**Maximizing Efficiency with Redlist and SAP: A Guide to Streamlining Maintenance Operations**

**Dallen Davenport**

Welcome for those who are joining us right now. I'm excited to have you here today with us. We'll probably just give it a few more seconds before we hit it right on the dot and we'll get rolling, but we are.

**Richard Fitzharris**

Thank you for joining everybody.

**Dallen Davenport**

Okay, everyone. Thank you so much. We are excited to have you on this awesome webinar. My name is Dallen. We'll do some introductions here in a minute, but. I have Rich. It's pat or sorry. Did I say that right? Fitz Harris. It's FitzHarris with me today. From Artha Solutions for, today's webinar. So just as to kinda kick things off as a reminder, our topic today will be covering maximizing efficiency with Redlist and SAP. I will say in general too, that the ERP world is really what we're excited about hitting, and making sure that all of you can have some awesome insights today and are really, really excited to have.

**Dallen Davenport**

Rich here with us with his energy and the knowledge and experience that that he has seen over the course of, how the industry has been evolving with these technological advancements. So making sure that there's more synergy between your data strategies, essentially. So just as a quick agenda here, we wanna make sure that, we all just kinda know where we're headed. So as we'll do some brief introductions, making sure you get to know us a little better. What we're about at Red List And Ortho Solutions is this is a joint webinar presentation, and also looking forward to touching on, you know, as we said in this world of data, what are the benefits of having a system like Redlist integrating with SAP and also some of the key capabilities and strengths that this partnership with, between Redlist And Artha Solutions, can provide for upping extend your ERP investment, and then we'll go through a little further talking in detail about some more of the technical pieces of, of the value and ins and outs of this accelerator connection for those who are looking to do an integration, with a system like SAP or another ERP like it into Redlist, and so we'll, without further ado, we'll hop into some quick introductions here, and like I said, Rich, thank you, and welcome for joining us. We'd love to Have you take a moment to introduce yourself and tell us about you?

**Richard Fitzharris**

Absolutely. Rich Fitzharris. Thank you for having me today, Dallen. I bring about 20 years of oil, gas, chemical, and mining, and manufacturing to the table. I've been in and out of the SAP environment for several decades. A lot of plants worked with a lot of supermajors, like Aramco and Motiva and others, Shell, Chevron, and the asset integrity has always been close to my heart and my focus. So on today's discussion, we'll talk about what the current marketplace is what the trends are, the pain points you're having around asset integrity and how Redlist really brings that granular detail, real field data information, real time, as job changes and JSA changes and shift changes you're able to translate that data that you're capturing at the field event all the way up to a sea level suite quickly for proactive, maintenance and proactive visibility, which increases your safety, and really lowers your total cost of ownership.

**Richard Fitzharris**

So it's a real win, and we'll cover that today in our presentation. My background's a chemical engineer MBA, and I've been an SME as I said, oil, gas, chemical, and mining, and manufacture for about 20 years. So happy to be here, darling. Very excited about the presentation today. So looking forward to the next slide. Thank you.

**Dallen Davenport**

Awesome. Wonderful. Thank you so much, Rich, and for those of you who haven't, met me yet on a previous webinar, or excuse me, previous engagement. My name is Dallen Davenport, and I'm the marketing director here at Redlist and have, been in the industry now for over 10 years. So look I am always, always excited about meeting and working with partners like Rich and his team to further see further move the needle of how technology can really revolutionize what we're doing on the day-to-day, and like Rich said, having the asset main, asset care and reliability close to his heart. That is something that's really close to my heart as well from a safety perspective and also in the end, you know, production, you know, for the greater good of building the world. So it's awesome. Thank you so much, Rich. Yeah. So, Rich, why don't why don't we go ahead and start? We'll maybe we can start with some of these insights you'd love to share.

**Richard Fitzharris**

Sure. Absolutely. As we go through here, some of this information is public. Obviously, we're giving references. We're references due. Gardner is also where we're pulling from, but this is just a predictive maintenance market size for 2022 to 2032 in 1,000,000,000.

**Richard Fitzharris**

This is just the US market, not global. But if we can see currently, it's a 5,700,000,000 dollars’ marketplace one, in predictive maintenance. It'd be growing at 27 percent a year forecast up to 2032. It will be a 50,000,000,000 dollars’ marketplace by 2032. So we're in a hyper-growth mode where people wanna bring They wanna bring AI to the assets. They wanna bring predictive maintenance down to the lowest level, the smallest pump. They wanna get the most out of their current Capex spend and Opex spending while they're operating these assets, and so as we go through the presentation, you'll hear today, you'll see the value of the Redlist brings and we are set for data management and integration to your ERP, whether it's SAP, or other ERPs is critical, as you go forward. So this is a big event going on in the marketplace, and we're happy to be part of it, bringing that solution to the marketplace. Thank you, Tom.

