



Take the Pain out of Gas Detector

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Maintenance Challenges

Maintaining the lifesaving safety equipment that your workers depend on is an important, challenging, and often overlooked job. If you purchase gas detectors, you're responsible for ensuring that the instruments are working properly and will be ready at a moment's notice to alert your workers to potential hazards. But it can be difficult to know when there is an issue, what the issue is, how long it could take to fix it, and how much it will cost. Maintenance quickly becomes a costly headache.

When time is limited and repairs are critical, it's not unusual for routine gas detector maintenance to slip off the radar. Bump tests and calibrations are not challenging or time consuming, but can be tough to fit into your day when countless other tasks compete for your attention. The busier your days, the harder it is to devote time to a gas monitor that may not be showing outward signs of wear. That's when the daily bump tests and monthly calibrations get delayed and eventually forgotten, leaving workers at risk.



The True Cost of Maintenance

Put simply, maintenance costs generally include:

- **The cost of parts and materials:** spare monitors, sensors, batteries, filters, calibration gas, and more
- **The cost of labor:** the time it takes your team to test and repair gas detectors multiplied by their hourly pay rate
- **The cost of downtime:** the productivity you lose when your people can't complete their jobs because they don't have the right tools

What's not listed here is the implicit cost of not conducting the maintenance your gas detectors require: a worker being hurt or killed on the job. All maintenance is intended to ensure gas detectors work properly so your people can do their jobs safely.

The costs considered individually may not seem like much, but they add up quickly as your program grows and as monitors age. For this very reason, many companies have little understanding of just how much gas detector maintenance costs.

Your Maintenance Options

Nobody loves spending time and money to maintain gas detectors, but your investment delivers the most valuable return of all: a safe and productive workplace for everyone. Gas detector maintenance is critical to worker safety, so it's important to find an efficient and effective solution to your maintenance pains. The good news is you have options to help simplify the maintenance process:

Install Docking Stations: The popularity of docking stations has skyrocketed in the last few years for good reason: they automate routine gas detector maintenance. Docking stations are complete instrument management systems that automatically bump test, calibrate, and collect valuable data. They make it easy to access bump test and calibration records, so you can be sure that gas detectors are maintained properly and you're in compliance.

BEST FOR: Companies that can handle gas detector repair, but need to reduce the time spent on day-to-day maintenance.

Subscribe to a Gas Detection Service: In a subscription-based service program, you lease gas detectors and pair them with docking stations to automate routine maintenance and eliminate repairs. When a docking station senses a decline in a monitor's performance, it automatically sends you a replacement device to eliminate instrument downtime and the hassle of warranty claims. Once you receive the replacement monitor, you return the old one in a pre-paid box.

BEST FOR: Companies that want a full-service program to eliminate gas detector maintenance and repair, downtime, logistics, and unexpected costs.

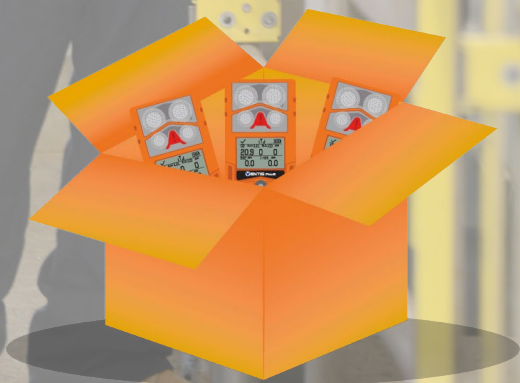
Eliminate Maintenance Pains

If you'd like to completely eliminate gas detector maintenance from your list of to-dos, a full-service gas detection maintenance program like iNet® Exchange is right for you.

iNet Exchange is a subscription-based service for gas detectors covering repair and replacement. By automatically receiving replacement monitors, you'll never need to worry about warranties, paperwork, or waiting for new monitors. Parts, equipment, and shipping are covered, and you can even trade in damaged instruments.

You can also add calibration gas Auto Replenishment Program to iNet Exchange to automatically receive a new cylinder of gas before you run out.

As an iNet Exchange customer, you will always have the equipment you need, when you need it.



Hear from iNet Exchange Users

"iNet Exchange is a cost-effective solution that has removed the hassle of managing our gas detection fleet and has made our people much safer. We now know exactly what is happening in the field through iNet."

– Category Manager for a waste water services company

"I got an alert about a sensor and the next day I had a new monitor sitting on my desk. With iNet Exchange, we can change out the instrument before we're at risk of having a safety situation."

– HSE Advisor for a leading oilfield services company

"We have gained reliability, a fundamental prerequisite for our safety concerns, by knowing that our monitors have been tested and are working properly. We know we always have a representative who can quickly respond to our needs and replace a monitor in less than 48 hours."

– Analyst for energy provider industrial sites

"If you have more than 10 instruments, you cannot live without iNet Exchange."

– Health & Safety Specialist for a leading petroleum refinery



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PROGRAM WITH INET EXCHANGE
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