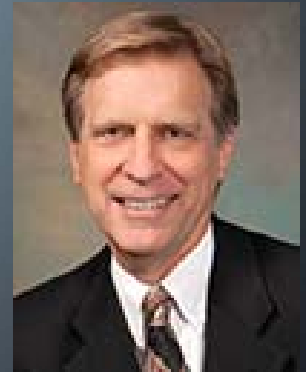


GENTRACKER
Generator Monitoring System

Dane Olson – Dir. of Operations
Generator Solutions, Inc.

OMNIMETRIX
GLOBAL MONITORING + CONTROL

Harold Jarrett - CTO
OmniMetrix, LLC



Andy Briggs - President
Power Telematics, Inc.

WHY GENERATOR MONITORING?

It is The Future of Generator Service

Win-Win for the Generator Owner &
The Service Company!



**WHO HERE USES REMOTE
MONITORING?**





WHAT WE KNOW:

ON A SINGLE DAY,
ACROSS ALL THREE
COMPANIES WE
FOUND 10% OF
GENERATORS
REQUIRING
SERVICE.

WHAT WE KNOW:

**4.2 Million generators in North
America**

Source: Power Systems Research PartsLink®

CONSIDER THIS...

10% = 420,000 generators

x


\$500 Service Call (*conservative*)



***\$210 MILLION ON THE STREET
TODAY***

A stylized graphic of a circuit board with several lines and nodes extending from the left and right sides of the central text box.

**EFFICIENCY AND
TECHNICIAN EDUCATION**



**TRADITIONAL
SERVICE
MODEL**

Sell more contracts.

**Hire more
technicians.**

INDUSTRY IS GROWING FASTER THAN TECHNICIANS ENTERING IT.

4.2 Million generators



**300,000+ more each
year**



COST



PROFITABILITY



EFFICIENCY

KNOW BEFORE YOU GO

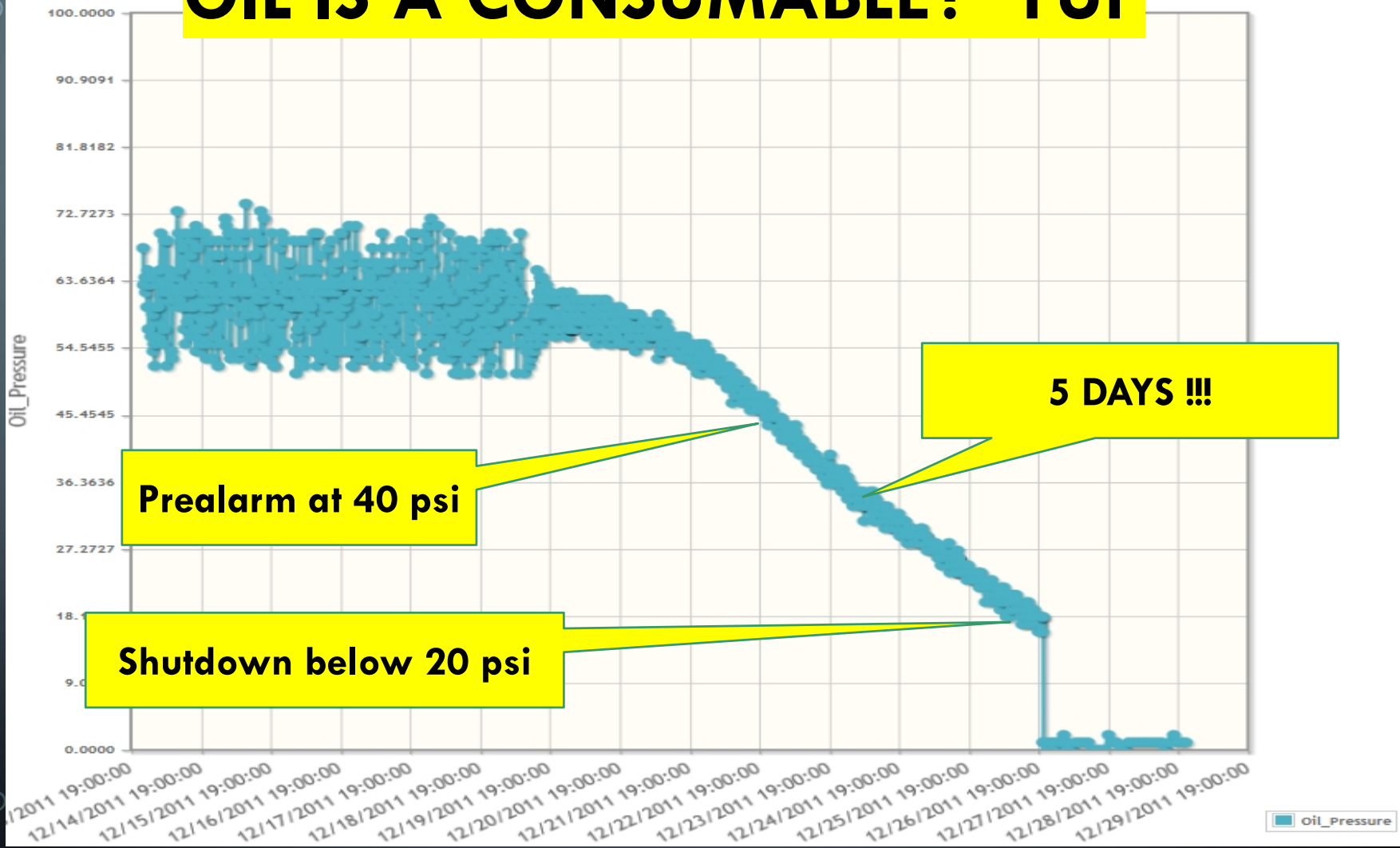


HOW TO USE DATA...

Consider the following examples...

With this information, could you dispatch service better?

