



# Bridging the Gap In a Sea of Data

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# Is There a Hole In Our Bucket?



As an industry, we have a gap.



Implementation  
& Integration of  
Technology



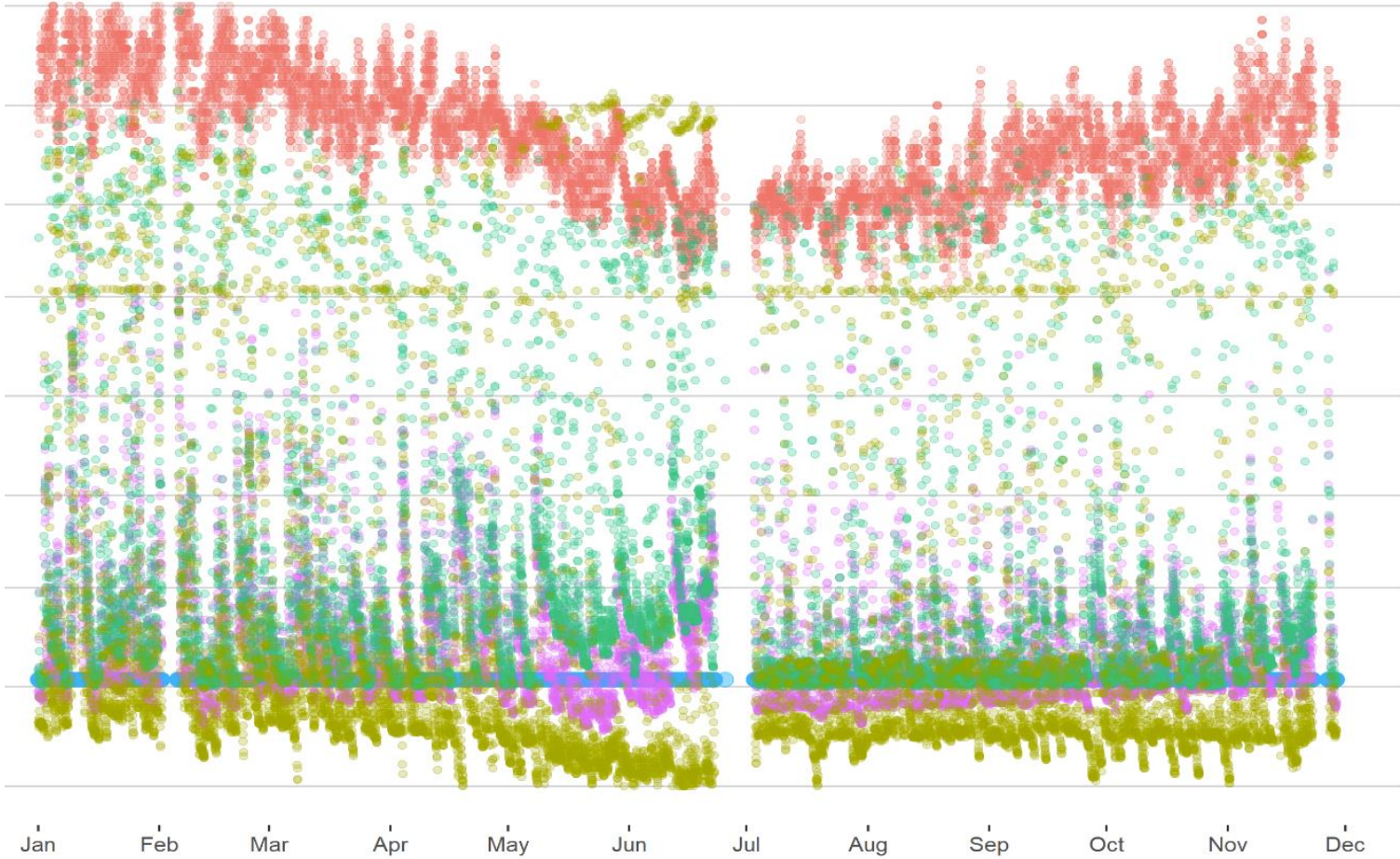
Seamless Application  
of Data Driven  
Insights