**Dallen Davenport**

No. For real. This is exciting. I really am thinking about how rapid technology changes. Right, Rich? It's these advancements pushing to, you know, this growth really is such an important thing to pay attention to, I think about how one, years or even 8 to 10 years ago, how differently things have been and where we will be even in the next 10 years versus this you know, the growth that we're seeing here trending. So it's exciting.

**Richard Fitzharris**

Spot on. Spot on. Absolutely.

**Dallen Davenport**

Yeah, and one other source too to pull from is really interesting with Deloitte's industry report, for 2023. They really highlighted a lot of the challenges, excuse me, that the industry, thank you. The industry is facing you know, your manufacturing and mining operations, and as we all know, there is continual pressure with increasing costs. We know that with, you know, globally, not just, you know, in each in each country, globally, there's a huge increase of trying to really manage how to juggle the ability with from a labor perspective all the way through the supply that you're trying to provide and the output with the increasing, you know, inflation, rate hikes so on and so forth.

**Dallen Davenport**

So it's something that we're very conscious about, and something that has been floated has floated to the top as a bit a larger concern, and you know, connected kinda commented just barely on supply chain issues and fulfillment. So, again, that's just there's a lot of pressure to have an in you know, could maintain the productivity and output that's needed while at the same time not sacrificing the safety and quality of what your operation can provide, and then on top of that, you know, talent acquisition and retention, really big things with labor shortages or with, you know, people being able to just at least stay and grow and progress into, the roles that they are needing to be filled in the industry, and interestingly, is this one was fascinating in cyber-attacks.

**Dallen Davenport**

Right, and maybe some of you are nodding your head right now, that's maybe something you've experienced recently. But there is an in with an increase in technology and vet technological advancements. There's also coupled with that. An increase in security concerns with making sure your systems continue to run and making sure that things are flowing nicely. Anything you would like to add to that, Rich?

**Richard Fitzharris**

Yeah. Yeah, Dallen. Absolutely. It says, you know, talent acquisition retention. We all know that the workforce is getting older and grayer. There are a lot more individuals over 50 in the marketplace who will be retiring in the next 5 or 10 years. So this legacy succession of these assets is paramount and you'll see with Redlist today in the demo, that Donald will be doing a brief of the dashboard. Everything will be memorialized and tracked. So that the quote-unquote urban legend that he Bob down the street knows all the answers. Well, you need to have that inside your machine and your data. For analytics and AI. So you'll see through the demo that this talent acquisition, and how you see your workforce moving forward is critical, and having that data in real-time is paramount. So that'll be in the demo in a little while.

**Dallen Davenport**

Thank you. Thank you. Yeah. Spot on 100 percent So really quickly, you know, we wanna just make sure that everyone is aware from a red list standpoint that knows, a really big goal of ours is as a cloud pay cloud-based application that we can provide the most user-friendly mobile-first solution for those who are collecting that critical data in your day to day. In your work order management as well as asset management, and you know, we've been trusted by you know, several industries, thousands of users all across North and Central America, Southeast Asia, Africa, Australia, and soon to be expanding and so much more, and it's something that for us, a big goal is to tie together what we call the asset community.

**Dallen Davenport**

For those who going from those internally who are trying to keep their operation running and keeping their machines up to optimal performance and safety all the way to connecting their third parties from vendors to other contractors for servicing things or for safety compliance. So really, really something that we, have that gets us out of bed, gets us excited, is the thousands of those thousands of users that we're able to help have a more user-friendly experience in working together in that community to achieve ultimately that increased reliability and safety and the industries that we really cover are mining industrial manufacturing, which covers a lot of, you know, metals, open paper and forest, plastics, and rubber, chemicals, construction, and more.

**Dallen Davenport**

So, really, you know, something exciting to make sure that we can dive right into, you know, the current state of how things are going now, but looking to the future, as we know that these industries are really continuing to grow and take off and with technology in the future.

**Richard Fitzharris**

Hold on, and in Georgia Pacific's there and there are several other large logos there as well. Absolutely.

**Dallen Davenport**

Yes. Thank you.

**Richard Fitzharris**

So let me give you a background, a little bit of background on Arthur Corporate. We are a 10-year-plus company global presence. We're 300 plus employees. We specialize in data integration, data migration, and data governance, we won the premier partner global award 4 years in a row with Colin. We have use cases of over 250 successful migration and data integration projects globally, and we work heavily with SAP and other ERPs needed So as you know, many plants and companies have different, different platforms they work with. They need to have somebody who could really have expertise in data integration, migration, and governance, and that's Arthur. So we're bringing our expertise to Redlist to work with you all on integrating this field data all the way through to your ERP, and as we go through this, you'll see the importance of having healthy data.

**Richard Fitzharris**

They used to say garbage in, garbage out. You have to have proper data to get to BI analytics and to get to AI so that you can have that loop coming back coming around to drive quality innovation and lower your Capex spend. So we'll cover that in the later part of the presentation, but that's a little bit about Artha in the next slide.

**Dallen Davenport**

Yeah. Absolutely.

