

# Choosing the Right Predictive Maintenance Solution

The predictive maintenance partner you choose can make or break your program's success. Here's a checklist to help you evaluate your options, along with questions you can ask to help guide your buying process.



## Technology capabilities that fit your team's real-world needs

Look for a solution that's easy to implement—no IT headaches, no weeks-long learning curve.

Checklist item	Questions to ask
Triaxial wireless sensors for continuous monitoring of vibration and temperature	<ul style="list-style-type: none"><li>• How frequently do the sensors collect data?</li><li>• Do the sensors offer high resolution at slower speeds, and can the monitoring parameters be tailored to each machine?</li><li>• Are magnetic-mount sensors available?</li><li>• Are the sensors built for high performance in harsh operating environments?</li><li>• Will sensor installation disrupt our operations?</li></ul>
Wireless and self-contained system (no Wi-Fi or IT support required)	<ul style="list-style-type: none"><li>• Will we need to involve our IT department for deployment?</li><li>• Can the system work in remote or hard-to-network areas?</li></ul>
AI that detects 100+ machine failure modes with adaptive learning	<ul style="list-style-type: none"><li>• What kinds of faults can your AI detect?</li><li>• How do you reduce false positives?</li></ul>
Real-time asset risk ranking and anomaly alerts	<ul style="list-style-type: none"><li>• How does the system prioritize issues?</li><li>• How fast will we be notified when a critical asset is trending toward failure?</li></ul>



## Human experts supporting your team every step of the way

Choose a partner who delivers ongoing guidance, not just dashboards and a support hotline.

Checklist item	Questions to ask
Dedicated condition monitoring engineer (CME) assigned to your facility from day one	<ul style="list-style-type: none"> <li>Will we have one expert assigned to our facility who we can build a relationship with?</li> <li>Will our CME be based in our area?</li> <li>How will they stay familiar with our assets and priorities?</li> </ul>
Certified experts (CAT III or IV) reviewing alerts and advising on action	<ul style="list-style-type: none"> <li>What level of experience do your CMEs have?</li> <li>Can they support our team in root cause analysis and decision making?</li> </ul>
Proactive insight-sharing and maintenance planning	<ul style="list-style-type: none"> <li>How often will your team check in or provide guidance without us reaching out first?</li> <li>How will you help us move from reactive to proactive planning?</li> </ul>



## Integrations and functionality that make the system easy to use

The best systems fold seamlessly into existing workflows—no extra hoops, no tech headaches.

Checklist item	Questions to ask
Full integration with existing CMMS and work order systems	<ul style="list-style-type: none"> <li>How does your system integrate with our CMMS?</li> <li>Can alerts create automatic work orders?</li> </ul>
Easy-to-use mobile app with asset history and alert tracking	<ul style="list-style-type: none"> <li>Can techs in the field access recommendations and view sensor trends?</li> <li>Is the app simple enough for all experience levels?</li> </ul>
Multi-channel alerts: CMMS, mobile, email, and desktop	<ul style="list-style-type: none"> <li>Can we choose how and where alerts are delivered?</li> <li>Can we control alert frequency?</li> </ul>



## Business value delivered starting on day one

Don't settle for vague promises. Choose a provider that makes value obvious, fast.

Checklist item	Questions to ask
Clear ROI tracking and documented downtime savings	<ul style="list-style-type: none"> <li>• Do you help us quantify savings and prove ROI to leadership?</li> <li>• Can you share examples of typical results in our industry?</li> </ul>
Subscription-based pricing (no CapEx)	<ul style="list-style-type: none"> <li>• What's included in the monthly subscription?</li> <li>• Are hardware, installation, site visits, and ongoing support all covered?</li> </ul>
Deployment in days—not months	<ul style="list-style-type: none"> <li>• How long does it take to be up and running?</li> <li>• What's the average time to value for new customers?</li> </ul>



## Crack the Code to Predictive Maintenance Success

How are leading manufacturers smoothing adoption and driving fast, sky-high ROI and continuous improvement? Get the answers in this simple guide.