

CASE STUDY



EthosEnergy Partners with Prometheus Group to Grow Power Plant Service Business




EthosEnergy





PROMETHEUS GROUP



Company

 EthosEnergy Group

 Houston, TX

 Power, oil & gas, industrial, and aerospace

Challenges

- Enable scalable, multiclient OAU service business
- Offer high flexibility in customizing services to EthosEnergy clients
- Sustain growth in EthosEnergy services business

Results

- 10x increase in productivity
- Secure and feature-rich SaaS portal for provisioning and managing multiclient OAU services
- Strategic partnership for continued innovation in software and services

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ABOUT ETHOSENERGY

The Optimization and Upgrades (OAU) Division of EthosEnergy Group is singularly focused on growth. Part of its portfolio of independent service offerings, EthosEnergy specializes in staffing and operating power plants for other companies, including both utility and industrial producers. With rising cost and complexity, a growing number of power producers have turned to EthosEnergy to augment – and even manage outright – day-to-day plant operations.





THE SERVICE VALUE IS IN THE DETAILS

For many of its clients, EthosEnergy staffs and retains plant operation specialists, including engineers, maintenance personnel, dispatchers, and other day-to-day workers. In addition to daily operations, these employees help in new equipment commissioning and upgrades.

Whatever the account particulars, EthosEnergy relies on the Prometheus APM Solution from Prometheus Group to improve understanding of asset performance and prevent costly failures. Built on the secure Prometheus APM cloud platform, the operational intelligence is infused with over 30 years of power plant operations experience.

“The role of the APM software is twofold,” explained Brady Kirkwood, EthosEnergy’s Lead Monitoring & Diagnostics Engineer. “It lets us uphold whatever contractual requirements we’ve specified with each client, and it lets them know we’re here monitoring their plant.” Indeed, with Prometheus APM, EthosEnergy enjoys a level of customization that demonstrates clear value and helps close new business quickly.

Prior to deploying Prometheus APM’s SaaS products, EthosEnergy was using its own, internally-developed software solution along with GE Digital’s SmartSignal. Certain shortcomings with this approach, however, led Kirkwood and his team to evaluate solutions on the market. After evaluating several options, the team selected Prometheus APM.

According to Kirkwood, three factors led to the decision to go with Prometheus APM. “For one thing,” he recounted,

“it was more competitively priced. Second, Prometheus APM was more feature-rich; the functionality provided by Issues Management, Dashboards, and the detailed equipment and process performance calculations just wasn’t offered by SmartSignal. Third was the willingness of Prometheus Group to partner with us for the future development of tools and capabilities.”

- Brady Kirkwood | EthosEnergy’s Lead Monitoring & Diagnostics Engineer

The decision paid off. “I think the ability to tailor access to different end users is right where we want it,” Kirkwood said. “We have clients with multiple sites. We can easily change their access to add a site. It’s no problem.”

Kirkwood listed other benefits. “The Prometheus APM security features suit our needs perfectly,” he reflected. “And we use native software functionality to communicate emerging issues to sites that are affected.” Prometheus APM integrates seamlessly with email, which helps EthosEnergy accommodate virtually any operations model. “Some users respond by email to the issues we raise,” said Kirkwood. “Others log into the portal. Whatever’s easiest for them, as long as the issue doesn’t get lost in the ether.”



No matter which access option clients choose, Prometheus APM tracks and maintains a history of all issues, actions, and resolutions.

A POSITIVE ROI TODAY, A PARTNERSHIP FOR THE FUTURE

Not surprisingly, EthosEnergy's focus on growth is matched by its intense scrutiny of the service's bottom-line performance. Here too, Prometheus Group's Operational Intelligence software aligns perfectly with EthosEnergy's strategy.

"We're able to monitor more sites, with more asset tags per site," said Kirkwood, "with fewer people. By that metric alone, we now do ten times more work per hour using Prometheus APM than we did before."

Nevertheless, the OAU vision is epic, and the work has only just begun. In pursuing it, EthosEnergy recognizes the value of collaborating with Prometheus Group.

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“Our ability to pursue development of new capabilities jointly with Prometheus Group, as a strategic partner, is extremely important to us,” Kirkwood affirmed. “We’re very happy with the direction the development is going.”

— Brady Kirkwood, EthosEnergy's Lead Monitoring & Diagnostics Engineer

Learn more about how Prometheus Group can help your organization today

CONTACT US

About Prometheus Group

Prometheus Group is a leading global provider of comprehensive and intuitive enterprise asset management software solutions that work within ERP systems and span the full work management life cycle for both maintenance and operations. Developed jointly with end users, Prometheus software enhances the customer experience for planning, scheduling, and executing work for both routine maintenance and shutdowns and turnarounds, all while protecting the workforce with safety solutions and electronic permit to work. Our straight-forward functionality, graphical visualization, and simple processes enable customers to increase productivity, reduce costs, and improve reporting. For more information, please visit www.prometheusgroup.com.