



CUSTOMER STORY



Maritime Developments' shift from reactive to proactive maintenance strategies

Key stats

Manufacturing
Industry

1,000+
Assets

8+
Hours saved
per technician

20%
Less unplanned
maintenance



THE CUSTOMER

Global leader in subsea solutions

Maritime Developments (MDL) is a global leader in flexible lay and retrieval solutions for industries such as oil and gas and renewable energy. Known for its expertise in large-scale, complex subsea projects, MDL operates in environments where precision, reliability and safety are critical.

At the core of MDL's operations is the Flexlay Solutions division, where a skilled team, including technical coordinator, Sean Burrows, manages the deployment and maintenance of high-capacity, high-value equipment essential for subsea cable and pipe laying across vast oceanic distances. These intricate machines are meticulously maintained and certified to meet the rigorous demands of offshore operations, ensuring dependable, cutting-edge solutions for clients worldwide.



THE CHALLENGE

Scaling **operations** in harsh environments

As MDL expanded its operations and diversified into sectors with new and evolving challenges like renewable energy, their existing maintenance processes could no longer keep up. The company's portfolio of large-scale, high-value assets—including cable lay tensioners and reel drive systems—operates in some of the harshest offshore environments. These assets, composed of intricate mechanical, electrical, and hydraulic components such as gearboxes, tension monitors and hydraulic motors, require precise maintenance to avoid operational disruptions. Managing this complex equipment with spreadsheets and manual processes became increasingly inefficient.

The sheer volume and complexity of the assets made it increasingly difficult to track maintenance schedules and ensure that all components were functioning optimally. Offshore technicians, after completing major projects, were spending hours manually inputting maintenance data into spreadsheets when returning to shore. This time-consuming, error-prone approach not only slowed down operations but also increased the risk of costly mistakes.



THE SOLUTION

Transforming asset management with real-time data

To overcome these challenges and accommodate their scaling operations, MDL implemented a comprehensive digital asset management platform. The system provides real-time visibility into the status of its 1,000 critical assets, including child-parent associations for complex machinery. This shift to predictive and preventive maintenance enabled MDL to identify potential issues before they escalated, extending lifespan and optimizing maintenance schedules.

The platform's advanced analytics and PowerBI reporting capabilities allow MDL to monitor the performance of each asset, providing insights into reliability, wear and tear, and maintenance history. With a centralized view of asset data, MDL could make informed, data-driven decisions on maintenance planning, reducing unnecessary interventions and enhancing efficiency. The move to condition-based maintenance further improved the reliability of MDL's operations, helping the team avoid unplanned downtime and costly repairs.



What we can do now in Eptura is see **statistics, analytics, and insights** into any asset and see the maintenance history. With a click of a button, we can get a nice PowerBI presentation of that asset. The system shows us how **reliable** that asset is being over time, what components are wearing out more than others, and we can make a far **quicker** decision on any obsolescence.



Sean Burrows,
Technical Coordinator, MDL

THE RESULTS

Achieving operational excellence through predictive maintenance

The transition to a real-time centralized asset management system brought transformative results for MDL, significantly enhancing operational efficiency. By leveraging advanced analytics and real-time data, MDL achieved a 20% reduction in unplanned maintenance. This improvement stemmed from the platform's ability to predict and resolve potential issues before they led to equipment failures, allowing the team to focus on strategic tasks and avoid costly disruptions. Enhanced visibility into each asset's performance lifecycle enabled MDL to streamline operations, resulting in fewer surprises and smoother workflows.

“ It's a massive **efficiency** gain. A lot of the company were starting to see inefficiencies by having a paperwork system, so they welcome the new **digitized** system with open arms, especially our offshore team. ”

Sean Burrows,
Technical Coordinator, MDL





In addition to reducing unplanned maintenance, the shift to a preventive maintenance strategy resulted in a 15% decrease in overall maintenance costs. By proactively addressing issues, MDL not only minimizes the need for last-minute repairs but also reduces parts replacement. This not only saved significant resources but also enhanced the reliability and longevity of high-value assets. The condition-based approach ensures interventions are made only when necessary, further improving the efficiency of MDL's asset management processes.

The introduction of live data logging also yielded substantial time savings for MDL's technicians, who previously spent hours manually entering data after completing offshore projects. Now, they can log maintenance activities in real time, saving each technician valuable time. This reduction in manual work allows the team to focus on critical tasks while expediting reporting and decision-making across the organization.

“ Switching to an asset management solution has made a **huge** difference in our efficiency. The team now saves over **8 hours** a week on maintenance logging alone. With everything **centralized** in Eptura, anyone can **easily** check the status, condition and history of each asset. ”

Sean Burrows,
Technical Coordinator, MDL

THE FUTURE

Innovating for sustainable growth

MDL's adoption of an asset management solution has laid a strong foundation for future innovations. The company is integrating Eptura Asset with its ERP and financial platforms to gain deeper insights into asset ownership costs and to streamline operations. This integration will create a single source for all asset-related data, enhancing efficiency and supporting growth.

As MDL expands its presence in the renewable energy sector while continuing to serve the oil and gas industry, new sites are opening in Paris and the US, supported by an expanding asset portfolio. By rolling out Eptura Asset across its operations, MDL ensures consistent, efficient management of its assets, supporting its strategic growth and commitment to sustainability in emerging markets.



work your world™



Eptura is a global worktech company that digitally connects people, workplaces, and assets in a unified platform to enable our customers to thrive. Our scale and expertise helps organizations to engineer a thriving work environment, by giving them the understanding they need to enhance their employee experience, workspaces, and asset value.

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