Realization of  
tangible benefits  
and value streams



# Data Without the Right Context? It's Just Noise



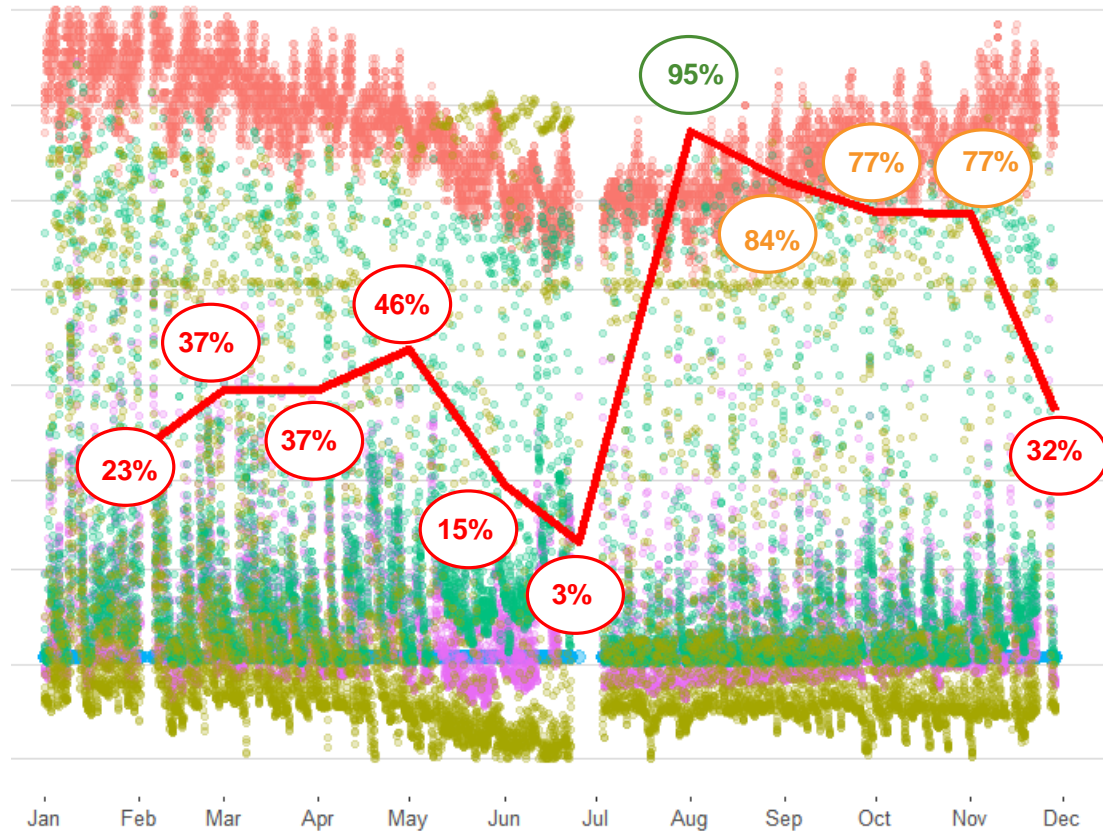
# Unless We Understand What We Are Looking For

Unit Health was poor 6 months before failure

It's clear when the unit was fixed.