OIL IS A CONSUMABLE? YUP



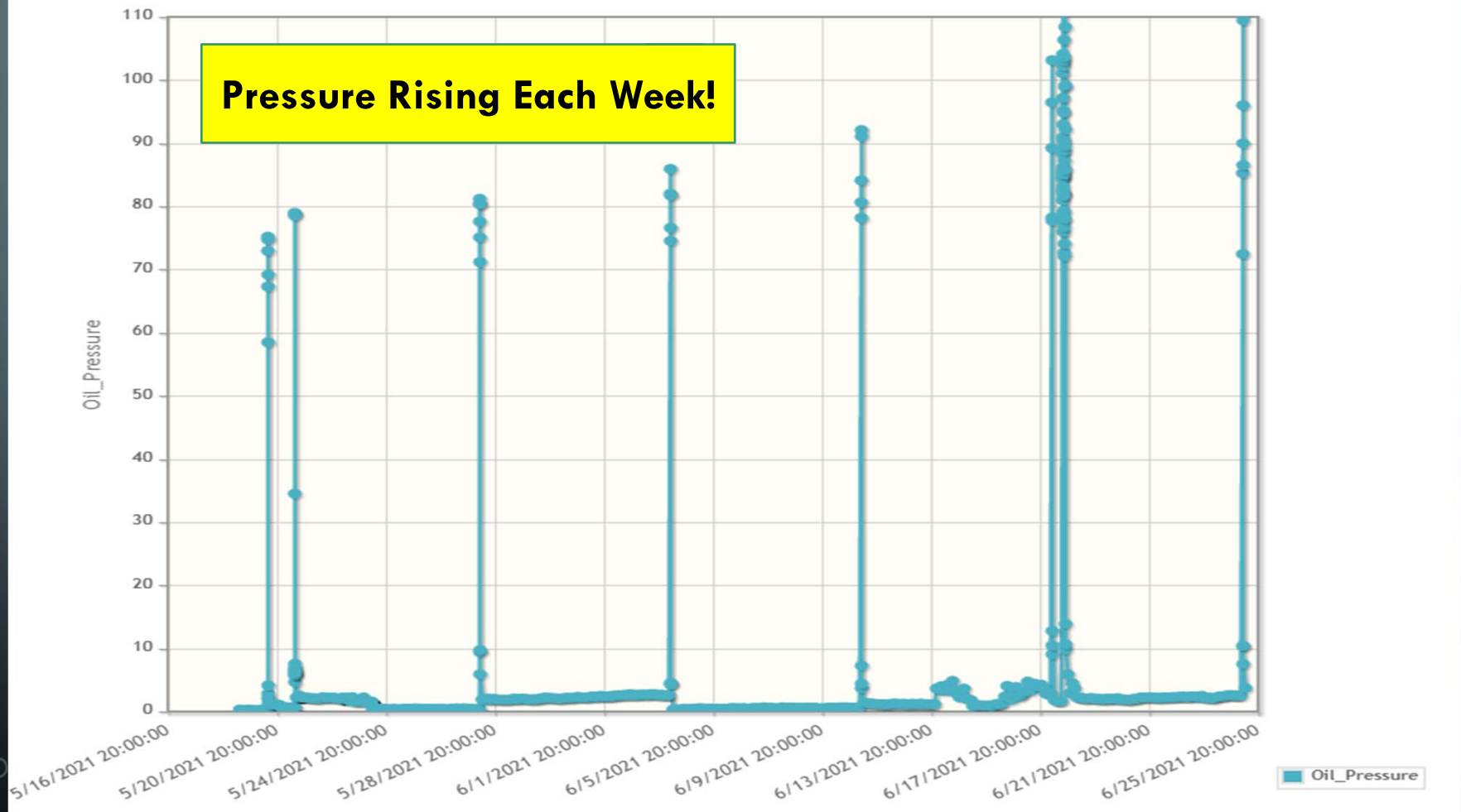
Prealarm at 40 psi

Shutdown below 20 psi

5 DAYS !!!

Oil_Pressure

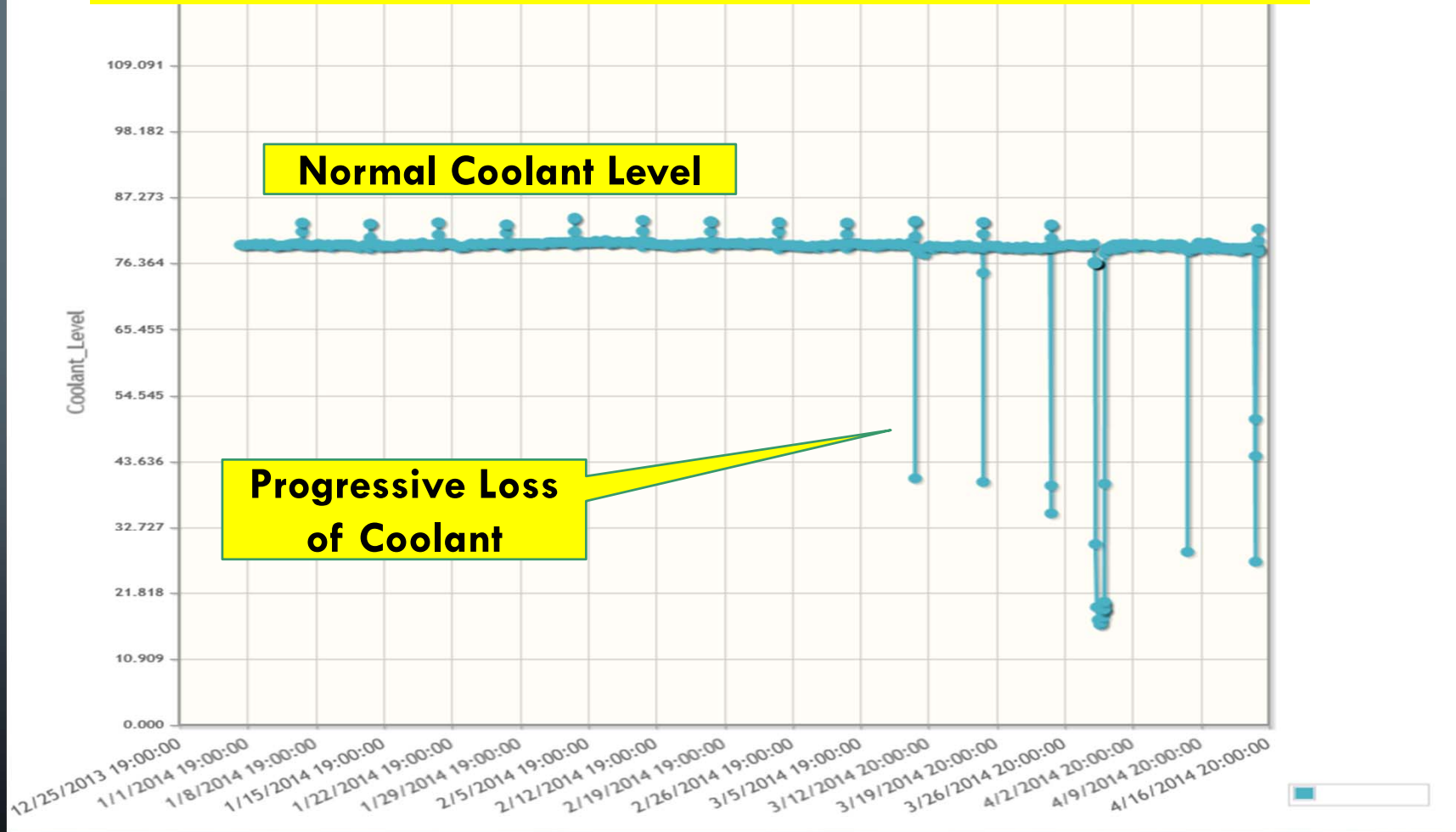
OIL PRESSURE SENSOR AS CONSUMABLE? YUP



