ARE FLEETS READY FOR THE FUTURE?

In a rapidly advancing industry, a knowledge gap and cost concerns are preventing fleets maximizing potential opportunities from Industry 4.0.

**Industry 4.0 explained:** Technologies that support the digitisation and automation of operations.

### Fleets are already taking steps towards a high-tech future

<table>
<thead>
<tr>
<th>Use at least one Industry 4.0 technology in their operations</th>
<th>Connected equipment</th>
<th>Cloud-based technologies</th>
<th>Autonomous equipment</th>
<th>Sensors</th>
</tr>
</thead>
<tbody>
<tr>
<td>75%</td>
<td>34%</td>
<td>36%</td>
<td>27%</td>
<td>37%</td>
</tr>
</tbody>
</table>

### Operators recognise the potential savings from Industry 4.0 technologies

- **Expected benefits include longer equipment life and fewer unplanned breakdowns**
- **77%** believe these new technologies could deliver savings.

### Yet the industry faces barriers to widespread uptake

<table>
<thead>
<tr>
<th>Pace of change</th>
<th>Knowledge gap</th>
<th>Cost concerns</th>
<th>Lack of senior support</th>
</tr>
</thead>
<tbody>
<tr>
<td>69% are reluctant to invest in new technologies while current equipment is operational</td>
<td>61% believe a lack of understanding about how technologies work is a significant challenge</td>
<td>70% think costs may outweigh the benefits</td>
<td>65% feel senior managers don’t understand the benefits of new technologies</td>
</tr>
</tbody>
</table>

### Collaboration is key to unlocking progress

- **57%** feel there is a lack of trusted third-party experts to provide support.
- **89%** will look to their lubricants supplier for training.

**Effective lubrication can help maximise returns from high-tech equipment, easing up-front cost concerns.** 93% agree new technologies will impact lubricant needs, but only 52% would focus more on lubricant quality.

Advice on improving lubrication to help extend equipment life will help set operators up for success.

Learn more at: https://www.shell.com/business-customers/lubricants-for-business/fleet.html

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Statistics used in this infographic are based on a survey, commissioned by Shell Lubricants and conducted by research firm Edelman Intelligence, based on 350 interviews with Fleet sector staff who purchase, influence the purchase or use lubricants / greases as part of their job across 7 countries (USA, China, India, Germany, Russia, Indonesia and the UK) from March to April 2018. Data used in this infographic is taken from the respondents from USA (n=50). For more information, please visit www.edelmanintelligence.com.