**Richard Fitzharris**

This is a little bit our part of our portfolio. We're a business advisory execution planning information management. As I said, we're really a data health, focus, is our focus for migration and integration. We also do the full life cycle of that data all the way through. So we're working with clients now that have large legacy installs. Large brownfields, and they're trying to find a way forward for the future state of their company. We can help them with the AWS and we can help them think about data lakes and how to maintain what they have from the past, the best of the past while moving forward.

**Richard Fitzharris**

With new innovations. So that's our data management practice, full life cycle implementation, and as I said, business analytics, you know, you have to have quality health data going in to have the analytics to have the context of what you're reading so you could have actionable reporting.

**Richard Fitzharris**

For your leadership team, this is coming back to predictive maintenance and we'll talk about this later, but you'll see how critical and how it ties in very well with Redlist.

**Dallen Davenport**

Yeah, and absolutely, and to really tie into this conversation of how this moves forward. It's really there's really kind of these phases from saying, okay. How do we you know, converge that data, get it combined from all these multiple places? You know, I have people who are out in the field every day, you know, completing their work where that data should be coming in. I have sensors. I'm collecting oil samples, and I'm also using other software platforms. Right? So really just having a strategy for your data initially and just first identifying what those sources are really is something that is key because, in the end, we're talking about data, but it really does come down to the teams, the people, who are all in charge of these different pieces of information to help not make the data a bunch of noise but to make it so that it comes together in more of an orchestrated manner, and helping improve that quality as you start to get it fed in and looking towards, you're not just, a single group of people, but all of those people who are continually touching the machinery or driving safety initiatives to say, how do we create these best, you know, best in class practices and models for collecting this data so that we can start working towards now a goal to say, Okay.

**Dallen Davenport**

Now that we have this data and it's structured in in the reporting that we need, let's start working off of some predictions. Right? So that's kind of that initial goal of doing it, but making sure that you're not leaving out all of these critical members of your team to get that started.

**Richard Fitzharris**

Yeah. If I could chime in really quick too. This is a great slide. Dolan about the data foundation for AI. We'll cover this in a few more slides as well, but suffice it to say the bottom theme where it says master data management health, MDM Health, leads into quality analytics, and that leads into AI to loop it in. So this all starts back with that field data which is what Redlist brings to the picture quickly and correctly, and so, it's an it's an it's great approach and it's something you'll see as we go through this, including in the demo. The dollar will provide a few minutes.

**Dallen Davenport**

Thank you. Absolutely. It's not if this happens, right, Rich? It's when, and so knowing that that's the motion and where everyone needs to go, right, it's one of those things that maybe not everyone's excited about with AI, but it's one of those things that if preparations are done now and making sure that teams are working together in a proactive manner that you're even set up more for success with the future of machine learning, AI, so on and so forth.

**Dallen Davenport**

And, so one of the main impacts that we like to drive together as a partnership here, especially, you know, driven from the perspective of combining data with a user-friendly solution that complements your ERP platforms is to real, you know, understand the real possibility that you can cut your savings tremendously by trimming, you know, the amount of management and time it takes to work in several, you know, different places or even if it is just your ERP, helping your team that isn't as tech-savvy having a clearer, more user-friendly approach to getting that data fed into your systems. But also talking about, you know, the setup, especially this is where you know, making sure that those costs are trimmed by 5 X is what Ken Rasmussen, our VP of channel partnerships, reminds us talks about and saying there's not it's not only about, you know, getting it easy to access, but the whole setup may sure that this process can go as smoothly as possible, and that is a huge reason why we have Arthur solutions here as a partner with us to help make that magic happen.

**Dallen Davenport**

So some commonly asked questions are, you know, I already have an SAP or some other ERP. Why do I need another one? Right? So I guess what would you say to that, Rich?

**Richard Fitzharris**

Sure. Well, and this is a good point, Dylan. A lot of folks have the ERP, but they're not using it properly or they're not integrated down to the asset. You know, Ken and I were working on a project in Chile recently, and the gentleman, the company was one of the largest copper mines in the in the country. They just deployed it for Hana. What, throughout the whole plants, and he said, you know, Richard, Ken, we still work off Excel spreadsheets on shift change. If you can imagine that. So they have a world-class ERP and the assets and the data from the field are still done on an Excel spreadsheet and still done. In a delayed fashion, not real-time, which is what we can do.

**Richard Fitzharris**

You'll see the handheld device that the doll does in his demo. So the answer is you might have something and we certainly hope you do. But we'd like to take that information all the way down to the asset in real time and connect it, and this is where that cost savings can come in. A lot of folks haven't done that because of the cost, but you'll see from Redlist, that it's a very well-priced product and services, and with our integration expertise coming together, you but it's worth saying 5 x savings compared to what you thought of before. It's a significant savings. You ought to consider it.

