

# Telefónica m2m

Industrial\_Case Study



## Customer\_ Corporación Marzam



Ecuador



### Customer profile

MARZAM Corporation is a group of companies offering integrated services to ship owners or operators and other fishing and cargo related companies.



### Telefónica solution overview

**E2E Telefonica solution.** Device, installation, support.

**Device to monitor tank parameters.** Easily installable devices measuring different parameters.

**Always Connected.** GPRS connected devices.

**Web-based application.** Data collection and analysis platform, real-time level monitoring and reporting.

**Alerts and notifications** SMS and email based alert.



### Challenge

Marzam invested 3 million dollars in the construction of 2 fuel oil tanks of 40k gallons and 10k gallons capacity each located in Manta, Ecuador, and wants to ensure best service.

The customer needs to keep fleet operations ongoing with available fuel at all times in order to guarantee quality of service.



### Business benefits

#### Gas consumption optimization

By monitoring and identifying gas consumption patterns, customers gained insight on how they can reduce their consumption and detect possible leakages.

#### Optimized gas supply schedules

Thanks to the monitoring of filling levels, customers could optimize their gas refill schedules based on actual needs rather than fixed periods of time. Customers also avoided their costly emergency tank refills, thanks to their critical level alerts.



### Key elements for the customer

#### Real-time level monitoring

Tank infrastructure remote level monitoring. Configure alerts and notifications when reaching critical values to avoid emergency refills to optimize supply schedules.

#### Real-time consumption monitoring

The customer needed an easy way to monitor in real-time accurate values of consumption.