ABB Ability™ Performance Optimization for hoists

Frequently asked questions

What is ABB Ability™ Performance Optimization for hoists?
Performance Optimization for hoists improves uptime, availability, performance and productivity of mine hoists by providing actionable information on Key Performance Indicators (KPIs). Data is automatically collected, monitored and analyzed to generate actionable insights that can increase production performance, identify safety hazards, and provide optimized maintenance scheduling.

Who should use ABB Ability™ Performance Optimization for hoists?
Performance Optimization for hoists can benefit all ABB underground mining customers and prospects who have installed mine hoists, particularly those looking to optimize productivity. Mine hoists are at peak performance when first installed, but erode over time due to issues such as process changes, equipment wear, raw materials, etc. It’s important to check and tune them regularly to prevent productivity loss.

How are improvements delivered?
All findings and observations are documented in ABB’s case management system, customers have access to MyABB and can view the status of all cases related to their site. The improvement are created by a collaboration between hoist experts, local ABB engineers and customers. Depending on the improvement, the customer can choose to get the improvements implemented by ABB via remote or to have an ABB engineer come to the mining site. They also have the option to implement it by themselves.

Are all geographical locations able to sell ABB Ability™ Performance Optimization for hoists?
All countries that sell Industrial Automation Services should sell Performance Optimization for hoists to customers that have a minehoist.

How does this service benefit the customer?
Improves uptime, availability, performance and productivity of mine hoists.

Do any competitors sell a similar service?
Main competitors for ABB Ability™ Performance Optimization for hoists is Techberg-digital that is a Siemag Techberg company.

Which data logger can I use for collecting data for this version of the service?
The only data logger that is compatible with this service is iba.

How does the customer pay for the service, subscription or up front cost?
Yearly subscriptions based on customer value calculation.
Are the pricebooks for these service available in ABB Wizard format?
No, this service is value based, please see ABB Ability™ Performance Optimization for Hoists Value based pricing 3.0

How is the sales price calculated?
The value is calculated by the value calculator (https://servicevalue.abb.com/ServiceValue/#/home)
The sales price is then calculated like this “Total calculated annual potensial” /2 *0.75. For more information please see ABB Ability™ Performance Optimization for Hoists Value based pricing 3.0

Is it possible to sell as stand alone?
Yes but we always sell this together with 24/7 remote suport and Hoist Fingerprint service.

Can it be offered for non ABB systems?
Yes, but it is developed for ABB system.

Do the customer need anything else apart from iba and RAP?
Yes also an Edgenius.

Where can I find more information about Edgenius?

Where can I receive further support?
The following are resources to support you with Performance Optimization for hoists:

Bengt Hedlund, Global Product Manager PAPI Hoisting Service (bengt.t.hedlund@se.abb.com)
Per Lärk, Global Sales PAPI Hoisting (per.lark@se.abb.com)
Magnus Uddman, Technical Support PAPI Advanced services(magnus.x.uddman@se.abb.com)