

beamex



BEAMEX CASE STORY

BECKWOOD
**DELIVERING ENGINEERING
EXCELLENCE WITH THE
BEAMEX ECOSYSTEM**

Experience a better way
To a sustainable future. To run a business. To calibrate.

BECKWOOD – DELIVERING ENGINEERING EXCELLENCE WITH THE BEAMEX CALIBRATION ECOSYSTEM

With the Beamex calibration ecosystem, UK-based service company Beckwood Onsite Services can deliver engineering excellence on every single job. Beamex hardware and software helps this pioneering business provide world-class calibration services to some of the UK's biggest operators in sectors such as oil & gas, power generation, pharmaceuticals and steel.

Beckwood Onsite Services (Beckwood) has a long and distinguished history in the field of electrical, control and instrumentation services and is a trusted partner to major players in the power, chemical, steel, oil & gas, and heavy engineering sectors across the UK. Its onsite instrumentation and control services, including calibration, are delivered by a professional team of 12 field technicians.

Since its foundation, the company has been firmly committed to continuous improvement and evolving its offering in line with the needs of its customers. Above all,

Beckwood is guided by the goal of delivering engineering excellence in every job it does – from complex long-term projects with multiple services and stakeholders, to individual calibration contracts on single sites.

Guided by this philosophy, when the time came to refresh Beckwood's calibration hardware and software, Managing Director Richard Hotchin and Project Director Peter Stiles already knew the direction they were likely to head in.

ENGINEERING EXCELLENCE THROUGH A BETTER WAY TO CALIBRATE

"We pride ourselves on being a proactive, forward-looking business where digital processes are front and center," says Hotchin. "Our staff are flexible, multi-talented professionals who can turn their hand to many different areas, and we expect the same flexibility from the tools we work with," he



continues. "This is why Beamex was the ideal fit for us."

Beckwood has long been a forerunner in the adoption of process automation and digital tools and has even developed its own in-house digital work management system. As a leading provider of products and services that support fully digital calibration processes, Beamex was the natural choice for the company.

Beckwood technicians work across a huge variety of different sites – from steel factories to gas turbine power plants, waste-to-energy incinerators and pharmaceutical manufacturing facilities. When performing calibrations they carry the Beamex MC6-Ex Intrinsically Safe Advanced Field Calibrator and Communicator alongside Beamex LOGiCAL cloud-based calibration software. The MC6-Ex variant means there is no need for Beckwood's technicians to use different devices when working in Ex-rated areas.

"The Beamex ecosystem makes our work far easier and faster, and we have the flexibility to carry out all the different types of calibrations we do with one piece of equipment and one software platform," says Stiles. "Before we switched to Beamex our technicians would have to carry at least two devices with them plus all the cabling; now we can execute work orders on any process control element without switching devices."

The MC6-Ex units are predominantly used to calibrate pressure and temperature transmitters as well as flow meters. Stiles and Hotchin estimate that in the Beamex ecosystem their teams can perform at least 30-40% more calibration work orders in a day compared to their previous system.

This significant time saving comes from the fact that paper has been eliminated from the process and that the calibrators guide the technician through every step of the process, making it incredibly easy and efficient. "Before, paperwork for a complete site shutdown might have taken us two or three days to finish – now we can be done in a matter of hours."

BEAMEX OPENS DOORS TO NEW BUSINESS

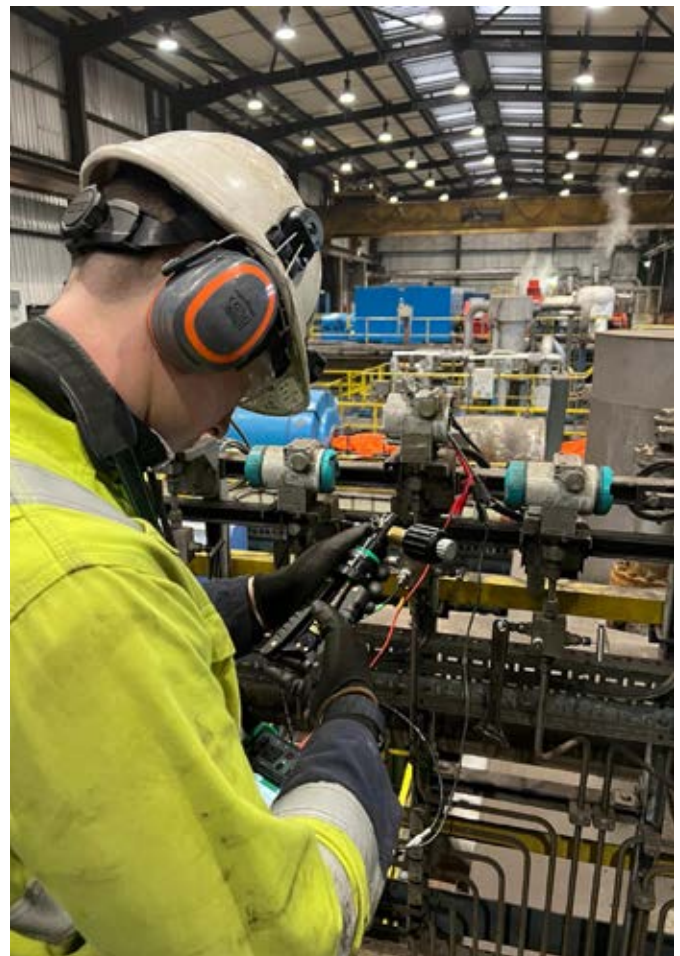
Across the different industries that Beckwood serves, having Beamex as a partner not only makes everyday work easier, but it also acts as a valuable calling card that attracts new customers.

"We have won business purely because we use Beamex products," highlights Hotchin. "When our people show up at a site with Beamex devices in their hands the customer immediately sees that we know what we are doing and has

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Peter Stiles,

Project Director, Beckwood Onsite Services



Beckwood Onsite Services'

CALIBRATION SOLUTIONS

- Beamex LOGiCAL Calibration Management Software
- 2 x Beamex MC6-Ex Intrinsically Safe Advanced Calibrator and Communicator
- 3x Beamex Calibration Pumps (PGC/PGL/PGHH)

MAIN BENEFITS

- With the Beamex ecosystem their teams can perform at least 30-40% more calibration work orders in a day
- Significant time savings from paperless calibrations
- Improved efficiency - for a complete site shutdown it would have taken 2-3 days to finish - now it can be done in a few hours
- The Beamex ecosystem makes our work far easier and faster
- Flexibility to carry out all different types of calibrations with one piece of equipment and one software platform

confidence that the job is going to be done properly and efficiently. In a nutshell, Beamex demonstrates our commitment to engineering excellence."

A BRIGHT GREEN FUTURE IN STORE

Beckwood is growing quickly, establishing a strong position in the highly competitive process industry service segment across the UK and beyond. Hotchin and Stiles agree that the Beamex ecosystem has a critical role to play in taking the business to the next level.

The company recently purchased a Beamex FB Temperature Dry Block for calibrating temperature sensors and loops in combination with their MC6-Ex units. Furthermore, all their Beamex solutions are now protected by comprehensive Beamex Care Plans covering annual recalibration, repairs, and more.

"We certainly see Beamex as our long-term partner as the business grows and develops," Hotchin says. "We're already discussing how to integrate our work management system with the Beamex ecosystem through APIs, which will save us even more time and effort. The Care Plan coverage gives us peace of mind that our Beamex devices are always reliable and accurate – after all, these are the tools of our trade and the platform that our reputation is built on."

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Richard Hotchin,
Managing Director, Beckwood Onsite Services

FOR MORE INFORMATION

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