

WE  
**DESIGN,**  
WE  
**DELIVER**

**GreyLogix**



## **Why GreyLogix?**

- Brazilian Engineering
- 260 employees
- 18 Years
- 6 Units in Brazil e 1 in USA
- Largest Siemens Solution Partner in Brazil
- The Only CSIA Certified in Brazil

SUCCESS CASE

GreyLogix

HYDAC

# USD 3 Million Gained in 18 Months

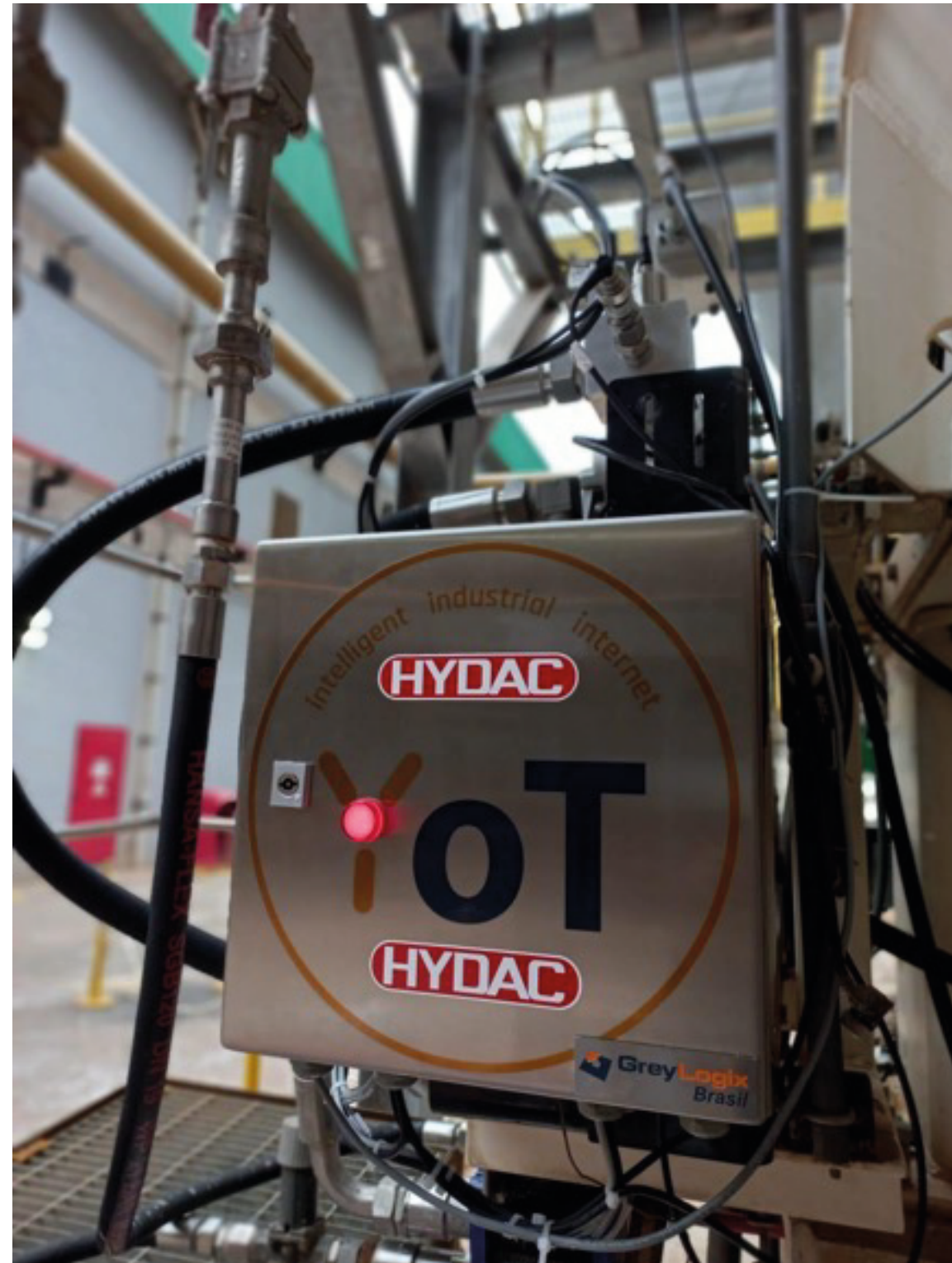
## Problem Unplanned Downtime

Preventive maintenance based on statistical data alone cannot eliminate unplanned downtime. Equipment downtime results in significant financial losses.



Founded in 1963 in Germany, HYDAC has over 10,000 employees in 50 countries and is a specialist in hydraulic systems.

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## Solution

### YoT - Intelligent Industrial Internet of Things

The four hydraulic units of the EUCA reducers at Klabin's Ortigueira plant are now equipped with sensors integrated into an analytical software system that uses Artificial Intelligence to analyze particles, temperature, and hydraulic system pressure. It sends real-time alerts to teams via WhatsApp, Telegram, and email.