Dallen Davenport

Yep. Absolutely, and if I feel like you touched this other item really well as well, Rich, about, you know, knowing that maybe the team already has an ERP, but isn't using it. So you know, a big concern is how would that, like, why would having Redlist change that? Right? But as you mentioned, Rich, they're, you know, from a cost perspective, it's where we want it to be as, as economical as possible as it is, as Redlist would be a solution to complement your ERP. But, yeah, I mean, to your point that it really is, looking at saying, how do can we solve the problem of overcoming the challenge of saying, well, collecting data is just too much work. I have my own job to do. You know, overcoming that problem really can change the perspective of the team and saying, okay. I can start I can start entering this because almost makes it feel like it's something you're doing anyway. Right? Right. Right.

**Richard Fitzharris**

Absolutely, and I mean, our goal was to keep your uptime up.

And the minimum downtime. I'll give you an example. We're working on a cement plant in the Middle East right now, and they have large grinders and bearings that run these grinders. We are working on a monitoring program with Redlist. They will proactively predict maintenance, say that those bearings are starting to wear and you're 30 to 60 to 6 months away from those bail bearings to fail. So you're able to proactively plan downtime before the event happens, thereby minimizing the cost or interruption of service that you have in your supply chain, lowering your total cost of ownership, and keeping the assets working up more. So you're up times higher, you're down times more planned and lower.

**Richard Fitzharris**

This all comes back to data health, data quality, and Redlist, the value we can bring today. That's one of the reasons why you ought to consider it and also safety. At the same time, your safety goes up. So now you're planning those downtimes to keep the safety high. Versus, you know, reactively acting towards something as it breaks, which is not the way to have maintenance. You wanna have proactive maintenance, and that's what the webinar's about. Correct.

**Dallen Davenport**

Absolutely, and just to recall back to those pain points we talked about and to your point, it really does, adding these solutions actually doesn't feel like adding more to your plate. It really can if the strategy can be tackled, you know, the right way, which Artha Solutions helps with, you know, combined with Redlist, the team can actually feel a lift in the whiplash that maybe might happen versus having things be more predictable or maybe concerned about the workspace and the environment they work in versus having a safer environment. Right? So these are things that really can drive increased retention, but also if costs are a big concern, really thinking about how these things can drive costs down is a good friend of mine to consider, and so one last bullet here is just the integrations. Some people say takes too long and thus is too expensive. I think we've all heard that. But, the question is, how can you expect me to invest more time and money right now? Knowing, you know, knowing that it would have there'd be some sort of connection between these systems.

**Richard Fitzharris**

Let me ask you, well, we're a SaaS-based offer. So red list is SaaS-based. So it's per user per seat very quickly down the cloud. A quick way, and also, Arthur, because we've been doing this for so many years. We have accelerators. So we're able to quickly bring our best practices, and best success stories to you quickly to move to minimize that, that time for integration, and so, we'd like to continue that discussion with you. We think it's worth your looking into.

**Dallen Davenport**

Awesome Thank you. Thank you. Okay, and so now, you know, there's the question of, why integrate a software like Redlist with ERP? Just a high level as we're kind of summarizing some of this discussion here. We know that it's to you know, increase the making your data analytics more powerful. So it's to help smooth out how that data is being collected and aggregated, making you more prepared, for the future to implement things like machine learning, artificial intelligence, to really, as we said, make things more predictable and your life, in your day to day, to decrease your operational costs of the back and forth of data being transitioned by human effort. We know every time data is touched by a person, there's potential to have that data get you to know, you could say have more discrepancies, get lost, and things like that.

**Dallen Davenport**

So really trying to shorten minimize or even eliminate those gaps that way. As well, lastly, you know, decreasing what we call technical debt. So you may have a slew of programs where maybe some of them are becoming outdated or no longer being used, or maybe they're in the middle, maybe they're just, you know, walking on one leg right now, and so, making sure that we're, you know, closing the gap in and having the utmost up to date technologies working together towards a goal of increasing, a more positive perception for those who will who use that technology, and making that and really making that technology, seeing in a way that that it can that, you know, it's just it's a normal day to day thing now. To, you know, as I'm completing work, I'm that data is being fed in without any additional passing back and forth of that information for, for the team to analyze. I guess anything else you'd add to that, Rich, before I continue.

**Richard Fitzharris**

I mean, it's spot on. I mean, you know, the cloud is taking off. We're gonna get into Industry 4.0 in the next slide. But there are just global practices that Gartner, Deloitte, and other large advisory firms are moving the whole marketplace with and two, and we're on that edge. You know, Redlist is on that edge, for that hyper-growth, and data. So it's please write into the next slide. Perfect.

**Dallen Davenport**

Yeah. Absolutely. Yeah, and yeah, to just really kind of maybe go specific in how your data strategies being unified on that strategy can help you, you know, execute what could feel more like a seamless single system which is, you know, you could say between Redlist and your ERP, but having those working together in unison, you know, you combine those efforts with you know, your sensor technology, your Iot integration, other examples is obviously setting up your predictive maintenance strategies, Dallen that can be through, you know, watching reports can be through triggered notifications to the team, giving them the right alerts to take the right actions at the right time, and additionally, other things too that are critical from a safety standpoint, but also just conditional monitoring is known, your oil analysis, corrective actions on anything that maybe an operator might run into All of this information are specific examples of what you can capture to drive stronger business intelligence for the team.

