Radius Success

Name: Jana Hebert
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Company Overview

• 4\textsuperscript{th} largest refinery in US
• 40 operating units
• 40-50 AreaRAE monitors
  ➢ Process has personal Ventis (500) and DSXi
  ➢ Some MX6 (20) but mostly MSA with PID (75)
  ➢ MSA personal H2S monitors (1,000)
• Have onsite distributor
Current State

- 3 week turnaround at Coker unit (*5 levels*)
- Continuous monitoring at each man way (*5 levels*)
- Typically all area monitors are AreaRAE that report back to a laptop

- Disadvantages:
  - Change batteries every shift (12 hours)
  - Must use repeaters - set up is lengthy and sometimes “spotty”
Current State

- Application:
  - Have AreaRAEs at every level (5 levels)
  - Unable to use laptops to capture data because the setup with repeaters was too difficult
  - Attendant stationed near each monitor or constantly walk up each of the 5 levels to check readings
Future State

• Distributor presented Radius and LENS Wireless to Coker to eliminate need for attendant constantly walking the levels
• Distributor rented (5) Radius for each level of the Coker
• Attendant will monitor all readings from the Radius on ground level
• Refinery pleased with ability to determine location immediately and take appropriate action by looking at visual alarms and ground level monitors
Success

• Setup was easy and Radius started communicating as soon as they were all turned on

• Refinery increased safety factor by eliminating need for attendant to check alarms on all 5 levels or change out battery every 12 hours

• The Radius minimized risk and brought cost savings by decreasing headcount
Continued Success......

• Distributor extended rental of the Radius for 3 months *(original rental - 3 weeks)*

• Distributor rotated the Radius throughout other units. Demand was a direct result of success with Coker and ease of use compared to AreaRAE
Continued Success....

- Feedback heard by Upper Management led to opportunity to present Radius and Ventis Pro
- Result of presentation is new iNet opportunity, which could generate a 200 Radius and 500 Ventis Pro personal monitors sale