



## **eMaint X3 Helps Champion Technologies Achieve Continuous ROI Improvement on In-house Fleet Operations**

### **Background**

Texas-based Champion Technologies is the second largest global oilfield production chemical company. In 2007, Champion successfully rolled out [eMaint X3 CMMS](#) at its four Texas locations, and subsequently rolled out eMaint at three of its sites in Canada, Brunei, and Scotland. In 2008, Champion opened a transportation center in Odessa, Texas as part of a decision to bring maintenance of their fleet in-house. They needed a system to help them manage the maintenance of over forty fuel tankers, double teams, chemical tankers and flat beds. Based upon the success of the initial implementation and the recommendation of the corporate group, the logistics team selected eMaint X3 as their fleet maintenance planning and tracking system.

### **Challenge**

Prior to opening the transportation center in Odessa, Champion Technologies outsourced fleet maintenance to a third party. Joe Delaney, the Longhaul Transportation Supervisor, realized they could reduce maintenance costs by tracking and performing maintenance in-house. Champion also wanted to increase availability of their trucks and reduce the turnaround time associated with third party maintenance. He and the maintenance team needed a maintenance management system to plan and schedule preventive maintenance, track corrective maintenance, capture labor and material costs and measure ROI improvements by comparing the costs of the in-house program against the cost of using an outsourced provider.

*“ Using eMaint X3, we have been able to demonstrate steadily improving profitability of the maintenance department to upper management.”*

Joe Delaney  
Longhaul Transportation  
Supervisor  
Champion Technologies

### **Implementation**

Champion Technologies uses eMaint X3 to track the labor of in-house technicians, as well as subcontracted labor on services that are too dangerous to perform in-house. Recurring preventive maintenance (including 90 day checks and annual inspections) for all of their fleet is automatically scheduled. Champion also tracks corrective maintenance so the team always knows the total cost of maintaining their fleet. Another valuable feature of X3 that Champion utilizes is the auto-generated reports. A customized profitability report is automatically generated on a weekly basis and distributed to the management team so they can monitor costs, profits and ROI trends for the division.

### **Results**

Champion Technologies realized an 18 month payback on their investment in the Logistic Transportation Center. The automated weekly cost reports indicate that Champion saves an average of 50% on labor performed in-house, and 30% on parts purchased directly from suppliers. Additionally, since implementing eMaint to schedule PMs, Champion has reduced the amount of corrective maintenance performed by 30%.

Champion Technologies has also seen a dramatic increase in the in-service time of their fleet.

Turnaround time for servicing vehicles has been reduced from two weeks to one or two days. These savings helped Champion Technologies achieve a payback on their initial investment in the Logistics Center in a mere 18 months. Since implementing a planned preventive maintenance program using eMaint X3, they continue to improve the overall profitability of the division.