**Richard Fitzharris**

Let me give you an example. Just yesterday, I was in Texas meeting with a client with Redlist, this client is a global 2nd or third largest oil field service company, and before COVID, they had their own assets, and they would bring their assets to the well pad to drill for oil post COVID on behalf of the assets. So there's theirs and the other half are some other client. Some of them excuse me, some other rental companies. The equipment they're bringing in. So now how's the oil changed? How is the training of the operators on other assets that are not their employees?

**Richard Fitzharris**

But it's on their site.

So having that visibility, having educational tools to make sure everybody's certified before they operate a piece of equipment, whether they're your person or they're a consultant working in a third party asset.

But they're on your location. Working, some asset. That's critical. Having that data in real-time is not optional. So that's some of the value you can see in oil change analysis. Predictive failures. I mean, you'd be surprised how many, you know, how many job orders at the shift change are to change the oil and it doesn't happen, and then they have a failure. The next shift could have been prevented. So having proactive alerts coming up to the management team, is really a is a necessity today. Going forward.

**Dallen Davenport**

Yeah, and that real-time data, you know, Rich, I totally agree. I think about the things in my life that I really like that keep working even while I'm asleep, and that to me is, you know, what helps. It's not I'm not, you know, eliminating Dallen from the world, but it's great to know that real-time data can be fed in through these different sources, but by having a strategy, right, having that strategy for the present day, but also thinking toward the future, is, is critical.

**Richard Fitzharris**

It's a good spot-on.

**Dallen Davenport**

So for those of you who, you know, follow Gartner Research, the vice president and Global Head, Peter Sandegard. He had a quote that I really like regarding improving your data analytics. He says information is the oil of the 21st century and analytics is the combustion engine. So I just thought that was a powerful statement, one that we can relate to, and yeah, great insight.

**Richard Fitzharris**

Good insight. Thank you.

**Dallen Davenport**

Yeah. So maybe, Rich, maybe if you can help walk us through in these next couple of slides, some more of the details about know, like you said, the, you know, the integration side and the accelerator, tools that are provided would love to kind of go through that.

**Richard Fitzharris**

Why integrate, as I said earlier in the in presentation today, many people have ERPs. They just don't have them connected to the asset level. Down to the field oftentimes, and so that's still being done the old-school way. So what we're bringing to the presentation today is with Redlist tools and applications and our data integration accelerators, we can connect those that that that value chain. So that you have actionable data coming in real-time into the ERP working with your analytics. So your high-level suites and your upper-level management teams can have good quality, actual reports to make decisions on budgets, Capex, forecasting, and supply chain. It's critical. It's not optional. So Redlist brings the field data. We bring the accelerators to connect to SAP and other ERPs besides SAP, and it's a game changer when you get that value chain talking.

**Richard Fitzharris**

In a in a in a quality way.

So the next slide is a little bit deeper cut of that. This is a kind of field data integration. This is like the example of our accelerator. So you have the assets on one side, work orders, and reference data on one side. All this is in different silos. Right now or it's being done on Excel spreadsheets, how do you integrate that with your main governance and Dallen? That's the value we can bring with Arthur and how that loops into your ERP and comes back. So it's a two-way street how it comes back to actual reports to your field-level people. This is kind of the accelerators we can bring. As I said, we have 250 successful projects, and 10 years of success, and if you go to arthasolutions.com, you can see the awards and accolades we have as well. So we are credentialized in this field, and so is Redlist. So it's two a-game players coming together to bring you value immediately and to your team.

**Richard Fitzharris**

Okay.

**Dallen Davenport**

And maybe one question, Rich, to ask on that is where, I guess, is there a certain stage if I'm someone who's looking at this and thinking about, you know, moving into this phase, is there a certain stage of where. I should be, you know, making sure my or this current state of my data is, or what does that typically look like with a group that's getting ready to kind of pipe in this type of accelerator experience?

**Richard Fitzharris**

We work briefly with, an assessment tool. We assess where you're at currently. Get a baseline of how you're currently doing your reporting and we come in to look at the additional data we can bring in with red lists and where the gaps are at. So we focus on this gap closing the gap in that information. So we don't try to boil the ocean. We just focus on improving that communication gap and where you truly need it to be connected. So that's really how we approach it, and then we go to the next gap, the next gap, the next gap. Such that you can get exactly what you need when you need it as we begin. This is how we can shrink down the integration time, lower the total cost, and really have quality data health all the way through the whole value chain. So I hope I answered your question.

**Dallen Davenport**

Yeah. I love it. Yeah. It's great, and it kinda just reminds me to give an analogy of, you know, maybe I want to improve my overall health, but maybe I'm not gonna, you know, do every single exercise under the sun within an hour every day. Right? We don't wanna boil the ocean. We don't want open do it.