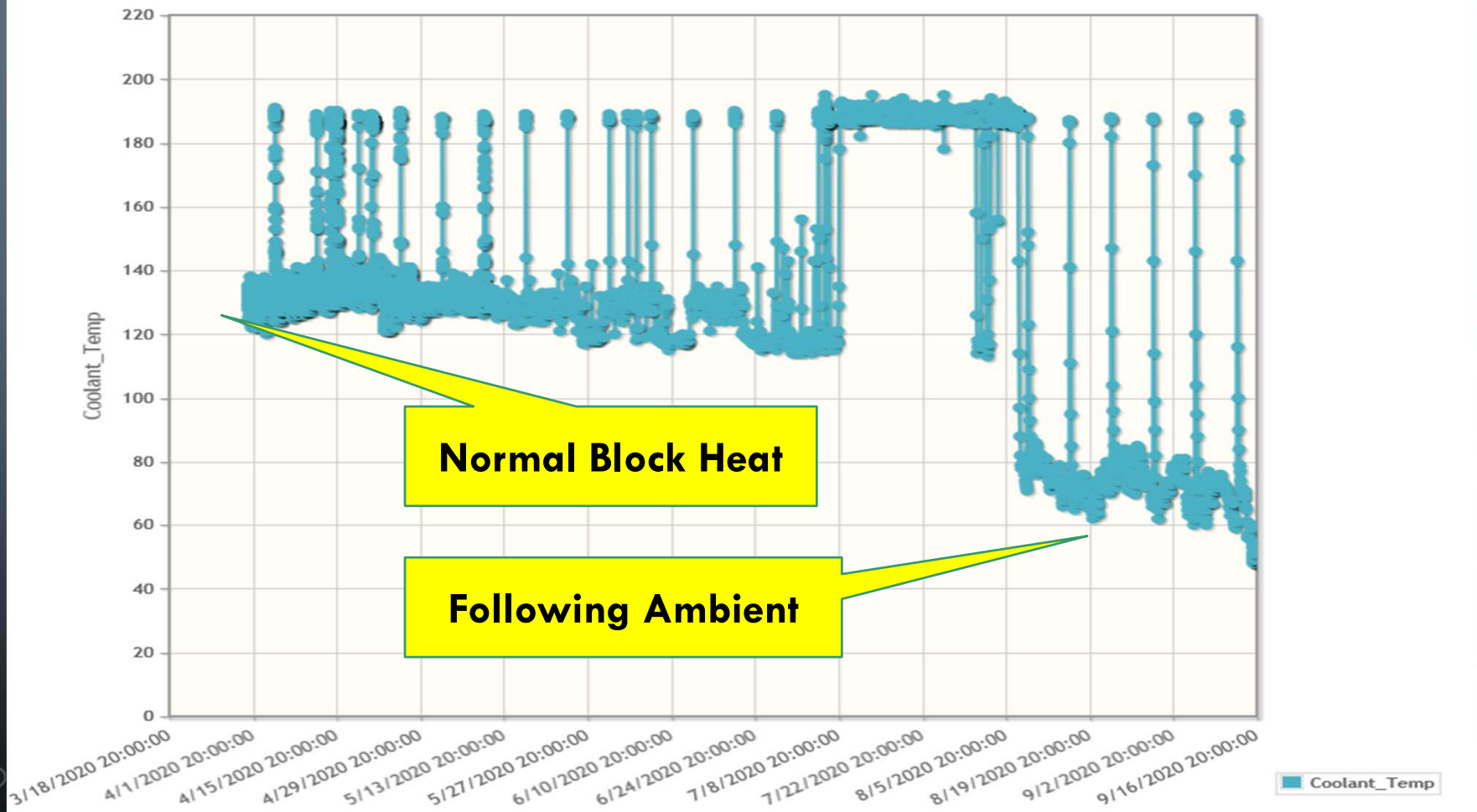
8038

COOLANT AS CONSUMABLE? YUP

#00 (Eastern

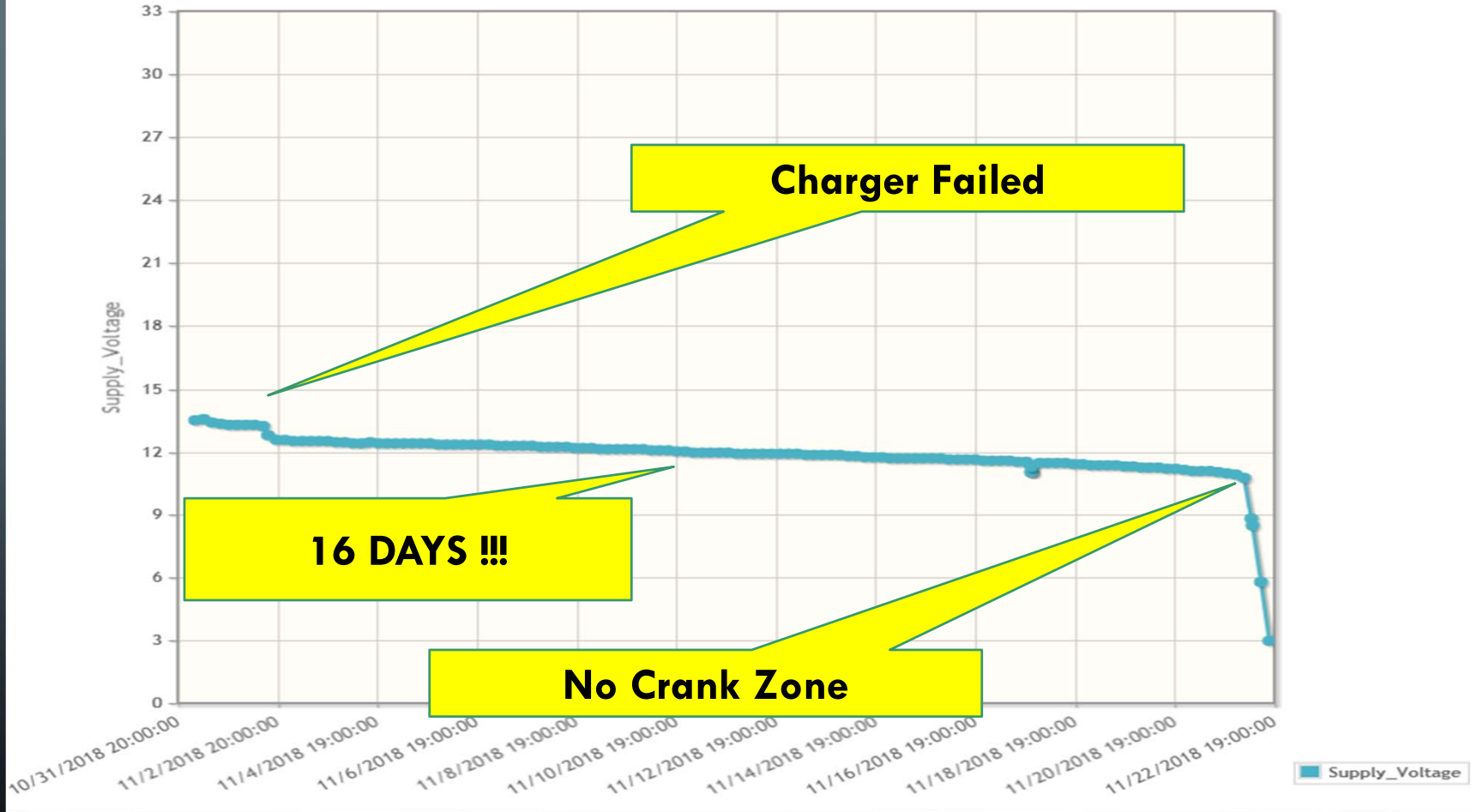


BLOCK HEATER IS A CONSUMABLE? YUP

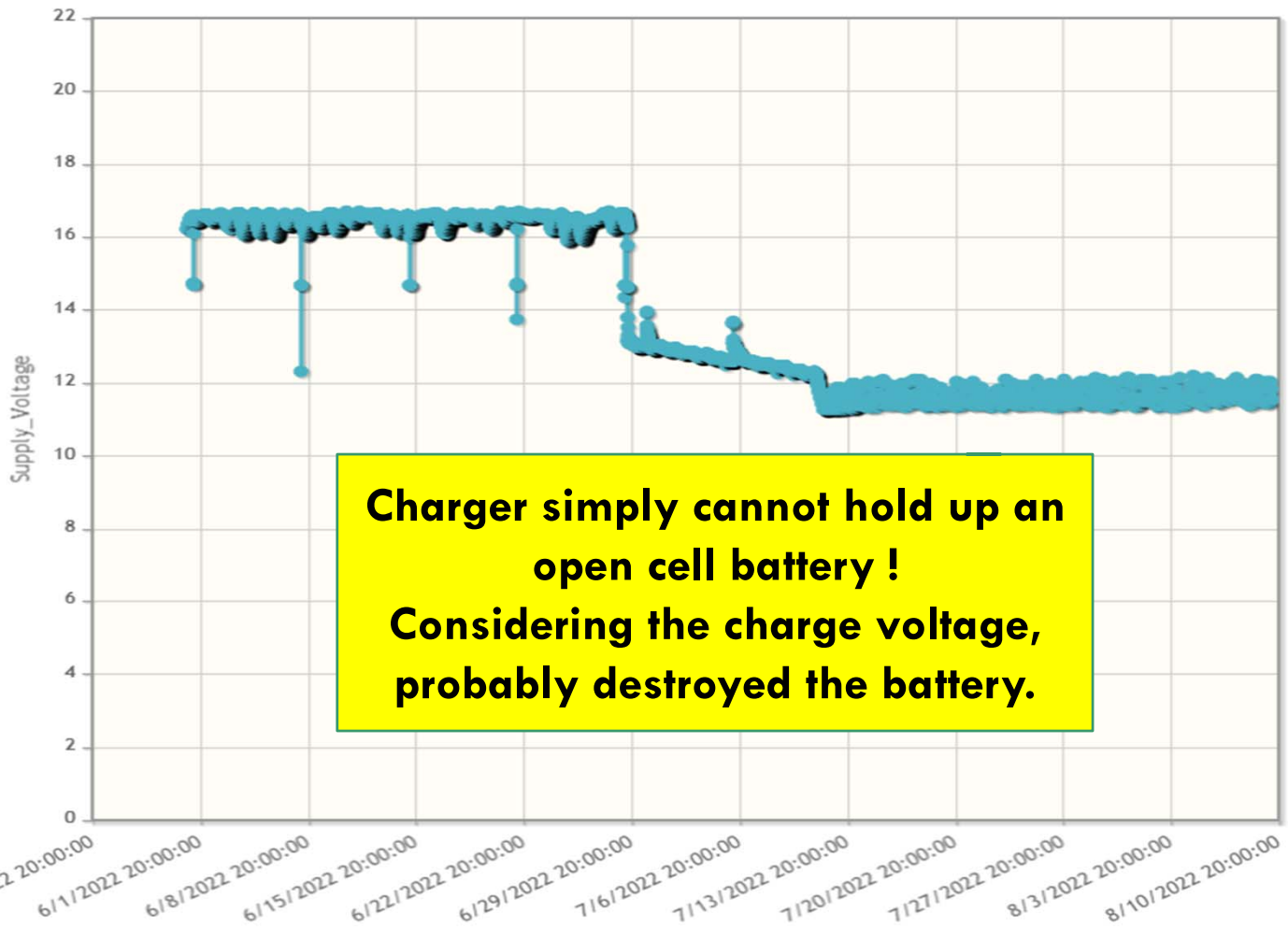