It's clear the fix wasn't permanent

It's clear the unit will fail again in January



# Starting with Trade Lanes & Commodities

United States to China  
PHARAMACEUTICALS



Pacific Islands to Japan  
SASHIMI GRADE TUNA



West Africa to Europe  
PERISHABLES



South America to Europe  
CONTROLLED  
ATMOSPHERE



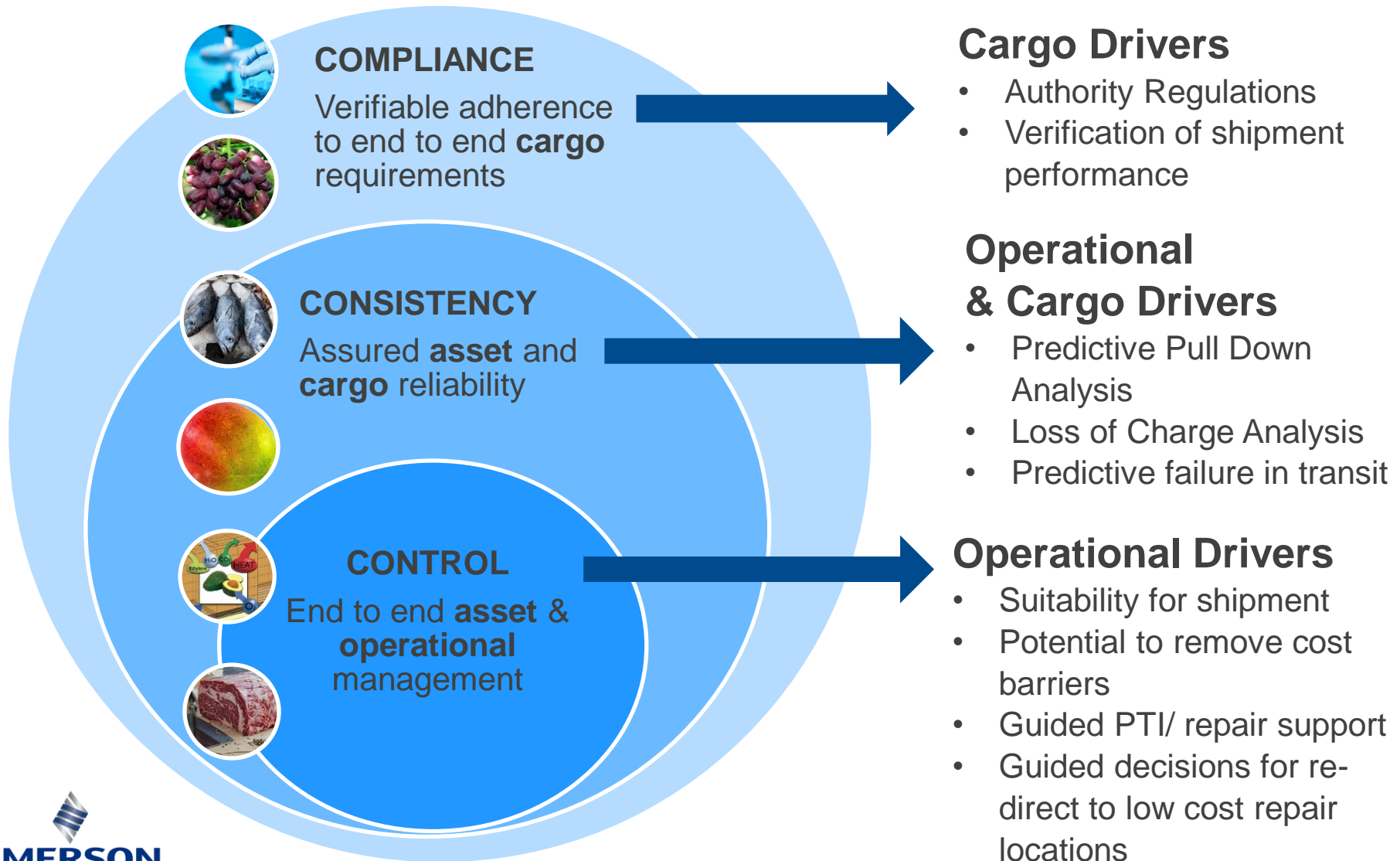
New Zealand to Europe  
CHILLED MEAT



Australia to New Zealand  
COLD TREATMENT

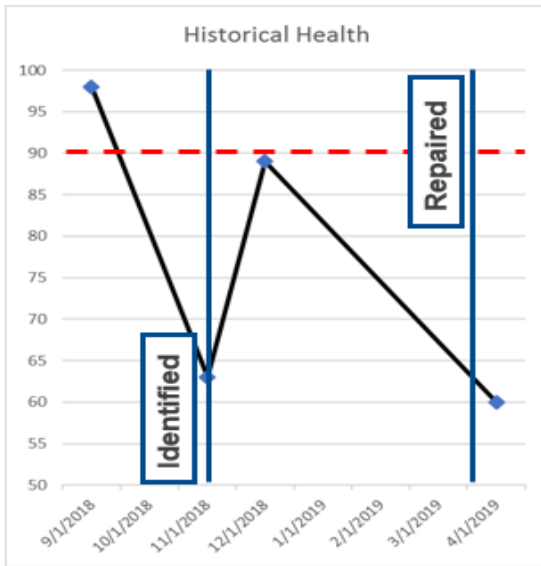


# To Identify Drivers Critical to Focused & Effective Applications



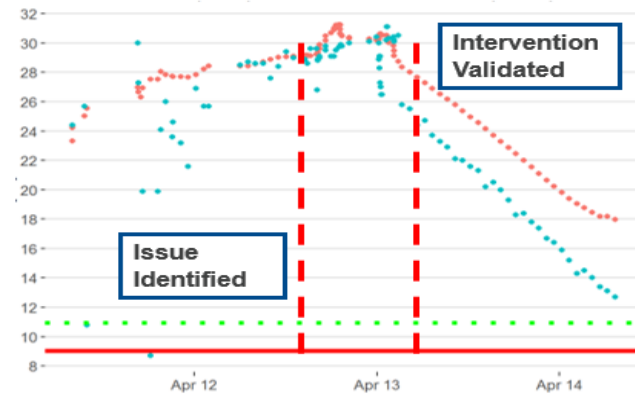
# Practical Applications of Data Analytics Are Real

## Loss of Charge Analysis



## Predictive Pull Down Analysis

Previous Health :: 100%



Elapsed Time	Trip Start	Setpoint	Projected Total Pulldown Time	Priority
36 Hours	4/12/2019	9	Inf	1
48 Hours	4/12/2019	9	110 Hours	0

## Unit Suitability Determination

Trip	Trip Start	Trip End	Count	Setpoint	Supply	Return	Evaporator	Total
1	2018-09-10 11:27:00	2018-10-20 11:22:00	1003	-21.8	95.2%	83.7%	64.1%	82.6%
2	2018-10-20 11:30:00	2018-11-12 15:24:00	536	-30.0	64.2%	72.0%	74.1%	64.2%
3	2018-11-15 11:35:00	2018-11-21 11:09:00	152	-30.0	67.8%	73.0%	73.7%	67.8%
4	2018-11-23 09:44:00	2018-11-29 08:51:00	160	-30.0	71.9%	73.1%	75.0%	69.4%
5	2018-12-06 22:42:00	2018-12-11 23:45:00	129	-30.0	65.1%	69.8%	72.1%	65.1%
6	2018-12-18 17:08:00	2018-12-27 12:40:00	222	-20.0	96.4%	73.9%	75.2%	73.0%



# But We Need to Remove Adoption Barriers

## BUSINESS PROCESS REMAINS KEY

Processes today are a well entrenched and **complex spiderweb** of **multiple stakeholders, drivers & motivators**



Data Driven Solutions need to be **evolutionary** as opposed to disruptive and we must address this challenge, designing **integrative solutions**

**We risk introducing new inefficiencies while trying to develop solutions to address existing in-efficiencies**



## INDUSTRY API STANDARDIZATION

Near real-time **interoperability** across different **technology providers** at the cloud level is required to ensure data is in the **right hands** and in the **right places.**



# In Closing

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Analytics & data driven applications can offer tangible and recognized benefits.

Recognizing the advantages of starting small with a targeted trade lane and using this to drive learning and change in the organisation before transitioning into larger scale adoption can be beneficial.

Business Processes are complex, and solutions need to be evolutionary and integrative to reduce the risk of introducing new inefficiencies.

For more detailed insight, please come talk with us:

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