A silhouette of a worker wearing a hard hat and safety vest, leaning over a large industrial valve or piece of machinery. The worker is positioned in the lower center of the frame. To the right, a tall, complex metal structure, possibly a tower or part of a drilling rig, extends vertically. The background is a clear blue sky with some light clouds near the horizon. The overall scene is industrial and suggests a focus on safety and operations in a high-risk environment.

TRAKOPOLIS[®]

Case Study

In pursuit of a better safety system, the customer found an enterprise solution that consolidated – and vastly improved - three essential systems



1 | SEEKING A BEST-IN-CLASS SOLUTION FOR LONE WORKERS

The customer is a large and diversified U.S.-based energy producer that prioritizes the safety of its employees above all else, so when an incident occurred involving an employee working alone on a gas site, it triggered an intense review of all safety practices and systems. A call to the Trakopolis/Honeywell team led to the implementation of an integrated solution that delivered not only a vastly-improved safety system, but also an enterprise-grade fleet management system that positively impacted several areas of the organization.

In a traditional lone worker situation, only the employee is alerted to the presence of toxic gas, and sometimes with too little time to do anything about it. In today's hyper-connected world, the customer knew there had to be a better way to ensure the lone worker had backup, and not just within cellular coverage. The customer also wanted a way to detect the presence of gas at its various job sites in real time, rather than days or weeks later.

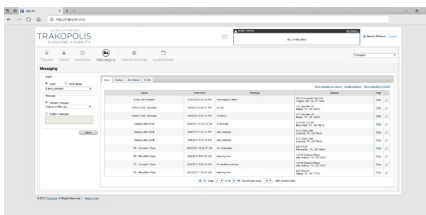
“

We were looking for a safety solution, but found an enterprise solution that consolidates three systems, each better than what we had before.”

2 | ONE INTEGRATED SOLUTION, THREE MAJOR IMPACTS

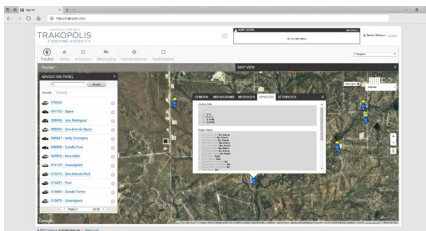
Trakopolis and Honeywell proposed its ConneXt LoneWorker solution, in partnership with Honeywell's industry-leading gas monitoring devices. The technology supported unmatched lone worker safeguards and connected gas monitoring, while inherently offering the potential for a robust fleet management program. Since the customer already had systems in place for the latter two, the decision was made to eliminate them in favour of the one, integrated Trakopolis platform. Since up to five organizational divisions would be impacted, this was not immediately a well-received proposal. However, as these divisions were made aware of the many ways in which the Trakopolis technology would improve real-time visibility into their operations, automate labour-intensive tasks, provide them with better data for analysis and reporting, save money, and protect employees, the pendulum swung strongly in support of ConneXt LoneWorker solution. Here's why:

“ We embarked on this journey to do our absolute best to ensure the safety of our employees working alone. We had no idea we would also find a solution for better site gas detection and fleet management, and at a better cost. The technology is here today, and it works. ”



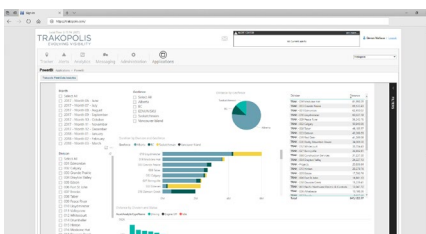
Lone Worker:

- Never completely alone, but connected to someone at base
- Real-time gas level monitoring, alerting and reporting
- Two-way text notification and regular check-ins
- Man-down alerts and GPS localization
- Cellular or satellite... no blind spots



Connected Gas:

- Regular testing of detection devices, compiled for reporting
- Device-specific current and historical gas readings
- Low Gas Alarm tracking with Geo-Fencing capabilities
- Automated reporting in real-time, with exact location

