

Major Win – GraceSense™ Wireless Deployment in **Consumer Packaged Goods (CPG)** Facility

Outstanding feedback from a **CPG facility** currently evaluating GraceSense™, and it highlights a major competitive advantage: the **ease, speed, and success** of deploying our **wireless vibration monitoring system** compared to traditional wired solutions. This testimonial is a powerful proof point and could be instrumental in winning future business.

Customer Success Story: Fast, Frictionless Wireless Deployment

Overview:

An Electrical Engineer at a **CPG facility** led a project deploying 30 GraceSense wireless vibration sensors. His feedback was clear: the deployment was seamless, fast, and well-received across the site.

Key Outcomes

1. Fast & Frictionless Deployment

- The process was smooth and efficient.

“We were high-fiving at the end of the day. It was great!”

- The system was installed without disruption, enabling immediate monitoring and performance gains.

2. Cross-Department Excitement

- The wireless install sparked strong interest across multiple departments.
- Internal demos are now being conducted to increase visibility and buy-in across the plant.

3. Wired vs. Wireless: A Clear Contrast

- A portion of the project involved wired accelerometers from a competitor due to internal pressure.
- That section faced delays due to wire routing, drilling, and cabling.

“I wish I hadn’t listened to them and hadn’t touched the wired system. I would have put wireless everywhere!”

- The engineer now actively discourages wired installs and champions full wireless adoption.

4. Scalability & Future Expansion

- Other departments are exploring additional deployments.
- The solution is viewed as scalable across multiple locations in this **CPG** company.

5. Customer Advocacy

- The project lead is willing to speak with other facilities and GraceSense prospects.
- He has become a strong internal advocate and trusted reference.

Bonus Use Case: Predictive Insights in Action

In a separate deployment, another facility using GraceSense detected a **motor bearing failure weeks in advance** via vibration data—**before** temperature showed abnormalities.

Impact:

- Expanded from 4 to 12 monitored motors
- Upgraded legacy sensors to GraceSense VBTx
- Established a routine data review process
- Gained confidence in alarm thresholds and condition-based maintenance

Even passive monitoring provided clear, actionable insights—and helped prevent a major failure.

Key Takeaways for Sales & Channel Teams

1. Wireless deployments = **faster time to value**
2. No drilling/cabling = **lower labor costs and minimal disruption**
3. Early success leads to **internal adoption and cross-functional support**
4. Side-by-side pilots highlight a **clear win over wired solutions**
5. Real-world wins create **customer advocates and reference users**
6. Early failure detection = **reduced downtime, lower risk, and strong ROI**

Let's use this story to drive new conversations, reinforce our value proposition, and accelerate adoption—**especially** when customers are comparing wired vs. wireless options.

If you'd like help tailoring this success story for a specific opportunity, let us know.
Huge thanks to everyone helping make these wins happen.

Let's keep the momentum going!