CHARGER IS CONSUMABLE? MAYBE

5/2018

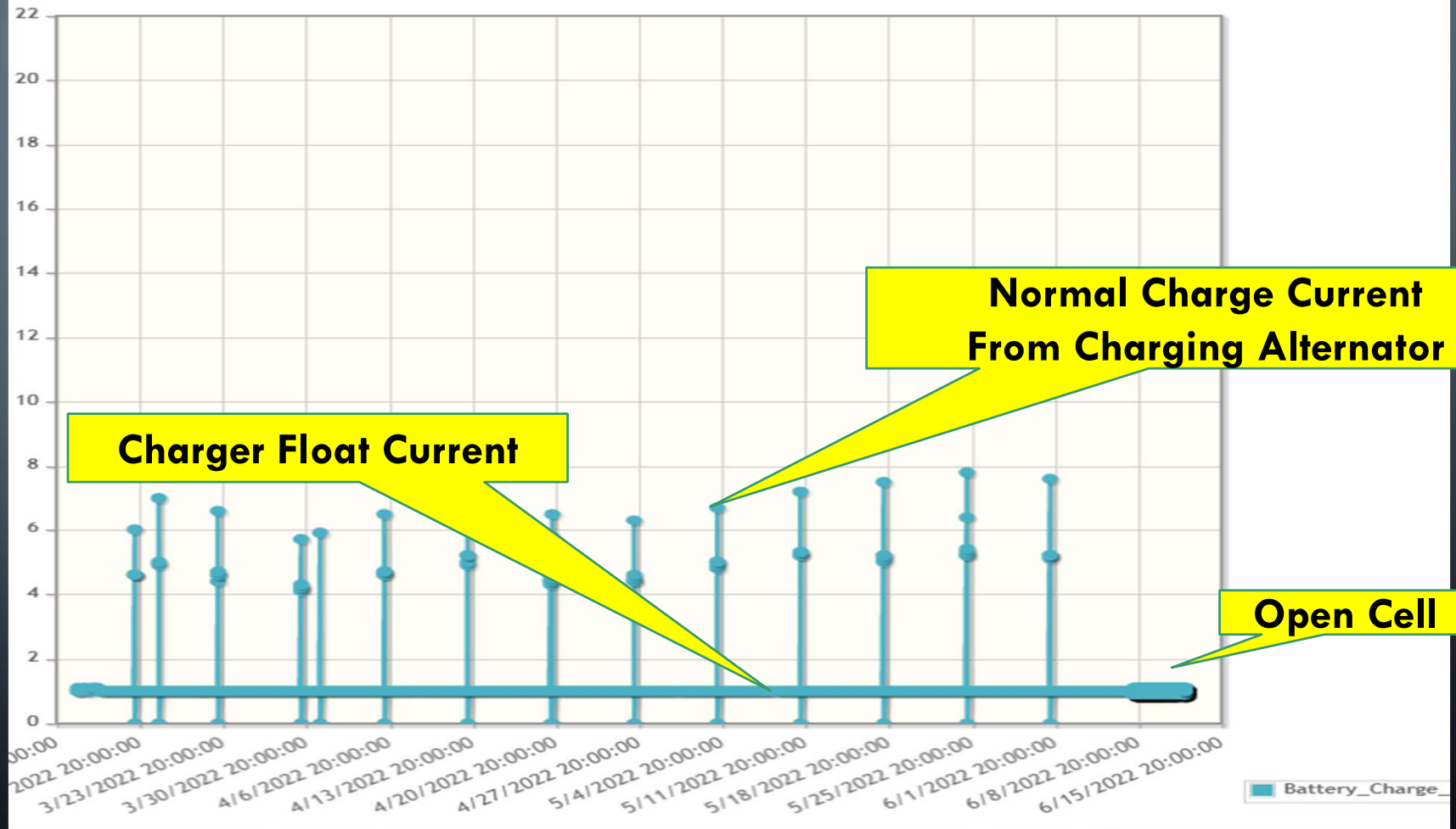


BATTERY AS A CONSUMABLE? YES

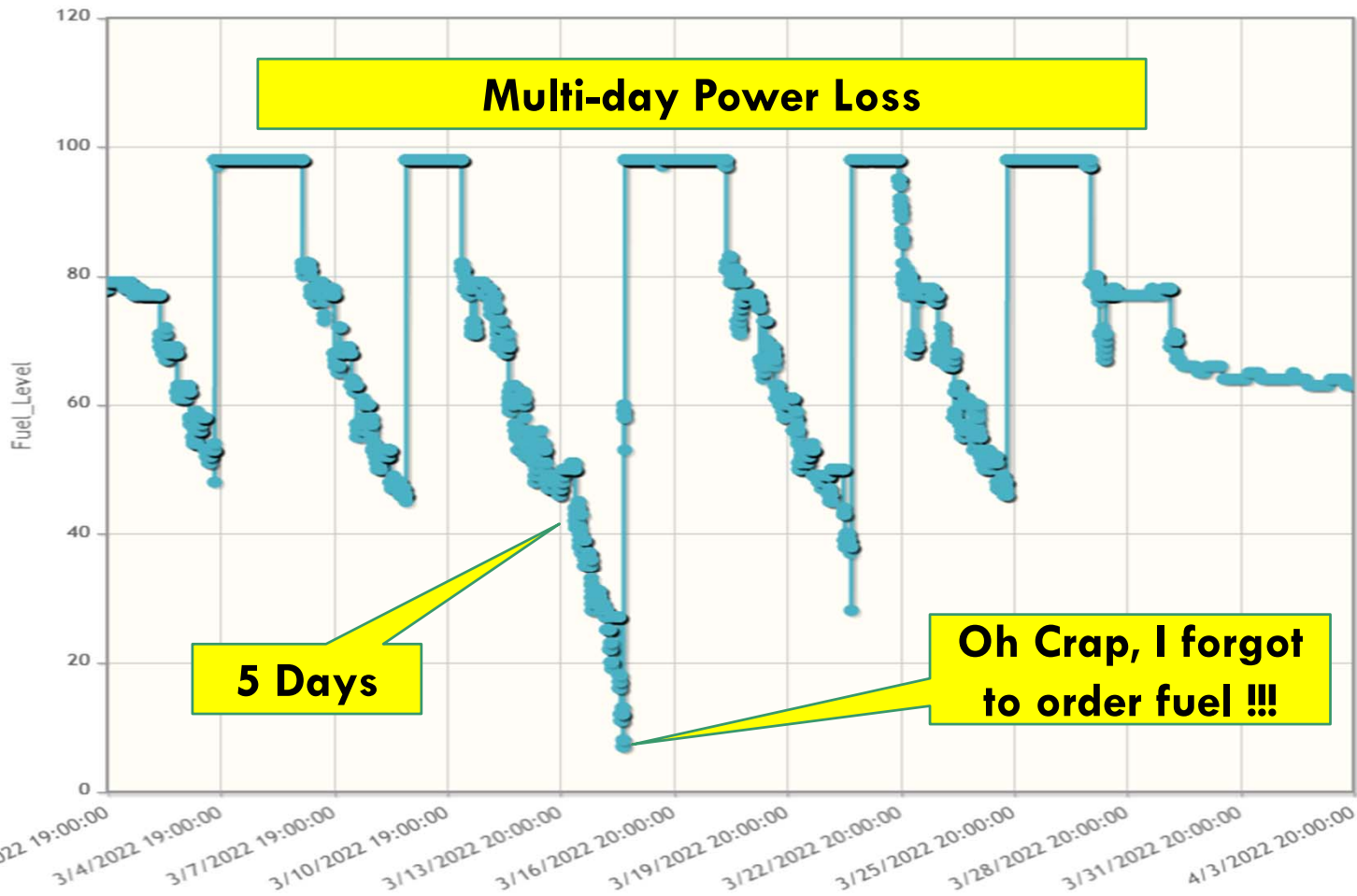


**Charger simply cannot hold up an open cell battery !
