DELTA
INTEGRATED SYSTEMS

DIGITAL MONITORING
YOUR GUIDE TO MAKING THE CHANGE

How to use fail-safe, real-time technology to monitor your facility's assets and raise alerts

CHANGE ISN'T COMING. IT'S HERE.

If you're responsible for the smooth running of your business's facilities, then you'll be aware of the global trend towards digital monitoring. This replaces older technology that relies on physically connecting alarms and controls by running wire between them, or checking an asset's status by visually inspecting a gauge or meter.

This shift – like all significant changes to our industry – will alter the playing field.

Some companies will adapt to the change and win. Others will resist – sticking to the 'traditional' ways and find it harder to compete as their margins are swallowed up by maintaining ageing processes.

IS YOUR ORGANISATION AN 'ADAPTER' OR A 'RESISTER'?

DIGITAL MONITORING AT A GLANCE

- **SAVES COSTS** by eliminating the physical wiring needed to monitor several assets
- **HIGHEST PEACE OF MIND** for asset management, using a self-healing network that allows data to easily be rerouted through other nodes if one ever goes offline
- **EASY TO CUSTOMISE** software and portable hardware design makes this system easy to implement on remote and hazardous sites

The reliable, fail-safe way to monitor:

- Flame detectors
- Smoke alarms
- Sprinkler pressure valves
- Security alarms
- Motion sensors
- Gas detectors
- Temperature
- Humidity
- Open/closed doors
- Machinery status

Industries that stand to benefit the most from digital monitoring:

- Mining
- Oil & gas
- Heavy industry
- Petrochemical
- Food processing
- Emergency services
- Data centres
- Stadiums
- Warehouse storage and logistics

THE POSITIVES THAT DIGITAL MONITORING CAN DELIVER

Ideal for workplace health and safety restrictions Digital monitoring means that your business's assets can be monitored from any location with an internet connection; perfect for businesses that need to enact work-from-home rules or social distancing.

Cost savings By eliminating the physical wiring needed to connect a sensor to the central hub, the cost of labour and materials is drastically reduced.

Better compliance The data recorded in digital logs create an audit trail that can't be tampered with, limiting your liability.

Freeing up personnel Staff no longer need to be confined to a control room; monitoring can take place in any office, or in the field.

Perfect for remote or unattended sites Sensor placement isn't restricted by proximity to power sources or a control hub; they can go anywhere, and be checked anytime.

Replaces manual inspection Sensors can detect physical state changes, ending the requirement for personnel to travel to visually inspect asset environments.

Fast to implement Sensors can be installed in a single visit.

Minimum training required The user interface is intuitive and doesn't require any specialised industry knowledge to learn.

Tailored to you Easily customisable software is set up to match your business's specific needs.

Full after-sales support service Call on our team when you're planning refinements or expansions to your digital monitoring suite.

EASILY CUSTOMISABLE SOFTWARE IS SET UP TO MATCH YOUR BUSINESS'S SPECIFIC NEEDS.