**Richard Fitzharris**

Just focus on the gaps, the improvements, and the win-win wins. Exactly.

**Dallen Davenport**

Great. Awesome. Thank you. So, yeah, to reinforce on the red list side as we talk about, you know, the Excel accelerator experience, the continued piece, that, you know, remains what we would say as the experience for those who are in the field really is to know that they have a cloud-based solution that, you know, ties into, you know, it's this SaaS, this software as an experienced model to make the data real-time, so collecting that through Redlist as well. I'll also add, you know, having an offline experience. So It is cloud-based. It does seem to the cloud, but knowing that you can work in all these different environments, it's critical to know that needs are a must these days in the different, places where we work, and then making that data more easily collectible and what I'll show soon are some of those tools that allow for that and making that in a user-friendly way, making it something that somebody is excited to not only, use, but knowing that their work, the minute they complete it, is getting shared with the team in the right way.

**Dallen Davenport**

And so, you know, just, like we said, some really big key benefits here, is and working more efficiently with your data strategy is to make sure that your day-to-day has real-time visibility and that the, you know, your SAP or your ERP integration through that accelerator experience with Redlist, can, you know, it's not an isolated experience. It can trigger those right actions, next steps for the team to tackle, and make sure that the team is always focused on the right priorities and making the time, you know, making their time as best utilized as possible, and then you know, I put this picture here of these different cogs because we don't view, you know, we don't view at all this experience as one, one system replacing another. It really is meant to work as this network of, you know, moving the gears forward to the actual end goal that everybody is hoping to get for their outcome. Anything else you would add to that, Rich? Yeah. You're going.

**Richard Fitzharris**

You know, the strength of a value chain is its weakest link. So if you can voice to that weak link, you've got that value chain coming through with data, that's what you need to have happen to your company so you can have actual reporting and good decision making. So every gear is critical, and this is what Redlist does. It brings those gears together and we connect that last year to the ERP. What Arthur does so that you can have actionable reports and plan as such. So it's life. This is life. This is the way it worked.

**Dallen Davenport**

So Yeah. I'm sure we can all relate at times in our lives when we have flow flown blind. Right? We're flying blind. Hoping that what we're doing works, and so as you mentioned, you know, maybe identifying those links that need to be strengthened is part of that experience of getting out of the black, you know, the black darkened room and getting enlightened one, where to go next. One. Okay. So this is, yeah, so this is where we wanna talk about the experience of those who are, you know, in the field, what does it look like on the day to day, maybe giving some insights on the data that is being collected and you know, how critical that can be for your team. So I'd like to pull up a few examples to share that really highlight this, and let me just go make sure that I can switch over to the correct location here.

**Dallen Davenport**

Okay, then Let me just make sure I'm on this properly. Okay. So, hopefully, everyone can see my screen here. But, yeah, one, wanna really kinda point out a few different examples here where, I wanna show how just kind of on the end goal, the how critical it is to have your data, from a sanity perspective, from an asset perspective to performance, you know, really knowing that, I'm not having to manually go build out this data. I'm having my team use the right tools that feed into, you know, business intelligence, you know, BI dashboards, and so in this case, this one is an example of an incident dashboard, where I can, for my people, track and make, you know, see what departments are doing better than others and as far as, like, how many incidents are occurring and what is the category and criticality of these incidents, really having a log so that I can focus my efforts on knowing, you know, where to where continued training and improvement can happen and so on and so forth, and then another, just a second example here, moving shifting from maybe the safety side over to reliability.

**Dallen Davenport**

The world is seeing the compliance of those plant routes that you have, whether it be a plant in your mind or maybe you're at a paper mill or steel mill, you're able to look high level and say, okay. This is you know; we were overdue by this much. This, you know, and we can start to see how we're doing it on a high level or even breaking it down to an individual you know, per location or per route level, just getting a sense of are we overloaded, or are we staying compliant, or you know, making sure that those assets are getting the right care that they need on the right frequency and one other, one other example here that I like to show too is, you know, again, if something does happen that's obviously like a premature failure, then you can actually have a downtime report and start to maybe track some trends or even see which of those, assets you have are bad actors.

**Dallen Davenport**

So that you can start to get deeper into, you know, what is going on, how can this be prevented a little more, or you know, what know, what adjustments need to be made to the Dallen. But using and leveraging that data, no, and these last 3 reports I've shown, really it's maybe somebody has just been they're doing their task every day, and but by doing what they by doing that one task or that one route, then all of that data can be presented in different ways of automatically for the team to go back and review.

**Richard Fitzharris**

Dallen, am I audible?

**Dallen Davenport**

You are.

**Richard Fitzharris**

Okay. If you go over to the I apologize. I got some internet problems that I lost and showed them the over-the-call where it says assets. It says operations HSE. Can you click on a few of those HSEs to show them how they're able to pull up reports for assets and equipment to share for job time? That's really important.

