



INNOVATION AWARDS



Stand n° 5b FG 023



Earthmoving & Demolition
Components & Accessories
Award

DMIC

UBIWAN@SMART | Connected
management solution for construction
machinery and equipment

Category (ies)

- Earthmoving & Demolition
 - Components and Accessories
- Roads, Minerals & Foundations
 - Components and Accessories
- Lifting, Handling & Transportation
 - Components and Accessories
- Buildings & Concrete Sector
 - Components and Accessories

DESCRIPTION

UBIWAN@SMART enables to reveal, real-time, location, usage and availability of each and every outdoor construction machinery and equipment. Even when the asset has no proper or continuous power supply, what was not possible so far.

This innovation is mainly based on the introduction of LoRa technology (low-range / low-energy) within the geolocation device, boosted by a secret firmware, and the development of a really smart, easy-to-use and collaborative app.

With UBIWAN@SMART: Optimize the global use of equipment on different sites - Decrease time to find it - Simplify equipment scoring and assignment - Collaborate directly and efficiently - Lower and control the resort to rental - Reduce the TCO (Total Cost of Ownership)

OPERATING PRINCIPLE

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UBIWAN®SMART is a full web app, available on any device connected to Internet (PC, Tablet Computer, Smartphone...). It enables to reveal location and activity of each and every asset equipped with UBISPOT®3 device. UBIWAN®SMART is particularly easy to learn and use, thanks to its ergonomics and performance, especially in retrieval of data and map display.

UBIWAN®SMART also enables agents in the field to release any asset, by a simple touch on the screen.

More details:

With UBIWAN®SMART, you can see immediately on a map where your assets are. You can also find them classified by department, construction site, ID or key-word.

Each asset description sheet gives you at a glance its availability (currently used or not) -which you can modify by a simple touch-, use rate and last movements.

You can also modify this description sheet (Picture, Internal ID/Registration, Product Class, Department, Purchase price...) and give some use objectives which will be automatically and visually reported on the "use rate" KPI.

You can create alerts when your asset is used outside a geographic zone or time window, too.

You have complete latitude to manage user rights and define equipment segmentation.

All data available in UBIWAN®SMART can be transferred in your ERP/BIM through APIs.

UBISPOT®3 device includes GNSS/GPRS/LoRa™ and a movement detector. UBISPOT®3 is inviolable and designed to resist in outdoor environments. It is self-powered for 5 years and is ready to use without installation.

Innovation presented before its market launch : No

Market launch date : 01/01/2018

Country : France

References :

- Confidentiel

Naval

Équipement d'un parc de 130 nacelles élévatrices pour remplacer le pointage manuel hebdomadaire (coûteux et ponctuel donc inefficace) par un système permettant de savoir en temps réel où se trouvent les nacelles, y compris pour les équipes sur le chantier (où se trouve la plus proche ?), et connaître les temps d'usage effectifs des nacelles afin d'optimiser la taille du parc (parc en location) .

- REGAZ

Réseau Gaz Bordeaux Métropole / Gironde

France

Équipement des tourets, remorques et postes à souder à des fins de localisation et de traçabilité sur les chantiers du réseau.

Problématiques adressées : optimiser la logistique, diminuer les temps passés en recherche des matériels, tracer l'utilisation des matériels et localiser précisément les points d'intervention des matériels sur le réseau de gaz.

- Groupe Cassous

Divers sites en Aquitaine

France

Équipement des engins et matériels utilisés dans le cadre des activités BTP très variées du groupe Cassous (fondations, terrassement, maçonnerie, démolition...), en vue de la remontée d'informations dans Salesforce (360) et de la mutualisation des ressources entre toutes les agences indépendantes du groupe.

Comply with European Union standards and regulations : Yes

Soleau envelope : Yes

Patent registration : No

TECHNICAL DESIGN AND TECHNOLOGY USED

UBIWAN@SMART improves productivity: you know exactly where your outdoor assets are and what they are doing. This is possible thanks to a smart, 5 years self-powered device: UBISPOT@3.

- The integration of LoRa technology (low-range, low-power) and of a secret firmware enables us to propose a business model which did not exist so far for assets used outdoor, not self-powered and/or with a far under <5K initial value.
- This ability to equip almost all assets gives a more exhaustive view of global activity, thus of equipment real output.
- Robust and tamper-proof design of UBISPOT@3 is also a first on the IoT market, considering outdoor and professional use issues.

UBIWAN@SMART levels up the global performance of your teams, thanks to a collaborative and intuitive app, accessible through any device connected to Internet.

- Data are broadened by the action of field workers,
- Site managers and foremen become more autonomous and efficient thanks to permanent access to rich data and KPI

ECONOMY

When using UBIWAN@SMART:

- Reduce time allocated to inventories and equipment search
- Automate scorings
- Control and lower the resort to rental
- Improve assets use rate
- Benefit from a genuine tool for supporting decision-making when it comes to renew the stock of assets and to price it
- Reduce the number of construction machinery and equipment
- Reduce staff turnover / Retain skilled employees

And benefit from a 149% ROI!

(Result given for a 200 assets base - average value of 4500/unit)

OPERATION

UBIWAN@SMART contributes to improve significantly work quality by reducing time spent in equipment search and by automating and accelerating off-putting and repetitive tasks (such as scoring usage time, making equipment available, connecting usage time to a construction site, daily multiple phone calls etc.).

Reliability of data feedback (especially usage time, geolocation and KPI), and ability to exploit them as they are or to integrate them in your ERP (through APIs) allows to take better risk management decisions and to charge the right costs to the right construction sites.

The accurate knowledge of available assets alongside a worksite enables faster decision making in the field and to lower the resort to rental.

USE

UBIWAN@SMART improves the daily experience of your company staff, and in particular helps to:

- Reduce stress related to equipment search (time spent on phone and on the field)
- Reduce managerial pressure, thanks to real-time information visibility and better performance induced by the use of UBIWAN@SMART solution.
- Improve confidence between the stakeholders involved in the production process (managers, employees but also customers, where relevant), thanks to movements and equipment activity tracking.
- Give better valuing and pride of one's work, through decrease of boring tasks (search, scoring...) replaced by added-value contributions and actions (decision making thanks to data available in UBIWAN@SMART)

Moreover, providing digital and advanced tools to employees constitutes a real and differentiating HR loyalty-building lever.

ENVIRONMENTAL PROTECTION

By using UBIWAN®SMART, companies reduce their environmental footprint, many ways:

- By locating the nearest resource
- = Less energy expenses on asset transfers
- By improving the use rate of your current equipment
- = Less additional equipment consumption
- By optimizing maintenance process
- = Less energy and materials consumption (higher environmental cost of breakdowns vs preventive maintenance).
- = Extended life-cycle of material assets

ADDITIONAL INFORMATION

UBIWAN® and UBISPOT® are registered trademarks.
Patent pending.