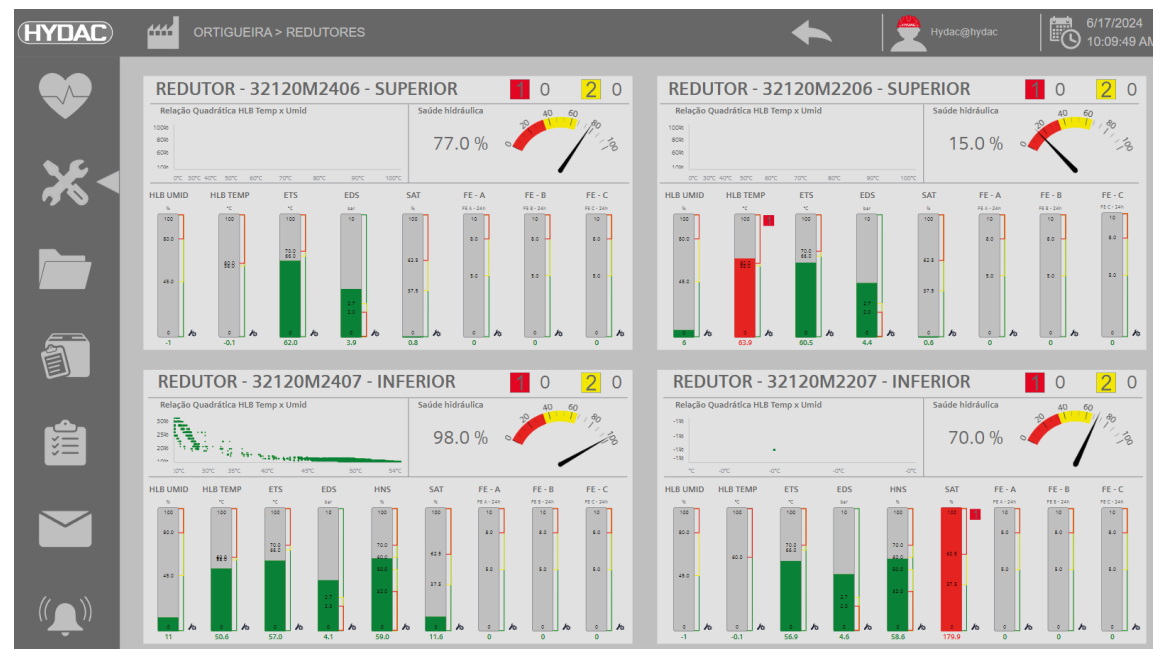
## Results

### 4 Downtimes Prevented in 18 Months

Maintenance is now predictive and data-driven. Over an 18-month period, four equipment shutdowns were avoided, resulting in savings of over USD 3 Million.

Case 1: A pressure loss was detected due to a pump issue. An external pump was installed as a temporary solution while a replacement was shipped from Germany, which took 90 days. The factory operated reliably during this period, with full team confidence supported by real-time system parameter analysis.

Case 2: Three downtimes were avoided at the heat exchanger due to early detection of: a stuck feed valve, manual valve left closed, and hose reversal during reassembly. These issues were identified in advance, preventing over 24 hours of downtime.



SUCCESS CASE



# 10% Energy Savings

## Problem

### Losses and Environmental Control

The lack of visibility into consumption points and failure to identify losses made cost management difficult, resulting in low energy efficiency and limited environmental control.



IGC is a soluble coffee producer and exports to over 50 countries.

# Solution

## YoT - Intelligent Industrial Internet of Things

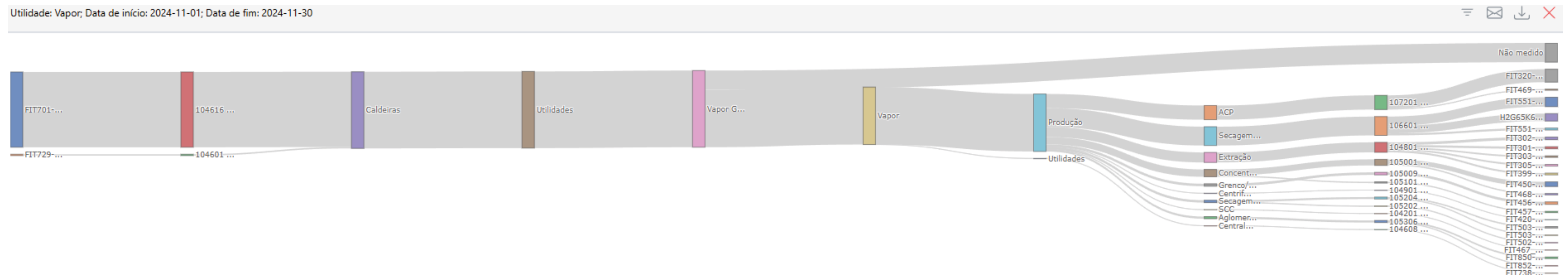
All equipment and inputs are now connected through sensors and a platform that continuously monitors assets, with cloud-based data and automated insights.



## Results

### Cost Management and Efficiency Improvement

It is now possible to measure the consumption of all inputs at each stage of the process through intuitive dashboards. This enabled a 7% cost reduction in steam generation simply by identifying losses in input quality and introducing predictive maintenance. Additionally, losses in water, steam, and energy were identified at various stages of the process. The plant achieved a 10% reduction in energy costs.



SUCCESS CASE

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# Increased Equipment Productivity

## Problem

### Asset Monitoring and Predictive Analysis

Fey Metallurgy has a complex industrial process, with hundreds of pieces of equipment, workflows, and inputs. Production planning, cost control, and downtime prevention were inefficient processes.



Has been operating in the automotive supply chain component sector for over 50 years, with a monthly production of 3,000 tons and a built area of 40,000 m<sup>2</sup>.

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## Solution

### YoT - Intelligent Industrial Internet of Things

All equipment is now connected through hardware and software, integrated into a platform that constantly monitors assets with cloud-based data and automated insights.

## Results Equipment Availability

It is now possible to anticipate failures, detect input shortages, and control costs. We have reduced the maintenance team's response time and implemented predictive downtime planning based on real-time data instead of statistics, resulting in increased equipment availability. The factory produces more, management has greater cost visibility, and the business gains efficiency.



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