

Pilot & Proof-of-Value

A short, scoped engagement that proves the value of the Sensorium™ + 5Tech Platform ecosystem before you commit to a larger build: success metrics agreed up front, the specific hardware deployed and commissioned, alert rules and dashboards configured for your environment, and the measured result reported honestly.

`svc-pilot-proof-of-value` · Revision Draft · 2026-07-07 · Status: **Draft**



Figure FIG-001 — Pilot & Proof-of-Value: a focused deployment of Sensorium™ hardware and the 5Tech Platform, scoped to prove measured ROI before a wider rollout.

Who this is for

The Pilot & Proof-of-Value engagement is the first lifecycle step for teams evaluating the Sensorium™ + 5Tech Platform ecosystem on their own site, fleet, or process. It is for:

- **Operations, plant, and fleet leaders** who need evidence — not a slide deck — before committing capital to a full deployment.
- **Teams with a specific, bounded problem to prove:** a hazard to exclude, a structural asset to instrument, or a remote site to connect and monitor.
- **Organisations that want a low-risk, fixed-scope first engagement** rather than a plant-wide rollout on day one.
- **Buyers who need to see the system behave in their real environment** — against their equipment, their alerts, and their existing SCADA/ERP systems — before scaling.

If you are ready to roll out more widely, the sibling [Deployment & Integration Support](#) service is the better fit; a pilot is the step that earns the confidence to get there.

| Problems we solve

- **"We can't justify a full rollout without evidence."** A pilot produces a measured result against an agreed baseline, so the business case rests on your own data.
 - **Pilots that drift.** Without success criteria fixed at the start, a proof-of-concept becomes an open-ended experiment. We define what "success" means — and what it is worth — before any hardware is installed.
 - **Proofs of concept that stay demos.** The pilot runs on real hardware, integrated with the systems you actually use, so a successful result is a running system, not a staged demonstration.
 - **Uncertainty about which hardware and configuration fit.** The pilot deploys the specific Sensorium™ modules your problem calls for and configures the alert rules and dashboards for your environment, removing the guesswork before you scale.
 - **No baseline to measure against.** We capture a baseline first, so the value the pilot reports is a genuine before-and-after, not an assertion.
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| What you get (deliverables)

- **An agreed success-metric definition and a captured baseline** — the specific KPIs the pilot will move (for example, hazard-stop response, unplanned-downtime, or connectivity uptime), the target for each, and the go/no-go criteria. Target values are set with you and are [TBD] until agreed.

- **A deployed and commissioned subset of Sensorium™ hardware** — the specific modules your problem requires, drawn from the **Gateway** (Connect), **Safety Zone**, and **Smart Bolt** (Sense) product line.
- **Alert rules and dashboards configured for your environment** — the **5Tech Platform** monitoring, alert rules, and AI-assisted reporting configured against your equipment, thresholds, and policies.
- **A live Monitoring dashboard and alerting** for the pilot scope, integrated with your existing SCADA/ERP where it is in scope.
- **A measured-value report** comparing the pilot period against the baseline, stated honestly — including where a metric did not move.
- **A go/no-go recommendation and a rollout plan** with an indicative budget and scope for **Deployment & Integration Support** if the result justifies it.

We do not report a number we have not measured. Any ROI, uplift, or reduction figure in this brief is deliberately left as **[TBD]** — the pilot exists to produce those figures from your data, not to assume them.

