

Eight questions to ask any OEE vendor, **us** included.

Ask every vendor the same eight questions, in writing. Compare on how stops are captured, what operators must do, who can recover each loss, and the full rand cost over three years.

THE EIGHT QUESTIONS

ASK	WHY IT MATTERS	A GOOD ANSWER
1. How are stops captured?	Operator logs miss most interruptions (short stops); controller data needs an integration project.	A sensor times every stop, however short, without touching your controls.
2. Are interruptions counted, or hidden in "running"?	The stop threshold decides what the report shows. On one line, interruptions read as 2% or 32% of downtime depending on it.	Every stop timed; you choose which ones ask for a reason.
3. What does it ask of operators?	Systems that ask for a code on every stop get abandoned.	A reason only above the stop threshold, in one or two taps.
4. Does it say who can recover each loss?	A score that falls does not tell anyone what to do.	Each loss named to a department: production, maintenance, planning, quality.
5. Does it value losses in rand, on your basis?	Finance signs. Hours mean little without a rate.	A rate per paid hour your finance team chooses, shown beside every figure.
6. What does it cost over three years, in rand?	Dollar and pound prices move with the exchange rate; hardware and deployment are often extra.	Licence, hardware, deployment and support listed in rand, ex VAT.
7. Who supports it locally?	A sensor offline for a week is a week of missing data.	A named local team, a response time, and connectivity that does not depend on your Wi-Fi.
8. Who owns the data, and how is operator data handled?	Operator records are personal information under POPIA.	You own it; access by role; a written policy you can show your shop stewards.

Three years, one line, in rand.

Fill in one column per quote, for the same line and the same three years. Ask each vendor for every row in writing; a blank row usually means an extra cost later.

THREE-YEAR COST SHEET · RAND, EX VAT

COST ITEM	AUGOS FACTORY	VENDOR A	VENDOR B	VENDOR C
Billing unit and minimum order	Per line, from one line			
Licence, 36 months	R178,200			
Hardware and sensors	Included			
Operator screen at the line	Included			
Deployment and training	R19,500			
Platform, base or support fees	None			
Connectivity (SIM and data)	Included			
Exchange-rate allowance	None: priced in rand			
Travel for site visits	As agreed in advance			
Three-year total, one line	R197,700			

Augos Factory: R4,950 per line per month and R19,500 once per line for deployment, ex VAT, list prices October 2026. Every line starts with a three-month paid pilot; after that, month to month. For quotes in dollars or pounds, add an exchange-rate allowance you are comfortable with over three years.

QUESTIONS TO SEND EACH VENDOR IN WRITING
