



The fleet reviewed — 212 machines

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What each machine already says, and what nobody was listening to · fictional document

Fictional document — demonstration example

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Fictional document, produced for the demonstration. The review covers an invented site of **212 machines** and **1,340 sensors already fitted**. It proposes no purchase: it establishes **what the fleet already reports and nobody had time to read**.

The starting gap: 38 machines tracked, 14 unplanned shutdowns

Finding	Value	Reading
Machines in the fleet	212	34 presses, 6 chillers, 4 compressors, 21 conveyors, 147 ancillaries
Machines genuinely tracked closely	38	List drawn up on the value of the machine
Unplanned shutdowns over the year	14	96 hours of production lost
Of which on a machine outside the 38	9	A short list is chosen on criticality, not on condition

Finding	Value	Reading
Cost of the 96 hours, at €1,150 of hourly margin	€110,400	Not counting 2 late-delivery penalties applied by customers

The 14 shutdowns, by equipment family

Family	Machines	Unplanned shutdowns	Hours lost	Tracked before the review
Injection presses	34	5	41 h	Yes — 34 of the 38
Compressors	4	3	22 h	No
Chillers	6	2	17 h	No
Conveyors	21	3	13 h	No
Ancillaries	147	1	3 h	Partly — 4 of 147

Reading: compressors and chillers account for **5 shutdowns out of 14 and 39 hours out of 96** across **10 machines out of 212**. They were outside the watch list because they produce nothing — but **their unavailability stops everything else**.

What the review changes, without one extra sensor

Indicator	Before	After
Machines tracked continuously	38	212
Sensors used	≈ 240	1,006
Share of the methods engineer's time spent tracking signals	65 %	7 %
Hardware investment required	—	€0

The list of 212 is corrected with a word. At every removal the agent states **what you stop being able to see** on that machine — because a removal with no stated consequence is a removal regretted six months later.

Families removed from tracking by the maintenance manager: _____

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