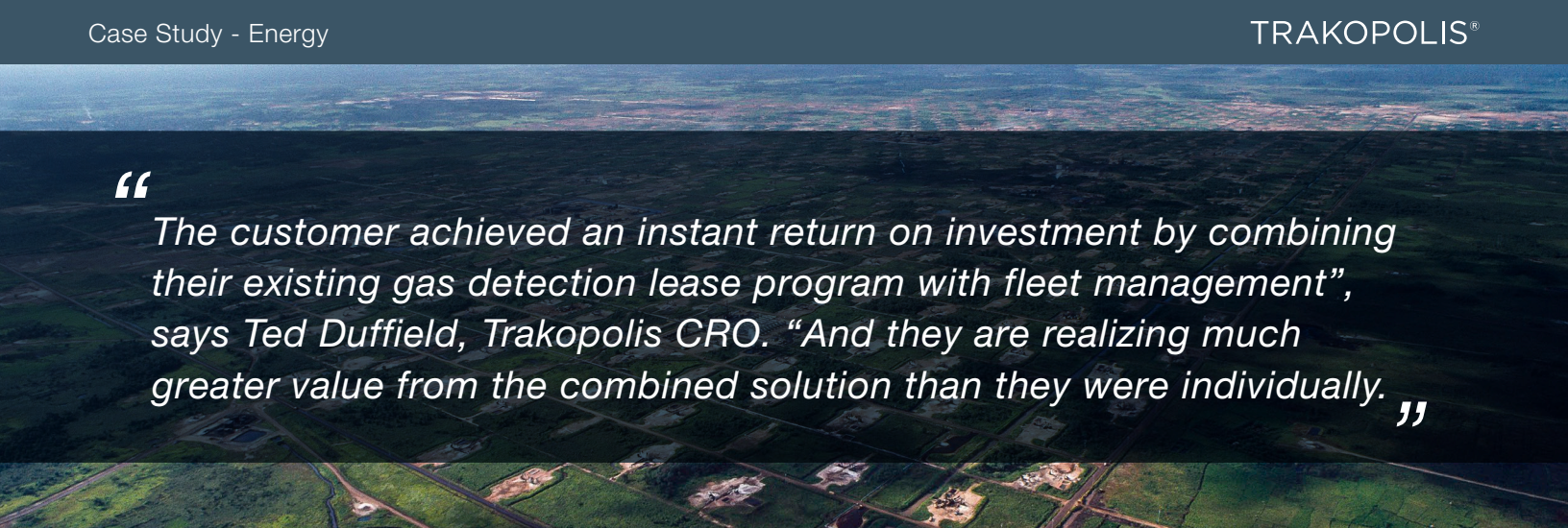


Fleet and Mobile Asset Management:

- Maintenance and life cycle of assets
- Route tracking, vehicle location and virtual perimeter mapping
- User-based reporting for improved safe driving practices
- Utilization reporting and invoice justification
- Real-time communication over cellular and satellite
- Electronic log book integration
- Advanced API to seamlessly share information with legacy systems
- Microsoft Power BI integration for user-based advanced analytics

3 | AN INDUSTRY-LEADER ADOPTS THE BEST TECHNOLOGY TO OPERATE THEIR BUSINESS AND MAXIMIZE THE SAFETY OF THEIR PEOPLE

The ConneXt LoneWorker consolidated solution for fleet management, connected gas and employee safety changed the way our customer does business every day. Combining safety and operational systems not only led to improvements in each area, but also resulted in cost efficiencies across the board.



“
The customer achieved an instant return on investment by combining their existing gas detection lease program with fleet management”, says Ted Duffield, Trakopolis CRO. “And they are realizing much greater value from the combined solution than they were individually.”

Trakopolis managed the full enterprise rollout, connecting more than 1300 workers in fewer than 100 days. Working within the schedules of all parties, including Honeywell, we handled every aspect of the project including the decommissioning and removal of the existing equipment and the installation and activation of the ConneXt LoneWorker solution. Using the customer's proprietary GIS maps, Trakopolis uploaded 30,000 geo-fences to provide the operational context to disparate geographic points, and monitors three quarters of a million data points each day, tying them into Microsoft Power BI for advanced analysis and business intelligence.

4 | SNAPSHOT

Date: 2016

Customer: Large energy company

Industry: Energy

Solution: ConneXt LoneWorker with fleet management and MS Power BI

Requirements

- Best-in-class lone worker safety monitoring
- Connected gas detection and reporting
- Vendor-managed rollout

Trakopolis Solution

- ConneXt LoneWorker with 1400 Honeywell gas monitoring devices
- Real-time gas level monitoring and alerts
- Cellular and satellite transmission and GPS localization
- Location and device-specific gas readings with geo-fencing capabilities
- Full fleet management system

Results

- Enterprise-grade solution enhancing worker safety, user-based reporting and operational excellence
- 35% cost savings achieved by consolidating systems
- Advanced analytics and reporting using Microsoft Power BI