



# GREAT DANE

## Transitioning Transportation

Driving Data and Workforce Mobilization:  
A Migration to Maximo and MxMobile





**GREAT DANE**

## The Overview

### Decades of Dedication...

With roots in early 20th century manufacturing, Great Dane began as a pioneer in sheet metal fabricating. From there they evolved to designing the original long haul freight trailers and then the first refrigerated cargo. As visionaries of progressive industry solutions, Great Dane remains a premier transportation solutions company due to their modern and technologically advanced developments. Great Dane's management strives to be innovators and early adopters of relevant proven technologies that can enhance and better serve its products and customers.



Smart technology paired with state-of-the-art equipment design enhances the strength of their fleet while minimizing bulk and weight. This focus on energy conscious design is what sets Great Dane apart from competitors. Along with manufacturing superiority, Great Dane continues the push to become a premier goods mobility company. Technology and information are leading the campaign toward

this goal. Data is used to educate their customers' on all aspects of transportation logistics and information.



## The Challenge

- Implement a digital EAM system and launch a compatible mobile solution.

## The Solution

- Choosing Maximo as the EAM gold standard system and beginning the implementation process
- Picking MxMobile as an effective, user-friendly mobility solution to pair with Maximo

## The Results

- A sophisticated EAM system coupled with an innovative mobile solution
- Increased efficiency and accuracy
- A future goal of condition and predictive monitoring
- Improved data



Great Dane needed an EAM solution. Many of their facilities were still relying on dated and error-prone methods of maintenance practices and data capture. After stringent due diligence searching for the right EAM solution, Great Dane chose Projotech and their Maximo as a Service (MaaS) environment. Providing unparalleled technical support, safety and reliability Projotech's MaaS cloud instance of Maximo allows Great Dane flexibility to design Maximo to best serve their requirements as well as their need to scale. From there, the pathway to developing it as a corporate wide solution began.

Before the nuts and bolts of software implementation could begin, a lot of heavy hitting functional work had to be done. Frameworks, SOPs and KPIs had to be defined and agreed upon in order to capture the right data at the right time. The process was critical to truly realizing the most value from their Maximo investment. With the data defined and the statistical references now easy to recognize and measure, the Maximo phase of Great Dane's digital transformation of its maintenance program began.

Once Maximo was well established at a few of their sites, management knew it was best to couple the radical shift to Maximo with the right mobile solution so that all data collection methods could be equally agreed upon from the start.





## Mobility

Realizing that after an extensive roll out of Maximo their techs were still using paper on their travel tasks, Great Dane set about adopting a mobile solution. With an ongoing investment in the expansion of their Maximo system to additional sites, mobile had to jump tough hurdles to justify adding it to the scope. After doing their homework and meeting with leading mobile solutions they knew they needed a solution that was:



- Easy to use
- Cost effective to implement
- Provides immediate value

MxMobile was that solution. It proved to be the fastest, cleanest and most cost-effective of all the solutions that were considered. Simplicity was key to getting early and quick adoption by both tech-savvy and tech-wary users.

Beginning with a fresh, simple interface allowed Great Dane to build MxMobile up to what they wanted for their users. Other solutions with overwhelming options on the start view required heavy editing to limit users' views and avoid confusion or user error. In the end, Great Dane's techs appreciated the uncluttered look of MxMobile and the straightforward training.





**GREAT DANE**

# The Implementation

Once Great Dane determined that MxMobile would become their Maximo mobile solution, the process of implementing began. Though techs could log in and use it from day one, Great Dane needed some tailoring to the views and certain functionality to get the most value out of their mobile investment.

## 1st Rollout

Management decided the best starting point for MxMobile was at their newest plant in Indiana. A modern robotics facility, many of the users were naturally tech confident. The rollout was quick with immediate success regarding adoption and effectiveness.



## 2nd Rollout

With the success of the 1st rollout, the team focused on establishing mobile at an older plant where workers were still gathering data on pen and paper. Twelve techs were trying to share one computer for all the data input needs. They were excited to adopt a solution that was so effective and easy to use. Their efficiencies skyrocketed cutting task time in half and

generally making the workday easier. The unencumbered screen views made using the apps simple and required almost no training given the intuitive nature of the interface. The technology didn't overwhelm workers.

# The Results

In the end, MxMobile allowed for a timely adoption into the Great Dane workday. The simplicity of the product coupled with tailored functionalities created a winning rollout.

The key highlights for Great Dane are:

- Quick data capturing
- No need for other apps or tools on the mobile devices
- Significant increase in efficiencies – in both time saving and reducing errors
- The voice-to-text feature is a favorite. The techs love not having to type out long paragraphs on mobile devices.
- Taking full advantage of the MxWork functionalities





# The Future

New rollouts of MxMobile at Great Dane are scheduled to follow the path of Maximo expansion throughout different sites. Given the success of MxWork, Great Dane is starting to onboard the MxMobile inventory apps, MxReceive and MxCount. As each plant operates slightly different than the other, the rolls outs will be performed on a case-by-case basis to ensure that they are met with success.

## **The Takeaway**

Having strong partners like Projotech and A3J Group was a big positive. Exceptional synergies at both organizations helped keep Great Dane's management from becoming the middleman. If issues arose, A3J Group and Projotech worked together like seasoned partners to expedite the issues and implement requests. Due to the flexible nature of both companies' technology structures, everything was highly configurable, allowing Great Dane to get exactly what they needed from their mobile solution.

## **Customer Satisfaction**

The adage: "No news is good news."

As mentioned from one of the leading managers to push for mobile, "the best compliment that can be given is that all levels of the organization are happy and have no issues to speak of."