

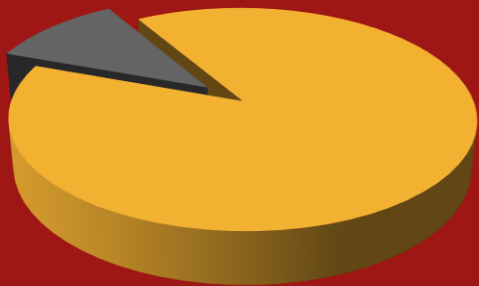
# CLIENT Profile



B2W  
Maintain



# -11%



**Direct Repair Costs**

***“We’ve moved from reactive to proactive, improved equipment reliability and cut our maintenance costs.”***

**DAN MAITLAND**  
Fleet Manager



B2W estimating and performance tracking applications were running successfully at Ajax when the company’s maintenance team began looking for a payroll solution for mechanics.

“That journey led us to B2W Maintain, and our vision expanded as we saw the potential of a computerized maintenance management system (CMMS),” fleet manager Dan Maitland explains.

“We’ve moved from reactive to proactive, improved equipment reliability and cut our maintenance costs.”







## The full power of B2W Maintain

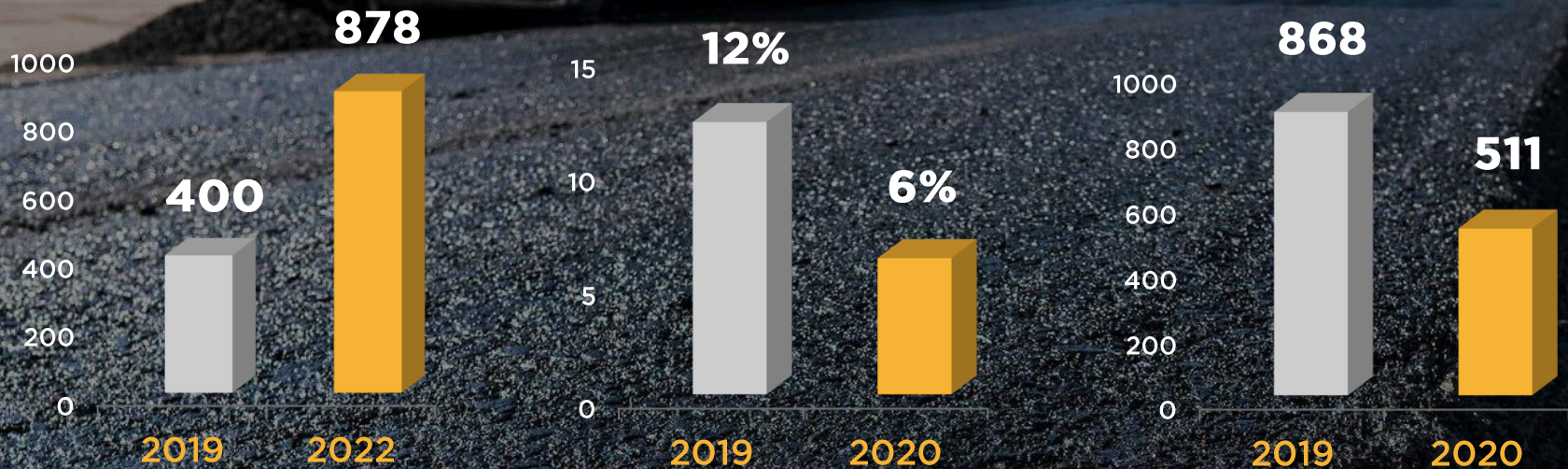
“We have fully demonstrated the power and capabilities of B2W Maintain,” says Maitland. The software automates the notifications for preventive

maintenance, so work is done at proper intervals.

Ajax also utilizes dashboard, repair request, work order processing, and mechanic scheduling and timecard

capabilities. The company relies on the application to manage parts, inventory and purchasing and has developed custom dashboards to display Ajax-specific KPIs.





## KPI results with B2W Maintain

# 120%

Increase in average mean time between failures (hours)

# 50%

Decrease in unplanned maintenance work

# 41%

Reduction in emergency work orders







## Partnership with B2W

Ajax supports B2W Maintain with two elements that drive success with maintenance software: process improvements and an ongoing dialogue with the supplier.

“We tapped into the experience of B2W for the implementation and included our entire staff in the process to guarantee buy-in,” Maitland explains. “We’ve worked with B2W to optimize some of our

processes to take advantage of the software. The dialogue has also led to some great ideas and new features added by B2W to support our specific requirements,” he adds.





## **Immediate equipment inspection data**

B2W Inform supports equipment auditing at Ajax. Tablets and electronic forms allow operators or auditors to complete each inspection 30 minutes faster on average.

Speed is only one benefit. When an audit identifies a maintenance requirement, the right people are notified instantly. “We’re not waiting for a paper form to get to the office or shop, with a low success rate and a delay in

follow-up action,” Maitland says. “We also have extensive reporting capabilities thanks to B2W Inform.”





## Importing telematics data

Ajax uses import features in B2W Maintain to pull in meter readings and locations. The data is vital in helping managers and mechanics hit preventive maintenance intervals.

GeoTab provides the telematics data for on-road vehicles at Ajax. For off-road assets, the information comes in seamlessly from VisionLink.

**GEOTAB®**  
**VISIONLINK®**







***The Future  
is Riding on AJAX.®***

Founded in 1951, Ajax has grown into a road construction leader in Michigan and Florida. The company paves everything from commercial, residential and government developments to the largest highways.

Ajax also specializes in airport and auto race and test track projects and operates modern hot-mix asphalt and mobile concrete plants.