Considering the charge voltage, probably destroyed the battery.**

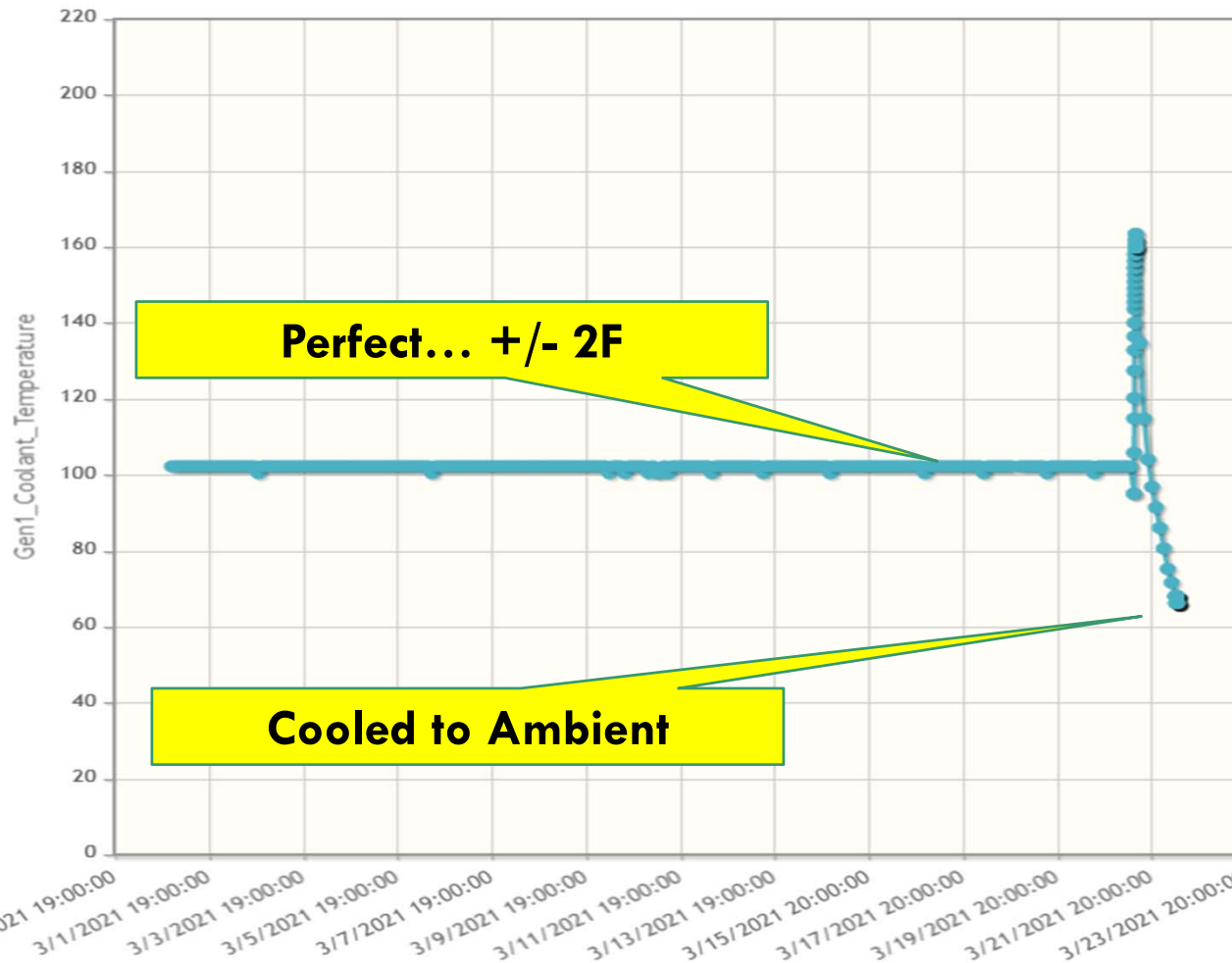
BATTERY AS A CONSUMABLE? YES



FUEL AS CONSUMABLE? OF COURSE



BLOCK HEATER BREAKER TRIPPED?

