Predictive Maintenance Playbook for Manufacturers

Created by: www.infogion.com

1. Comparison of Predictive Maintenance Startups for Manufacturers

Startup	Pricing Model	Best For	Not Ideal For	Key Differentiator
Augury	Asset-based (sensor kits + tiered AI)	Factories with pumps, motors, conveyors	Factories with fewer than ~10 assets	Fast ROI, plug-and-play hardware + AI
Factory AI	Freemium + $35/user/month	Small plants wanting simple alert systems	Complex machinery with deep model needs	Low-cost entry, tight CMMS integration
Uptime AI	Pilot <$10k, then asset-based	Shops with 50–200 machines	Very small or very large plants	Turnkey IoT kit + early failure detection at scale
Uptake	Asset-based, scalable	Manufacturers with diverse equipment types	Ultra-small shops (few assets)	800+ asset types pre-modeled in a few weeks
Seebo	Line-based licensing	Process-driven manufacturing (cement, food)	Discrete or one-off factories	Simulation-based alerts, no deep AI needed
Senseye	Asset licensing	Plants with varied gearboxes, fans	Bare-bones operations	“ML made easy” with cloud analytics + alert system
Braincube	Asset/plant subscription	Factories tracking OEE and performance KPIs	Single-line shops without analytics	Multi-metric dashboard with ERP/maintenance integration
Augmentir	User-license + AI assistant	Electronics or complex assembly plants	Simple mechanical setups	On-the-job AR/voice tech for frontline teams
Fero Labs	<$200/machine/month	Food, packaging, consumer goods plants	Very large plants (>200 machines)	Low-cost, sensor-agnostic, fast setup
Sight Machine	Subscription per plant	Multi-echelon manufacturers & OEMs	Single small factory setups	Cross-plant performance visibility and failure alerts

2. ROI Estimation Table for Manufacturers

Metric	Example Value	Notes / Inputs	Calculation	Result (USD)
Machines Monitored	20	Total number of assets	–	–
Unplanned Downtime Events Avoided	2	Based on historical average	–	–
Avg Downtime per Event (hours)	3	Typical repair or replacement time	–	–
Downtime Cost per Hour	1000	Includes lost output, labor, energy	–	–
Downtime Savings	–	(Events × Hours × Cost per Hour)	**2 × 3 × 1000**	6000
Energy Efficiency Gain (%)	0.05	Estimate after optimized operations	**Assume $4,000/mo baseline energy**	200
Reduction in Spare Parts Usage (%)	0.1	Predictive alerts reduce urgent failures	**Assume $1,500/mo baseline**	150
Maintenance Overtime Reduced (hrs)	10	Fewer emergency shifts	**Avg $40/hour**	400
Manual Inspections Saved (per month)	8	Weekly checks automated	**$50 each**	400
Total Cost Savings	–	Sum of all above	**$6,000 + $200 + $150 + $400 + $400**	7150
Monthly Software Subscription	1500	From vendor pricing	–	-1500
Hardware/Sensor Cost (Amortized)	500	Divide setup cost over 12 months	–	-500
Internal Team Time (Estimation)	300	Monitoring and report time (est.)	–	-300
Total Monthly Cost	–	Sum of all costs	**$1,500 + $500 + $300**	2300
Net Monthly Savings	–	Cost Savings – Total Cost	**$7,150 – $2,300**	4850

3. Predictive Maintenance Vendor Evaluation Scorecard

Evaluation Criteria	Weight (%)	Score (1–10)	Weighted Score
Clear pricing and billing structure	20%		
Ease of integrating with your machines	15%		
Sensor compatibility (BYO sensors?)	10%		
Dashboard usability (non-tech friendly)	10%		
Alert accuracy (false positives?)	15%		
Support response time	10%		
Pilot option before full contract	10%		
Case studies in similar-sized factories	10%		
TOTAL	100%		

Weighted Score = Score (1–10) × Weight % ÷ 100

✅ Predictive Maintenance Implementation Checklist

🧩 Phase 1: Strategy & Planning

- ☐ Identify target machines or processes for predictive maintenance
- ☐ Collect baseline data on current downtime, maintenance costs, and inspection frequency
- ☐ Define key performance indicators (KPIs): uptime %, MTBF, maintenance hours saved, etc.
- ☐ Get buy-in from plant managers, technicians, and IT team
- ☐ Prepare budget estimate (hardware, software, training, integration)

🔧 Phase 2: Vendor Shortlisting

- ☐ Compare at least 3 vendors based on integration ease, cost, and local support
- ☐ Check for compatibility with existing sensors or requirement of new ones
- ☐ Request demo or pilot using your machine data
- ☐ Evaluate vendor transparency (how alerts are generated, who owns the data)
- ☐ Review client case studies from similar factory sizes

🛠️ Phase 3: Setup & Integration

- ☐ Install sensors (if needed) and verify data flow
- ☐ Connect software to existing SCADA/MES/ERP systems
- ☐ Configure alert thresholds, notification channels, and dashboard views
- ☐ Assign internal owner/team for ongoing monitoring
- ☐ Document SOPs for what happens when an alert is triggered

---

📈 Phase 4: Testing & Optimization

- ☐ Run system in observation mode for 2–4 weeks

- ☐ Validate first few alerts manually to avoid false positives
- ☐ Fine-tune thresholds, models, or sensor placement
- ☐ Compare system insights against actual breakdowns or maintenance logs

---

🔄 Phase 5: Scale & Review

- ☐ Conduct monthly review of KPIs vs baseline
- ☐ Train frontline technicians on dashboard usage
- ☐ Scale the solution to other lines or factories
- ☐ Build a feedback loop with vendor for support or feature upgrades
- ☐ Document savings, improvements, and share wins internally