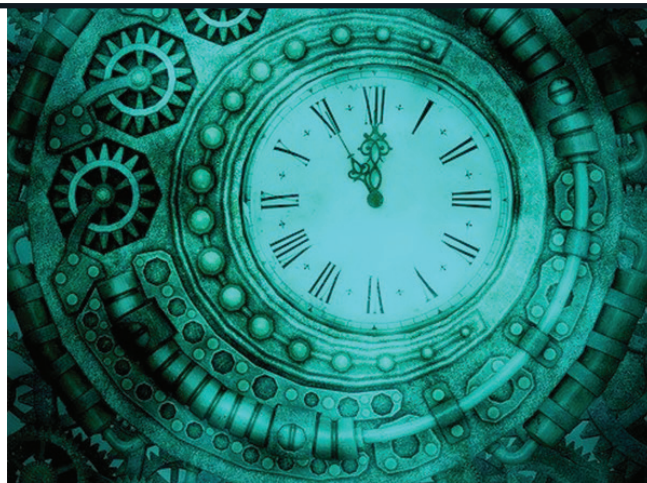


# The need for speed to gain data for insights to make better business decisions and drive growth

## RESULTS

- In less than a week automation was up and running
- Fast set up time and accurate detailed production data helped drive the focus for strong growth
- Customer Care team available them 24/7 to help with anything
- Quickly shown growth and acquired more assets



## APPLICATION

Quotes of months or years to get automation up and running for an oil and gas producer was slowing growth

## CUSTOMER

Junior sized oil and gas producer in the United States

## CHALLENGE

Growth challenged producer was trying to gather all the information needed to make a wise, well-educated decision on automation in the field, and a platform to best suit their needs but was getting many mixed messages on what would be the best route to take, or most financially responsible to provide the strongest return.

They really wanted something proven to be accurate to help them solve some of their biggest dilemmas and help guide decisions with the data they would get, but every where they turned they were getting quotes of months or years to get it up and running.

Time was of the essence to gain the data insight they needed to make strong growth decisions. They needed that data now, not months, or even worse a year from now to make an impact.

**“I couldn’t believe some of the other quotes coming in to get automation up and running that were at months, some were even at almost a year! We didn’t have the luxury of time on our side to see production gains and increased profits that automation brings - we needed automation in the field and accurate data on our desks and phones right now to make the impact we needed to grow.”**

United States Oil Producer  
Vice President

### SOLUTION

One of the Field Supervisors knew of the current desire to get automation up and running and had just read an article about Zedi Automation as a Service (ZAaaS) and mentioned it to one of the decision makers as a fast route to automation and accurate data.

It was that brief conversation that lead to Zedi Cloud SCADA Solutions to helping get their fields automated in less than a week, with everything set up and running properly – all they had to do was look at their data to help them make better business decisions.

That same 'Junior' is now considered an entry level mid-sized player today and directly gives our team the credit for the boost in production that Zedi Automation as a Service (ZAaaS) provided with it's super fast set up and detailed, accurate data it provides.

Another mention is the tireless Customer Care team that is available them 24/7 to help with anything they have needed. They've been so impressed that as they have quickly shown growth and acquired more assets. They have now increased from less than a hundred sites, to over 300 in less than one year.



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