

American Crane & Equipment Corporation Saved 10x in Upfront Costs With Blues Wireless, Making Their Smart Crane Accessible to Small and Midsized Businesses



OVERVIEW

American Crane & Equipment Corporation is known for manufacturing high-quality specialty lifting equipment for unique applications. Their products include custom engineered cranes for nuclear applications, cranes for the aerospace industry, explosion-proof jib cranes for oil, and more.

50
years

in operation

160+
total employees

\$40
million

in annual revenue



We expect a 10X factor in cost savings for our smart crane system. Through innovation in transmitting data, using the Blues system will provide lower up-front costs than a traditional system.

Karen Norheim,
President and CEO American Crane & Equipment Corporation



SOLUTION

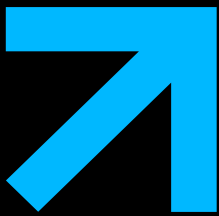
Using the Blues Wireless Notecard with its built-in prepaid cellular connectivity and innovation in transmitting data, American Crane & Equipment Corporation can identify, transmit, and evaluate only the data that brings real value and useful insights to their customers.

When considering connectivity solutions, cost, simplicity, and performance were the biggest factors for American Crane & Equipment Corporation.

Cost

Simplicity

Performance



RESULTS

American Crane & Equipment Corporation has unlocked 10x lower up-front costs vs. out-of-the-box solutions, making their smart crane devices accessible even to small and medium-sized businesses. It provides a modular, scalable approach allowing their customer to connect their equipment, whether they have one crane or 1,000+ cranes.

Bringing this industrial equipment online is delivering data-driven insights that translate to **reduced overhead costs and improved productivity for their customers**. New access to data empowers them with predictive maintenance capabilities and a significant reduction or elimination in unplanned downtime.



All of this is made possible by the The Blues Notecard. By using The Blues Notecard in our system, we're able to make this new technology available to our customers across all industries.

Karen Norheim,
President and CEO American Crane & Equipment Corporation

Blues has made it quick and easy for you to cloud-connect your products

Blues Wireless is a hyperscale cellular IoT solution. Founded in 2019 by repeat scale disruptor Ray Ozzie. Blues is solving the global IoT connectivity problem in just 2 lines of code. Our flagship products, Notecard and Notehub, provide complete scalable device-to-cloud integration. Blues reduces the cost and complexity of building connected devices by including provisioning, security, and cloud optimization as standard features, and adapting to system and device architecture. More than 800 forward-thinking companies, from startup to enterprise, use Blues to securely cloud-connect their products.

Get started at
blues.io

✉ sales@blues.io