

# Motor Grader Machine Monitoring How Satellites Help Us

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# Introduction & Overview

- 8 years mobile technology experience
- 2 years at RDO Equipment Co.
- How tech is changing the industry
- Benefits of telematics
- Implementation

# Terms & Definitions

- Telematics: technology to remotely collect, send, & receive information
- AKA: telemetry, Internet of Things (IoT), machine to machine (M2M)
- Examples: JDLINK (John Deere), VisionLink (Cat)
- 3 components: Device, Network, Application





# How Does It Work?





# Accelerating Technology

## The Pace of Change:

### Time to 50 Million Users:

Radio: 38 Years

TV: 13 Years

**Web: 4 Years**

### Time to Reach 40% of US Households:

Telephone: 39 Years

**Smartphone: 10 Years**

**91%** of adults have their mobile phone within **arm's reach 24** hours per day

**90%** of text messages are read within **3** minutes

Google uses over **1 Million** computers

They process over **1 Billion** search requests – **per day**

**51%** of Internet traffic is “non-human”  
aka “Machine to Machine” (M2M), Telematics, Telemetry



# Accelerating Technology

GIVEN THE PACE OF  
TECHNOLOGY, I PROPOSE  
WE LEAVE MATH TO THE  
MACHINES AND GO PLAY  
OUTSIDE.