How we work

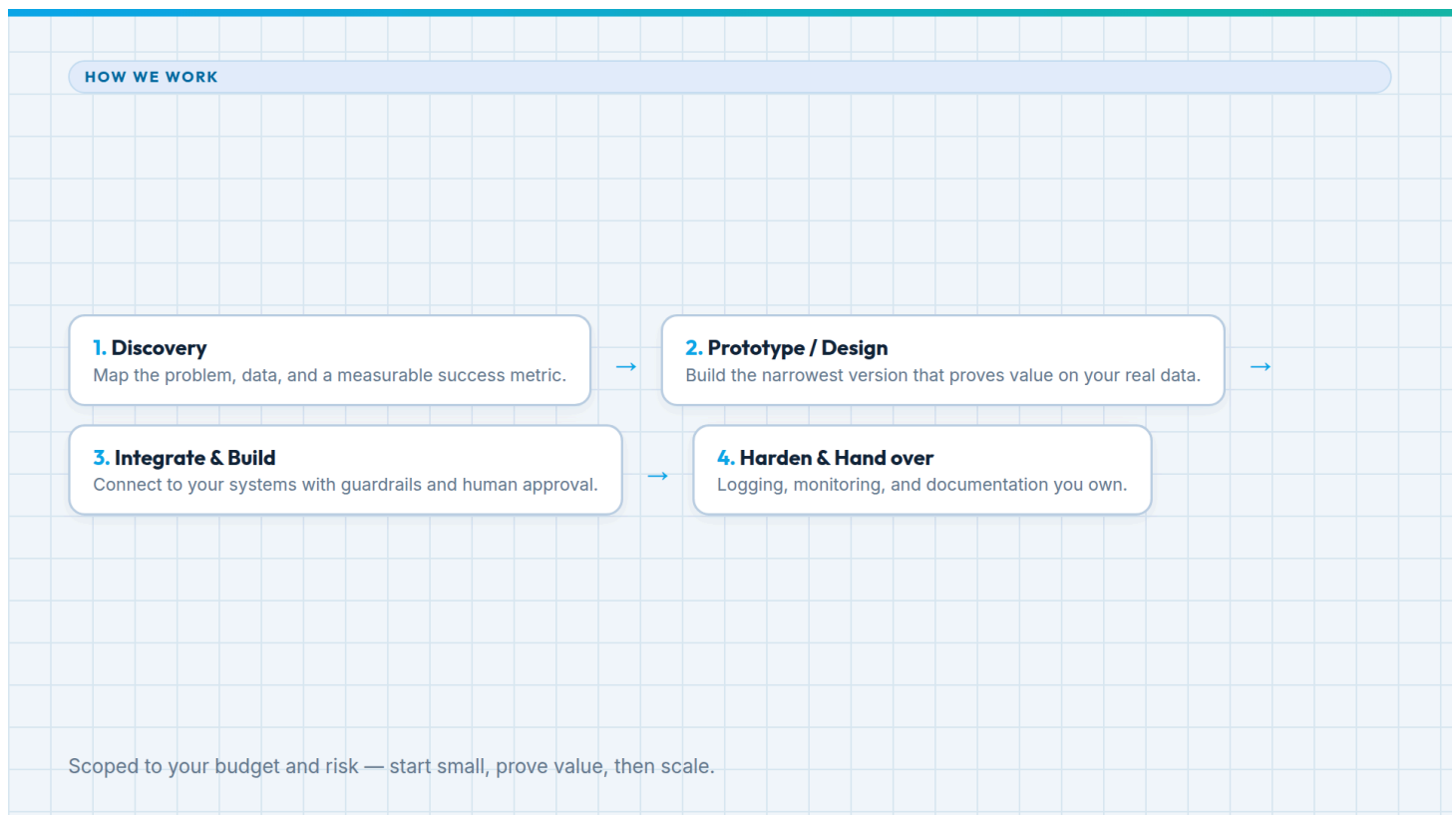


Figure FIG-002 — The pilot runs in five phases as a short, scoped engagement: define success metrics,

deploy hardware, configure alert rules and dashboards, measure against a baseline, then report measured value and recommend go / no-go.

The engagement is a short, scoped program of five phases. The duration is agreed per engagement and depends on site access, hardware lead times, and the integration required.

1. **Define (success metrics & baseline).** We agree the specific metrics the pilot will prove, capture a baseline for each, and fix the go/no-go criteria. Nothing is installed until this is settled.
2. **Deploy (hardware).** We install and commission the scoped subset of Sensorium™ hardware — the Gateway for connectivity and edge aggregation, and the relevant Sense modules (Safety Zone, Smart Bolt) for the problem at hand.
3. **Configure (alert rules & dashboards).** We configure the Platform's monitoring dashboards, alert rules, and AI-assisted reporting for your environment — your equipment, thresholds, escalation paths, and policies — and integrate with SCADA/ERP where in scope.
4. **Measure.** The pilot runs and collects data against the baseline over the agreed window, long enough for the result to be meaningful rather than anecdotal.
5. **Report & decide.** We deliver the measured-value report and an honest go/no-go recommendation. A positive result comes with a costed rollout plan; a negative or inconclusive result is reported plainly, because an honest "not yet" is a valid and inexpensive outcome compared with discovering it after a full rollout.

Scope, hardware quantities, and durations are agreed with you before the pilot begins and are [TBD] in this brief until scoped.

Example use cases

- **Site-safety pilot** — a Safety Zone deployment around one machine cell that detects entry into a restricted zone and raises alerts, measured against the site's current safety response. (An alerting sensor, not a certified safety-stop system.) See the [Construction Sites Monitoring](#) solution.
- **Structural-integrity pilot** — Smart Bolts instrumenting a set of critical fasteners, proving clamping-force and fatigue monitoring against scheduled manual inspection.
- **Remote-connectivity pilot** — a Gateway proving reliable cellular uplink and local edge aggregation from a site with poor or intermittent connectivity.
- **Single-cell proof** — one instrumented work cell used to prove the end-to-end Sense → Connect → Decide chain before scaling to a line or plant.

- **Fleet-subset pilot** — a bounded subset of mobile assets proving location and condition monitoring and maintenance-alert workflows ahead of the [Fleet Management](#) solution. *(Sensorium™ Trackers are a planned device; a fleet pilot is gated on their availability or a confirmed interim sensing approach.)*

Related services & industries

Lifecycle services — the pilot is the first of three:

STAGE	SCOPE
Pilot & Proof-of-Value <i>(this service)</i>	A short, scoped engagement to prove measured value on a bounded scope.
Deployment & Integration Support	Help rolling out and integrating the system: commissioning support, operator training, documentation, and integration with existing tools and ERP / EAM / PLC / SCADA.
Monitoring & Maintenance Support	An optional retainer to help keep the system healthy: device-health checks, dashboard and alert tuning, and updates.

Solutions the pilot commonly proves — [Construction Sites Monitoring](#) · [Fleet Management](#).

Ecosystem it deploys — [Sensorium™ Gateway](#) · [Safety Zone](#) · [Smart Bolt](#) · [5Tech Platform](#).

Industries — manufacturing, warehouse & logistics, construction & infrastructure, smart buildings, and remote/harsh sites.

Voice: capability-based and honest — no invented metrics or client names (see the live `services.ts` for the established tone). The pilot reports what it measures; nothing more.

Figures

ID	TITLE	STATUS	FILENAME	ASPECT	PURPOSE
FIG-001	Pilot Deployment Hero	Placeholder	<code>images/hero_service.png</code>	16:9	Cover / hero image
FIG-002	Engagement Process	Placeholder	<code>diagrams/process.png</code>	16:9	The five-phase pilot engagement across the 6–8 week timeline

This service brief is a draft and subject to change. Prompts for every figure live in `figures.json`.
Related: [Enterprise Deployment](#) · [Managed Operations](#) · [5Tech Platform](#) · [Gateway datasheet](#).