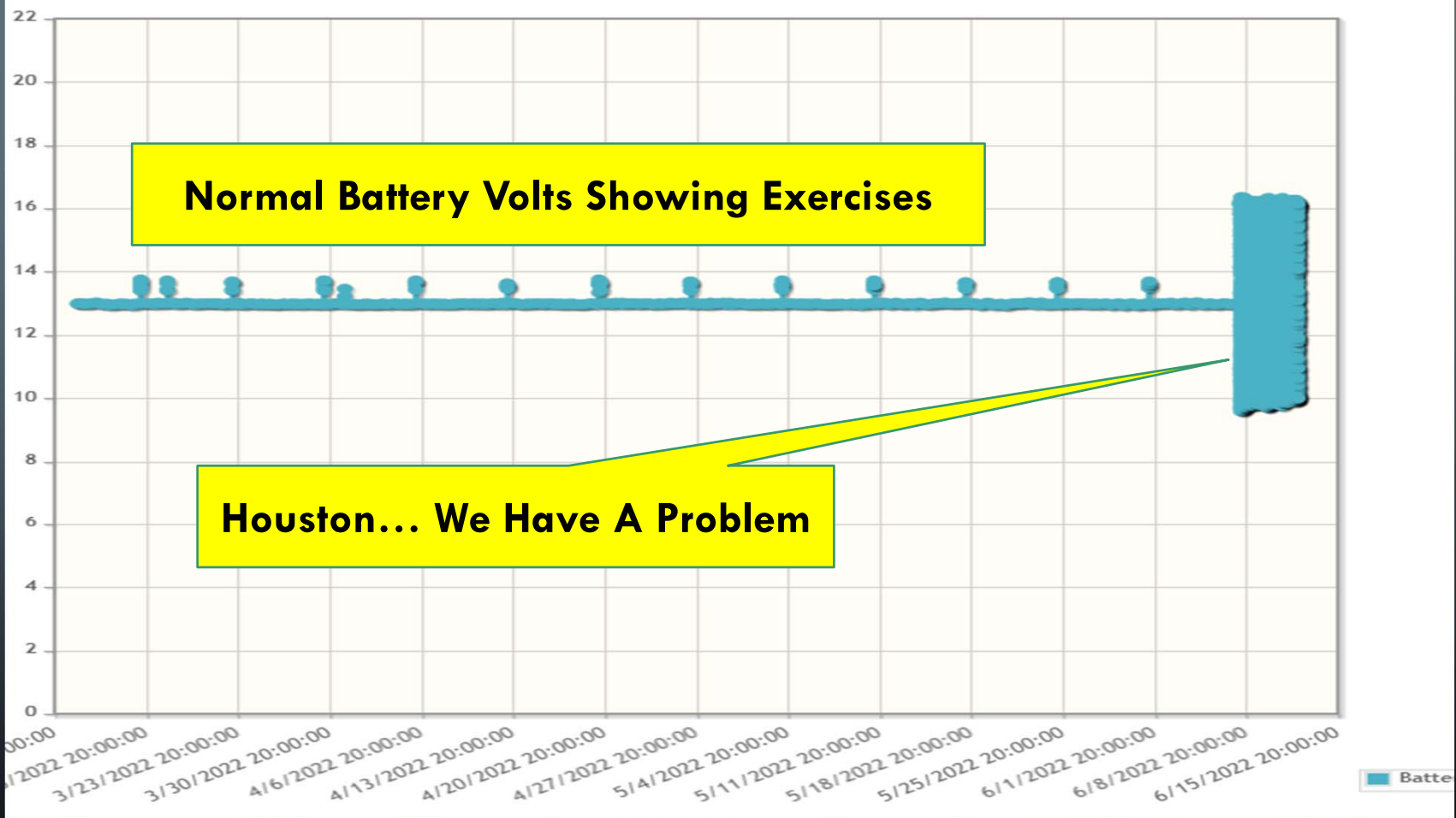


Perfect... +/- 2F

Cooled to Ambient

Gen1_Coolant_Temperature

BATTERY AS A CONSUMABLE? YES



Normal Battery Volts Showing Exercises

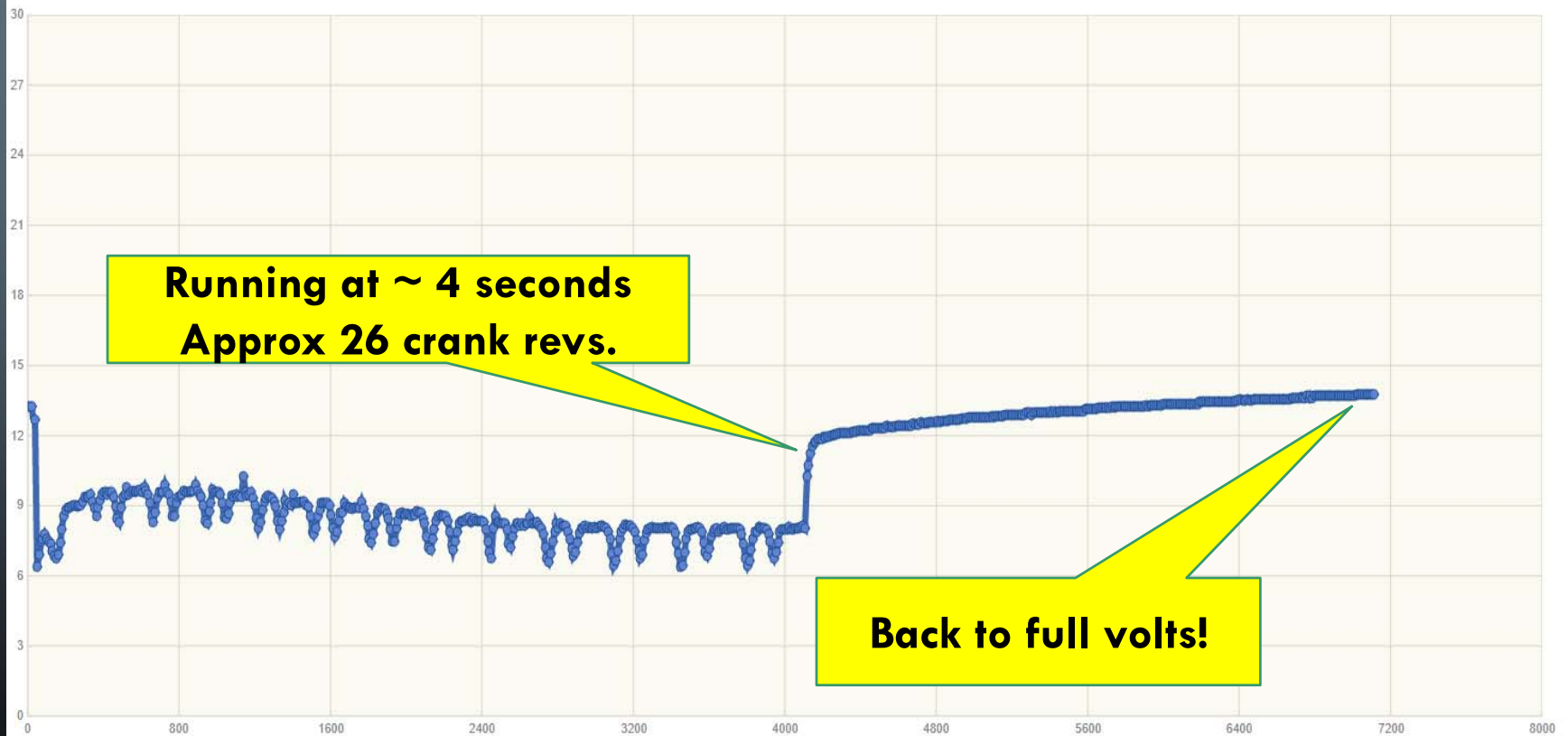
Houston... We Have A Problem

Batte

SMALL GEN BATTERY DIP – SUCCESSFUL START

Martone, Donald - 66 Cliffwood Road, Chester - GLD - Kohler 20kw

Battery Voltage (Volts)
Sample recorded at: 2021-11-24 11:28:12
First 700 data points at 10.086 ms/point
Remainder of data at 10.086 ms/point



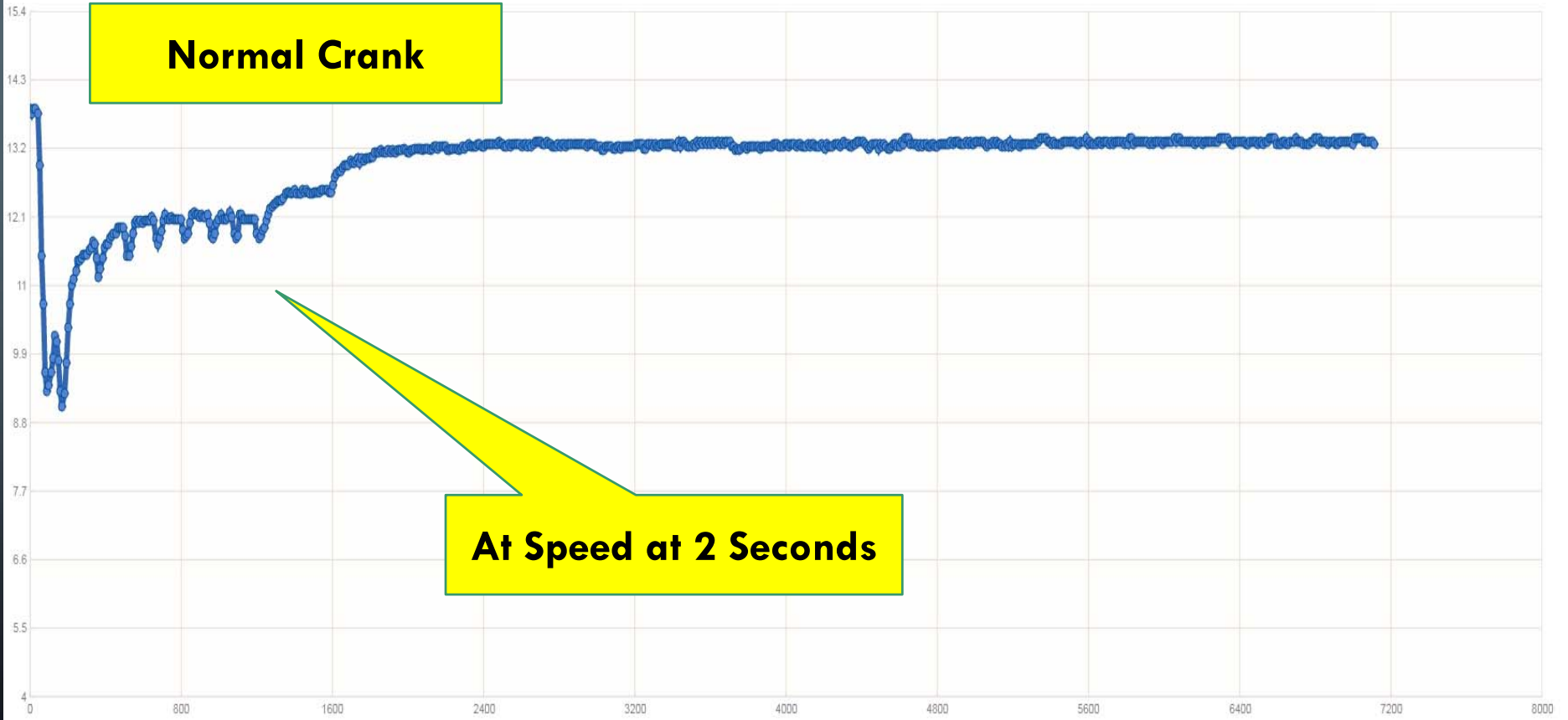
**Running at ~ 4 seconds
Approx 26 crank revs.**