**Dallen Davenport**

Yeah. Absolutely. Yeah. So if I need to drill down to you know, my assets, in this case, I've filtered I have my filter on right now. I was filtering and looking at some pumps. You know, I'm able to actually go in and take a look at the details of the asset and you know, in a single profile on this asset. I can get all of the history I need. So whether I'm management or someone in maintenance trying to just fix something, I can look up what has been done, and what this machine takes. So I could look at, you know, open work orders, whether it be repairs or PMs, I can see all the critical components that are on this on this pump as well.

**Dallen Davenport**

As I mentioned, parts that I use or that have been used in the past, we even have what we like to call our communication hub where the team can continue to in some sense, you could almost call it your, per, you know, your knowledge base for that asset. If someone goes back later, a few months to work on it, they can pull up and see what conversations have been had about it. Someone might post a question to say, hey. How do I do this, and other people who are on the team and have experience can chime in, really building each other up to that tribal knowledge and also, looking, you know, looking at different types of reports, right, being able to look at your analytics and seeing what kind of how are things going?

**Dallen Davenport**

So the higher level of those dashboards I was just showing. This can also help filter it down even more just for the asset specifically, and you can say, well, how am I doing on, you know, leak detection, or what's the latest of my oil analysis on this piece of machinery, so on and so forth? Being able to tie it all in is very critical. Anything you would like to add there, Rich, or on that specifically?

**Richard Fitzharris**

Yeah. I mean, just very critical. That's why I said the HSE I was talking with that company several days ago in Texas, an oil field service company. The HSE is critical, and having third-party people operators operating equipment on their premises. So having that traceability, for the field, and also certifying people before they get into operating a piece of equipment has their permit expired? Has their com has their insurance expired? These are all critical pieces of information. You have to have real-time, not after the event, not at the ship, not a week later, when the analysis gets up to the ERP, you need to have it at the shift change, and so this is something that Redlist brings that visibility granular visibility down to the asset, and all the supporting documentation around the asset.

**Richard Fitzharris**

It can be transferred shift by shift by shift forward. So it's quality data from the field all the way up in real-time. So that's, that's very powerful.

**Dallen Davenport**

One hundred percent I think that some scenarios that I hear a lot are let's say your equipment is running as it should, but perhaps someone's training expired. So there's a need, right, that you need your, it can't be without the other, and so the certifications that can automatically give you a heads up days in advance saying, hey. This training is kind is coming due. You need to renew that. Keeps your operation flowing with as few interruptions as possible, but also ensures that you know, from a safety standpoint, that all the training is happening so that your workforce is as competent as possible. Right? That's.

**Richard Fitzharris**

Right.

**Dallen Davenport**

Yeah. Great point. Great point, and yeah, and so, I mean, just very quickly, you know, obviously, there's There are other things that you can track from a cost perspective, from a total cost of ownership, seeing how that works throughout your operation, maybe making sure that you're catching those more expensive, assets or you could even say processes. Right? Maybe you have your safety reports and make sure that you know, you're keeping better control of your insights not being in the dark on those costs so that you know how to move forward in this changing, economic, economical environment. Right?

**Richard Fitzharris**

Right.

**Dallen Davenport**

And so it, you know, I'm talking so we've talked about the data. We've talked about how that data has you know, how it can feed into these reports, how it can be flowing into dashboards for the team So how can that data be captured in Redlist? Right? So I wanted to start with how those reports look, but keeping in mind that, you know, we do there are there are tools in place, and I hope that my screen share catches up here in a second. But that there are these tools in place that make it as easy as possible for them, you know, the most critical people on your team to report what's going on, and so, what I'd like to make sure I can showcase here is, when I'm, you know, here at the bottom, you can see this menu.

**Dallen Davenport**

I have, you know, maintenance, there's a scanner. Maybe I need to quickly scan a barcode or QR code to look something up. We have what's called forms so being able to manage your work orders or your safety or equipment checklist on the flight and even just like we were showing on just barely those reports, you know, you can also give access to the team. Mobile from their device, those analytics so that they can also see how things are going or give them something that's more specific for them to track, and so looking, you know, looking at this first example here down on the maintenance side, you know, I wanted to point out that this is, you know, this is an example of maybe some someone who is in charge of doing operator rounds at their facility, whether it be, whether it be at a mine or some manufacturing plant, and they can see that there's some, there's some open work for their team to do.

**Dallen Davenport**

One, can easily just pull, you know, this up here and say, okay, I'm gonna do me, you know, work through this Monday morning operator-based care, inspection on this, in this case, it's paper machine. So, there's, there's a task that I need to perform with some checklist to fill out and really the goal is to guide the team instead of saying, well, I didn't know I was supposed to do this SOP or I didn't know I was supposed to answer that question for you. It's all part of their flow in the route where they can say it's this machine. I'm gonna be inspecting the, let's say, the gearbox, then they can really go through and complete another checklist, and this I may have to rotate my phone to see it better, but they have they could have diagrams, video help, really just when we're talking about time spent on what people do, especially in one, in an ever-changing work environment that may have high turnover.