# Equipment Evolution

## Mechanization Era

- Bigger
- Faster
- Stronger

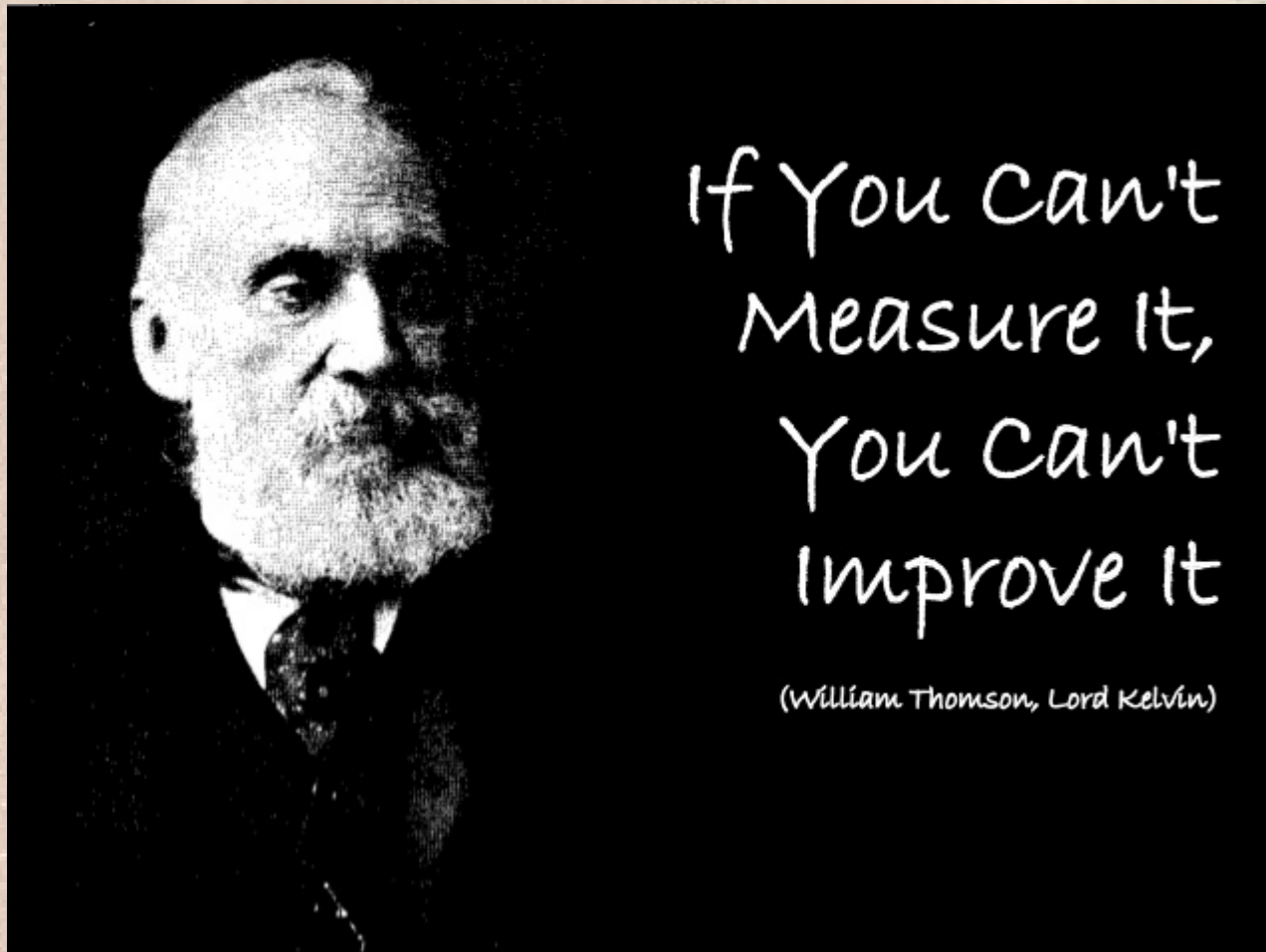


## Automation Era

- Easier
- Smarter
- Precise



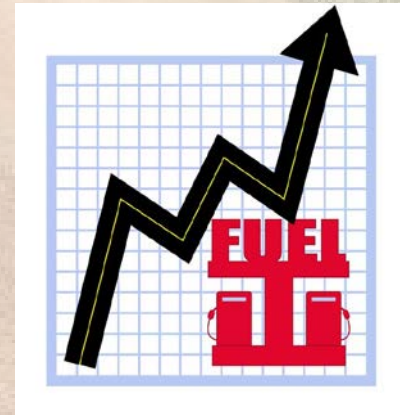
# Why Telematics?





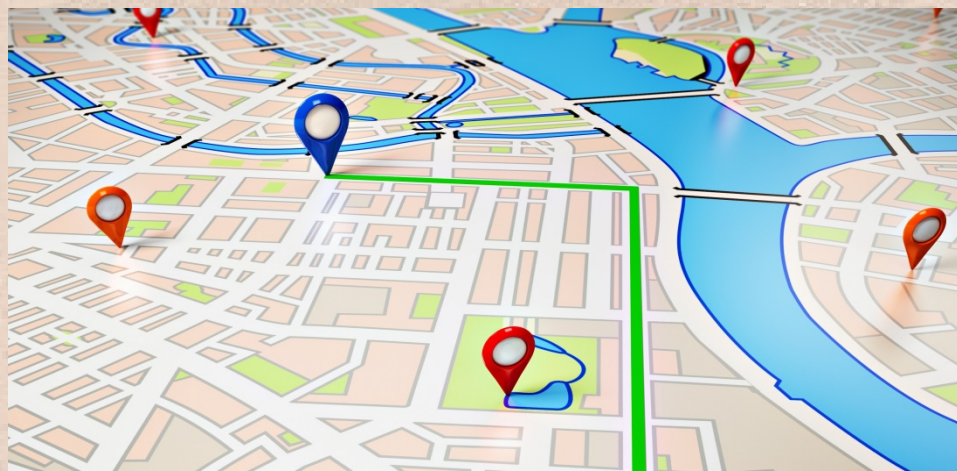
# Why Telematics?

- Maximize Uptime
- Maintenance Scheduling
- Fuel Cost Management
- Warranty & lease impacts



# Why Telematics?

- Operator Training
- Operator Safety
- Resident Satisfaction





# Mixed Fleet

- AEMP Standards
- OEM and 3<sup>rd</sup> Party
- Single Sign On

USERNAME  
PASSWORD  
USERNAME  
PASSWORD  
USERNAME  
PASSWORD  
USERNAME  
PASSWORD

# Where Do We Start?

- Talk with your dealer
  - Mythbusters
- Develop policies and goals
- Roll out initiatives
- “Clean slate”

THERE'S ONLY  
ONE WAY  
TO EAT AN  
ELEPHANT:  
A BITE  
AT A TIME.





# Summary

- Technology is changing the industry
- Telematics are a valuable tool:
  - Organization
  - Operators
  - Residents
- Leverage OEM systems and grow

# Questions?

For system specific details, please,  
stop by the RDO Equipment Co.  
and Butler Machinery booths.



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