Back to full volts!

CRANK DIP LAST YEAR...

OmniMetrix Office Generator

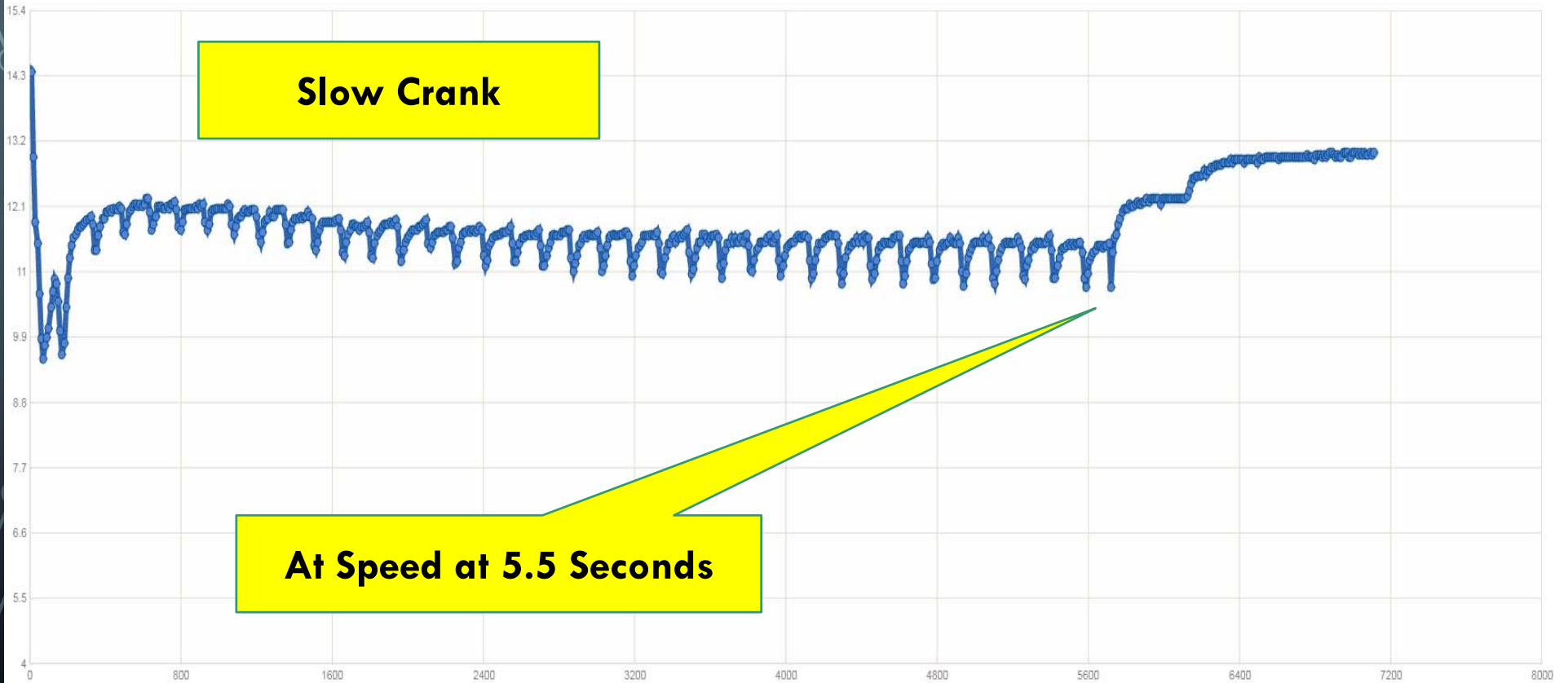
Supply Voltage (Vdc)
Sample recorded at: 2019-11-11 10:43:35
First 700 data points at 10.086 ms/point
Remainder of data at 10.086 ms/point



CRANK DIP LAST MONTH...

OmniMetrix Office Generator

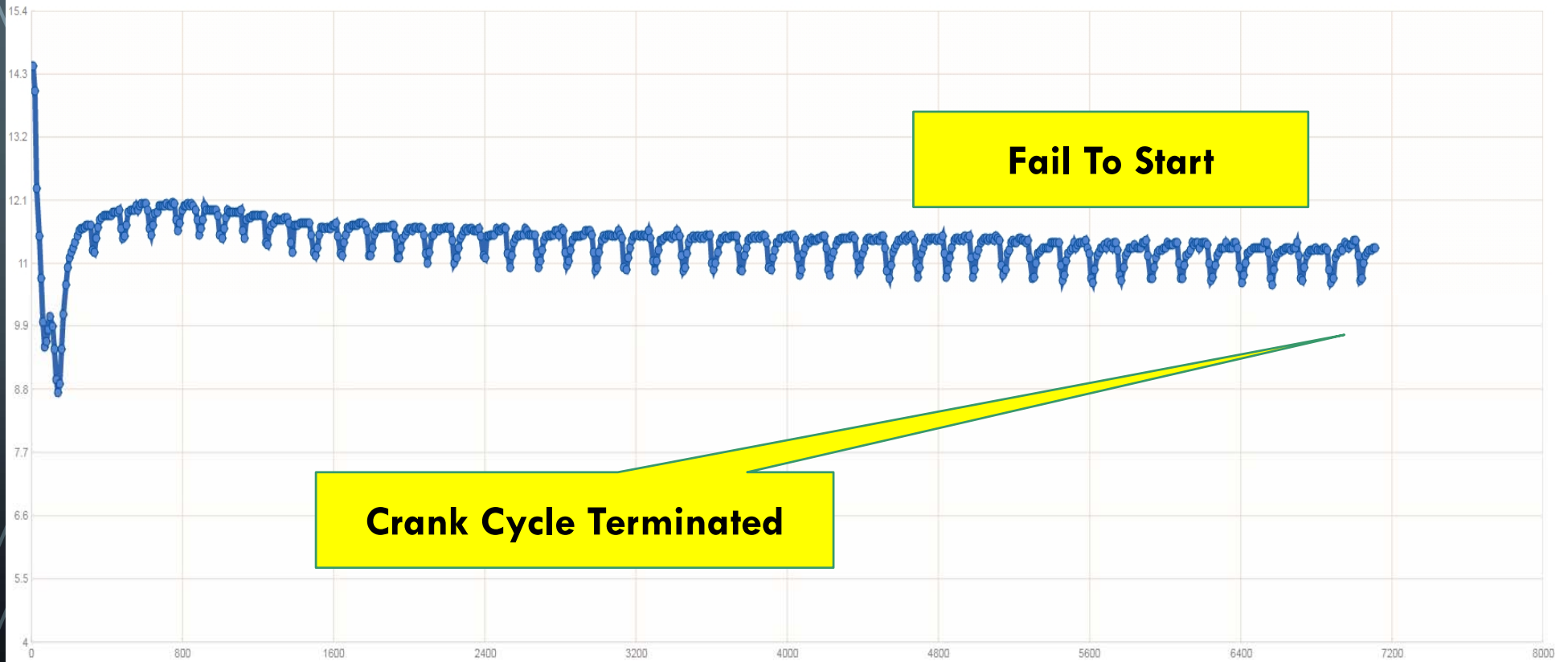
Supply Voltage (Vdc)
Sample recorded at: 2020-01-08 11:37:40
First 700 data points at 10.086 ms/point
Remainder of data at 10.086 ms/point



CRANK DIP TODAY...