**Dallen Davenport**

It may not either way. Having pictures, videos, that content to really make it quick and simple to give a refresher on how to do something is just so critical, and then you can see as I'm completing this task, I'm also, you know, recording the temperatures, and I can also maybe I'll put a recommendation on the oil condition here.

**Dallen Davenport**

I'm not actually at a plant, so you're gonna see this awesome table. You know, I'll take a picture. But I could take a picture of the issue, not only that but, you know, I needed to be clear so I can. I can go point out, you know, where that issue is on maybe it's a leak? Maybe that maybe I'm just trying to show that the oil condition is not good, and so all these things I capture. Can you share data that feeds through your operations? Right, and so, you know, going and completing that in a very simple way, you know, can make it feel like, oh, I can do this. It's something that I and you know, and then I can go ahead and complete their work.

**Dallen Davenport**

The status is done. Oh, looks like this example actually is gimme to prove that I was physically there. You don't have to add that, but I'll just. I'll just bypass that really quickly. I'll say no code. Take a picture, prove that I'm there. Complete. But again, as soon as I complete that work, as an operator, in this case, that data can flow right into your ERP. You can manage that. It can go into the different, reports that you are tracking without anyone else having to take maybe a piece of paper or an Excel file and rekey that data once or twice, you know, or however many multiple times is necessary, and even from a safety standpoint, you know, or even equipment checklist, there is that what we call that forms, tools.

**Dallen Davenport**

So this is where you could say, you know, I have some PM inspections I can do field inspections, or maybe I have some safety, safety reports. So maybe atmospheric corrosion control. I'm gonna and go and complete, you know, how satisfactory is are things in the area that I'm, that I'm working on, on this piece of equipment, I can capture signatures, submit, and again, I could be offline while doing this. It's just the goal is to give your team tools that either they can know, keep in their pocket while they're running around all day, or have a tablet to the as this is a cloud-based solution, data is being captured, and then through, you know, that accelerator, that that you can have set up and really feed into those correct places, and that setup can be much faster to go to the right people at the right time for your, especially your enterprise global reporting systems, and so that that's a few examples of how data can be captured as people complete.

**Dallen Davenport**

There, their work through data, you know, data collection and with a work order or an inspection. But, you know, again, there are several other things too. Where trainers, in this tool section, a trainer can look up, you know, what other jobs people have been on, and maybe people can see what their schedule is of what they need to be working on. Any documentation for maintenance manuals or safety SOPs and procedures, really finding all this in your pocket, and even certifications. You can say, how am I you know, how am I looking on my, on my own training, and you know, these are the training I'm valid on at the moment, but I do need to get certified on these other training that relate to my craft, my responsibilities, where I work, and then you know, I would say lastly, your resources, right, your assets, your inventory, your people.

**Dallen Davenport**

Those are really critical to have access to as well as you as you are navigating your day-to-day, and you may not be at your office, and you may need to say, well, what, you know, what does this asset take as far as parts go, or what's the serial number on it, or I need to see a history of these checklists or safety procedures that have been done, or you know, like that com that communication knowledge base, I can post comments and questions to the team? Really just tying in, again, that community, whether it be with your internal team, or as Rich had also given an example about one of the groups we work we're working with to have the, like, the 3rd party contractors on site, you know, getting that community together to capture that data, in the end, will serve it up as data that you can really use in a powerful way, but it's also gonna be coupled into your sis your ERPs and your other reporting systems without a lot of x, you know, without the hassle of having to do the manual work in feeding that data into the right place.

**Dallen Davenport**

I guess Rich is a that's kind of what I wanted to show real quick of where those analytics are. I know we have a few minutes left but I'd love to maybe give you, you know, stage on a few more minutes of your comments and experience there.

**Richard Fitzharris**

Absolutely. Absolutely, and Dallen, I want to thank you for joining the webinar today. First of all, we were excited about working with you and carrying it next conversation forward. We'd like to talk with your leadership team and our SMB team at Redlist and Artha about your current pain points and your current needs, and we feel that this is really something that is a one, need in your organization. We'd like to continue that discussion forward with you. You know, we're talking about a free pilot discussion today for a summary and what that would look like future state of what it would look like to help you and as I said, we're here to assist you and move this project forward with you as well. So that being said, let’s continue the conversation forward, we're grateful for you showing up today on the webinar and look forward to the next conversations. Thank you. Thank you, Dallen.

**Dallen Davenport**

Thank you so much, and thank you to all who joined, and we look forward to, our next upcoming webinars. We'll have more with. Rich and his team in the upcoming months. So thank you. Thank you, Rich. We were very excited to have you as part of the team with us.

**Richard Fitzharris**

Sounds good. Me too.

**Dallen Davenport**

Thank you so much.

**Richard Fitzharris**

Bye bye.