

 Overview

The goal is to provide customers with credible, data-informed ROI estimates based on:

- Real-world performance of GraceSense (observed improvements),
 - Use case maturity (how far along a customer is in their predictive maintenance journey),
 - Asset criticality and downtime impact,
 - Cost savings in labor, parts, and unplanned outages.
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 Step-by-Step ROI Projection Process

Step 1: Establish Use Case Profile

Inputs Needed:

- Facility type and size
- Number/type of monitored assets
- Existing maintenance strategy (Reactive, Preventive, Predictive)
- GraceSense deployment stage (Pilot, Early Expansion, Mature Deployment)

Classification Tiers:

Tier	Description	Examples
T1	Pilot – Early Data, 1–5% asset coverage	Small # of sensors, <3 months deployed
T2	Partial Deployment – Value Observed	10–40% coverage, some insights used
T3	Strategic – Maintenance Integration	50–100% coverage, part of SOPs

Step 2: Gather Baseline Operational Metrics

Customer-Provided or Estimated:

- Hourly downtime cost per asset/line
 - Historical failure frequency per asset type
 - Mean Time Between Failure (MTBF)
 - Labor hours per maintenance event
 - Equipment replacement or rebuild cost
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Step 3: Apply Observed Improvements

Use real customer examples or data from similar facilities to model improvements.

Example KPIs From GraceSense Users:

-  30–60% reduction in reactive maintenance calls
 -  20–40% increase in Mean Time Between Failures (MTBF)
 -  2–4 hours of technician time saved per issue identified early
 -  1–2 failures avoided per monitored asset annually
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Step 4: Calculate ROI Impact

Use a **standardized ROI Calculator** (spreadsheet or form) that multiplies:

$$\begin{aligned} \text{ROI (\$)} = & (\text{Failures Avoided} \times \text{Downtime Cost per Hour} \times \text{Avg Downtime per Event}) \\ & + (\text{Labor Hours Saved} \times \text{Hourly Rate}) \\ & + (\text{Maintenance Cost Reduction \%} \times \text{Historical Annual Maintenance Cost}) \end{aligned}$$

Step 5: Provide ROI Summary Format

 GraceSense ROI Summary Sheet (1-Pager Format)

Facility Name: [Customer Name]
Site Location: [City, State]
GraceSense Coverage: [# Sensors] on [# Assets]
Use Case Maturity: T1 / T2 / T3
Monitoring Start Date: [MM/YYYY]

 ROI Breakdown:

Metric	Value
Downtime Cost per Hour	[\$[X,000]
Avg Failure Avoided per Asset	[X] / year
Labor Hours Saved / Month	[X] hrs
MTBF Improvement	+[X]%
Payback Period	[X] Months
ROI over 12 Months	[X]% or \$[X,000]

 Summary:

“GraceSense helped [Customer] avoid [X] failures in the past [Y] months, reducing unplanned downtime and increasing technician efficiency. Projected 12-month ROI is [Z]%, with breakeven reached within [X] months.”