OmniMetrix Office Generator

Supply Voltage (Vdc)
Sample recorded at: 2019-11-15 10:24:53
First 700 data points at 10.086 ms/point
Remainder of data at 10.086 ms/point



A dark blue background with a white circuit board pattern consisting of lines and circles, resembling a PCB layout, located in the corners and along the sides.

**KNOW
BEFORE
YOU
GO**

\$20-30/hr Technician

vs

\$50-60/hr Technician



**IF YOU AIN'T
FIRST,
YOU'RE LAST**



**EFFICIENCY AND
PROFITABILITY**



**SELLING
REMOTE
MONITORING**

Selling Remote Monitoring is easy to do and has an average profit margin of 50%+.

How many service customers do you have?



**STOP WASTING MONEY ON
SERVICE “INSPECTIONS”**

INSPECTIONS VS SERVICE CALLS

Average 'Inspection' is \$250

subtract costs (wages, insurance, maintenance, etc)

\$50 profit

Average Service Call is \$500-1000

subtract costs (wages, insurance, maintenance, etc)

\$250-500 profit

MAXIMIZE TECH UTILIZATION

- **Send techs on more profitable work**
- **Stop sending techs on low margin work**
- **Service more customers/technician**

INSPECTIONS VS SERVICE CALLS



Gather data from your desk,
not from truck rolls!



Service more customers per
technician



Focus on more repairs and
recommended services



Improve profitability and
Maximize GP/Technician
Hour



**RETURN ON
INVESTMENT**

Recurring Revenue and Profit

Added revenue and profit to every service agreement

Typical incremental profit per customer is \$100+/year

1000 Service Agreements = \$100,000+ to the bottom line

Trade out inspections for monitoring!



WRAP UP

REACHING ROI



Streams of Revenue



Savings and Efficiency

TECHNOLOGY &
INNOVATION
ADOPTION CURVE

Where do
you fall?

TECHNOLOGY ADOPTION CURVE

Everett Rogers - Diffusion of Innovations 1962



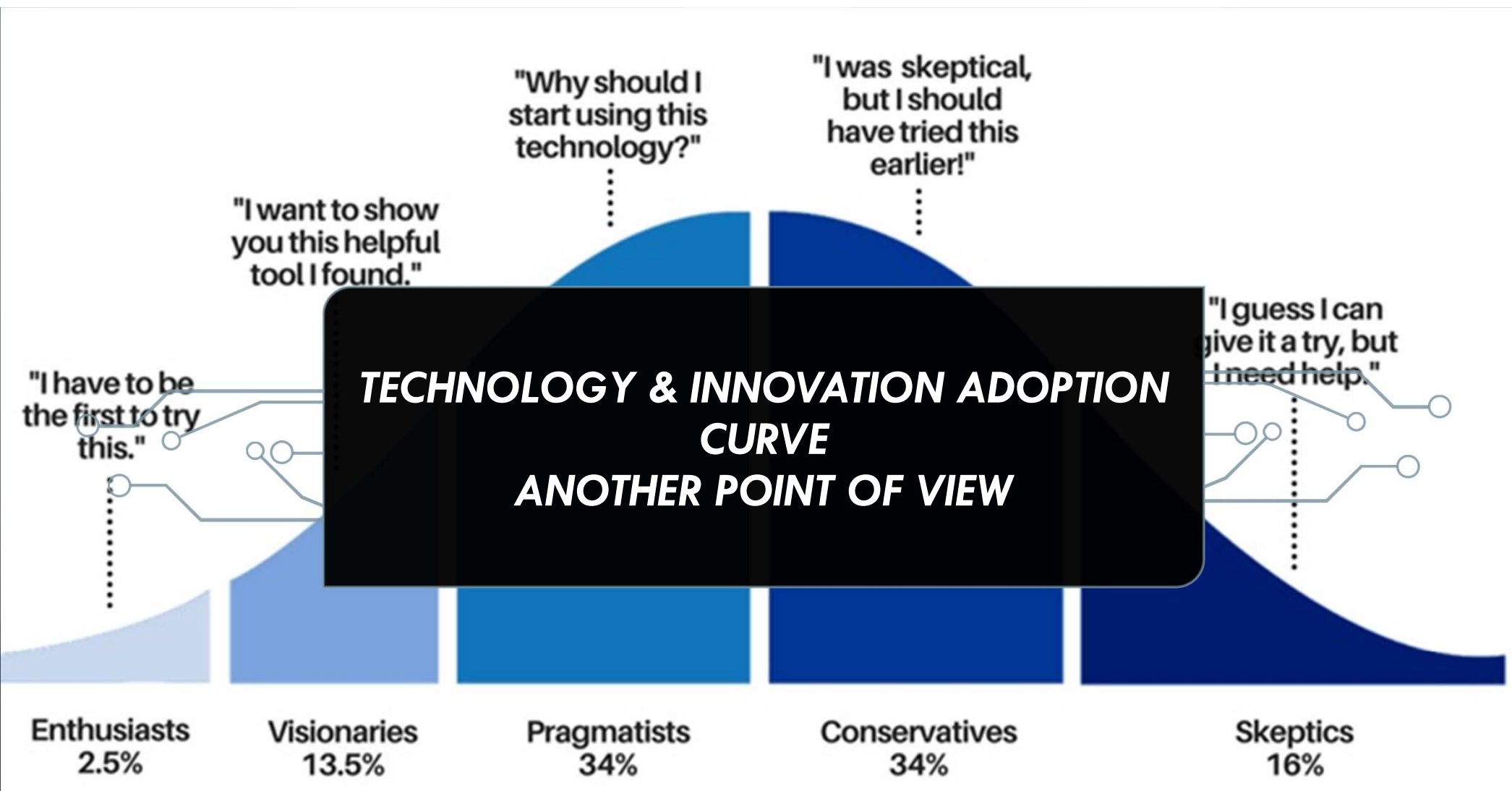
***CHANGE YOUR THINKING.
CHANGE HOW YOU DO BUSINESS.***

Be Pro-Active

Customer Service Oriented

Team Oriented

Sales / Service / Scheduling / Billings



**TECHNOLOGY & INNOVATION ADOPTION CURVE
ANOTHER POINT OF VIEW**

Enthusiasts
2.5%

Visionaries
13.5%

Pragmatists
34%

Conservatives
34%

Skeptics
16%



STILL LOOKING FOR LEADS?

**Check your
inbox!**



FINAL THOUGHTS

78% of customers are willing to leave for better customer service

83% of customers trust a company with excellent customer service

81% customers expect companies to reach out ASAP when there is a problem

Source: Hyken Research 2022 ACA Study

THANKS FOR LISTENING

REALIZE ROI FROM REMOTE MONITORING
INCREASE PROFITABILITY AND EFFICIENCY

DANE OLSON

ANDY BRIGGS

HAROLD JARRETT

GENTRACKER
Generator Monitoring System



OMNIMETRIX
GLOBAL MONITORING + CONTROL