HOW DIGITAL MONITORING WORKS

POINT TO POINT

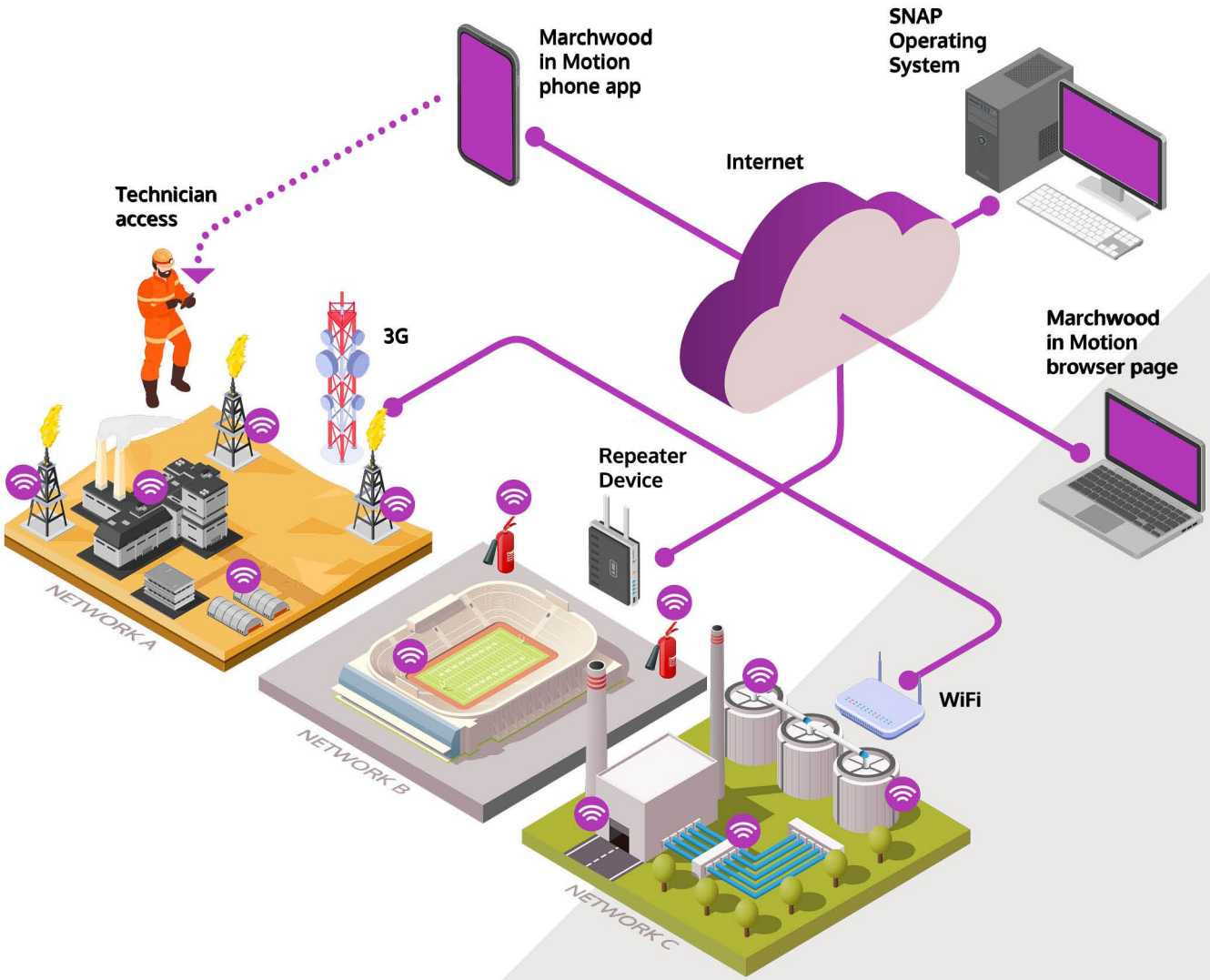
- Individual sensors are mounted in selected locations
- Depending on site requirements, sensors are wireless or hardwired
- Wireless sensors transmit over WiFi networks
- Physically distant sensors transmit to repeater devices to boost signal strength

SNAP MESH NETWORK

- SNAP operating system is a wireless self-healing mesh network that collects and transmits information critical to incident management

SOFTWARE

- The software modules provide complete reporting and incident management, increasing efficiency, saving on manpower and eliminating human error
- Perform work site pre-planning, equipment status monitoring and alarm reporting with the incident management system
- Capture accurate data for – and during – predictive, scheduled and emergency maintenance with the NFPA compliant maintenance system
- Access data on who is working on your equipment and if it is done properly with the permit-to-work system
- Monitor individual sites with the Marchwood webserver system and multi-sites globally with the Marchwood in Motion system



SUCCESS STORIES

1 **Cutting false alarms.** A national UK Fire and Rescue operation wished to minimise the costs associated with 'responding to false alarms'. Typically 97% of all alarms received were categorised as 'unwanted' as there was no actual fire. After implementing a digital monitoring suite, the company estimates it has eliminated between 50% and 80% of its unwanted alarms, which relates to between 40,000 and 70,000 turn outs. The monetary savings are expected to run into millions.

2 **A better way to monitor remote mining sites**. An unmanned mine site in a remote part of Australia had no practical solution to connect local fire alarm panels and valves to a fire alarm network. There was no means of alerting anyone to the event of an alarm or fault on the site. The digital solution allowed the connection of disparate fire alarm panels, valves and other hardware onto a "one platform" IIOT solution that the site operator will soon roll out on 30+ sites in Australia. The operator has stated that the ease of installation and the flexibility of the software has allowed them to be more efficient.

3 **Slashing project costs.** A USA-based steel plant wished to monitor 12 points in a hostile environment within their facility. The original budget for this project was set at USD$400,000. The cable costs alone over ran this budget without the inclusion of any installation or equipment costs. By implementing digital monitoring, only 75% of the planned budget was required and allowed the field device coverage to be increased from the original 12 to 36 devices.

NEXT STEPS

- **Download our fact sheet**
- **Contact us to arrange your free site survey**

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