



CUSTOMER CASE STUDY

# FLEET OPERATOR IDENTIFIES \$12,500 IN ANNUAL SAVINGS PER TRUCK.

**READY TO UNLOCK YOUR POTENTIAL?**

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**After only four months of using Uptake’s software, a leading global food & beverage corporation was able to identify \$12,500 in annual savings per Class 8 truck using Uptake Radar. This customer leveraged Uptake’s off-the-shelf analytics models to optimize the maintenance program.**

**OVERVIEW**

Fleet operators across industries are under more pressure than ever to reduce costs while ensuring that cargo arrives on time. On average, maintenance costs have increased steadily over the past decades and they are currently around \$180,000 for a typical truck operator.

A global leader in the food & beverage industry recently selected Uptake Radar to improve its maintenance program and reduce unnecessary spend related to cylinder head failures in trucks. Uptake’s software, capable of predicting over 70% of all failure modes, identified the leading indicators of this particular issue on a subset of the fleet. During the 4-month trial, addressing this issue effectively and proactively delivered nearly \$12,500 in annual cost reductions per Class 8 vehicle and convinced the customer to deploy Uptake Radar across the entire fleet.

**CHALLENGE**

In the face of increasing economic and environmental pressure on fleet operators, many are adjusting their portfolio of vehicles to improve fuel efficiency or use alternative fuels like compressed natural gas (CNG).

As a consequence, maintenance issues can become more expensive or unfamiliar to current operations, making effective fleet management more difficult. This is why a global leader in the food & beverage industry decided to adopt a proactive approach to addressing these complexities.

As the fleet operator continued to increase the number of CNG tractors in the fleet over the past few years, the maintenance team started seeing a drastic increase in cylinder head failures between a particular mileage band. These failures cost up to \$50,000 to repair if the issue persisted and cascaded, often requiring a full engine replacement. This is where Uptake was consulted to help.



## SOLUTION

Uptake worked closely with the fleet operator's maintenance and reliability teams to configure and combine existing pre-trained predictive models from the Uptake Digital Industry Library (DIL).

In dozens of engagements with global leaders across various industries, Uptake developed a vast collection of analytics capabilities to address the highest-value use cases. Drawing from those analytics models, Uptake quickly identified and implemented what was needed to better identify cylinder head failures with enough lead time to executive corrective actions and prevent unplanned downtime. Within less than a month, Uptake configured, tested, validated, and deployed a new failure prediction model into a production environment and started analyzing sensor data in real time.

The newly configured model was detecting the cylinder head failures at a rate of over 90%, providing enough lead time to avoid engine replacements (\$50,000 per affected vehicle) and instead perform a \$3,000 repair to fix the issue. During the initial 4 months, Uptake was able to identify nearly 80 unique assets with the specific failure mode, creating almost \$1 million in savings during the initial trial period. Based on this overwhelmingly successful deployment, the customer decided to roll out Uptake Radar across the entire US-based fleet.

# \$1M

Uptake was able to identify nearly 80 unique assets with the specific failure mode, creating almost \$1 million in savings during the initial trial period.

# \$50K

Uptake provided enough lead time to avoid engine replacements (\$50,000 per affected vehicle).

*“There is a high level of confidence in the Uptake model. Now it's all about prioritizing and executing those repairs.”*

— Senior Reliability  
Manager

**You have the data to make critical decisions about your fleet business at scale. Let us help you use that data to save millions.**

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