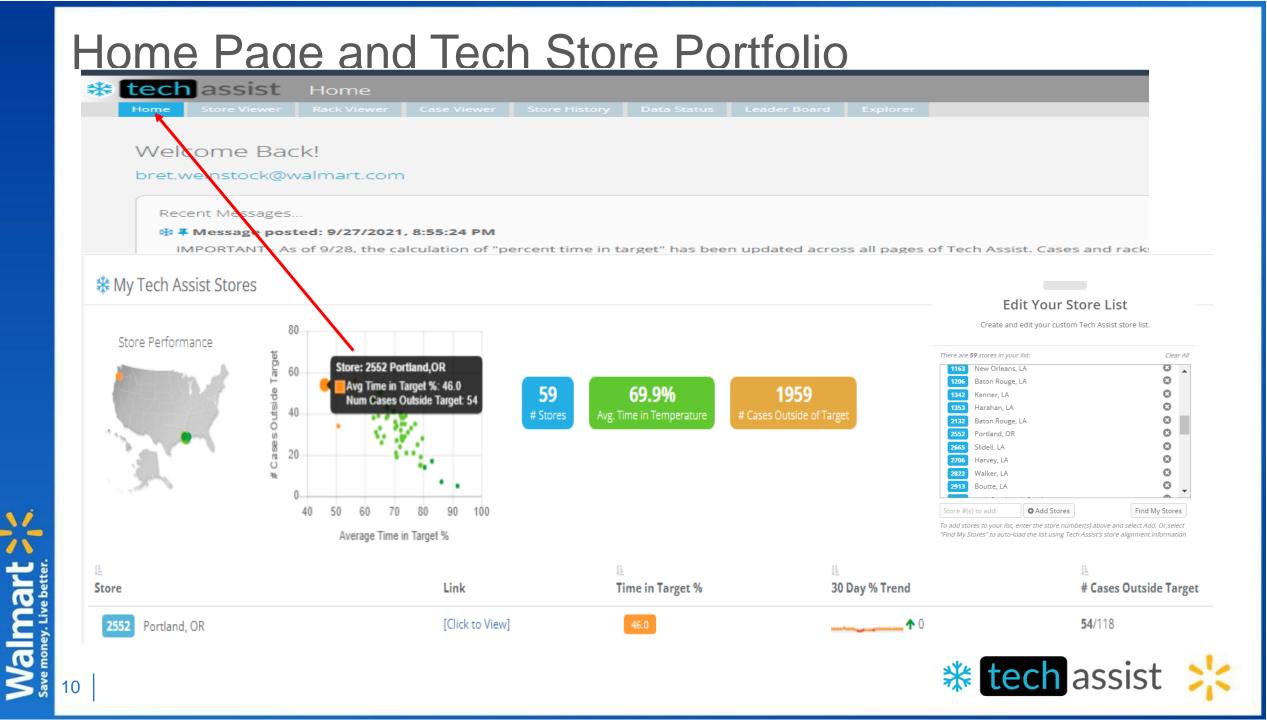
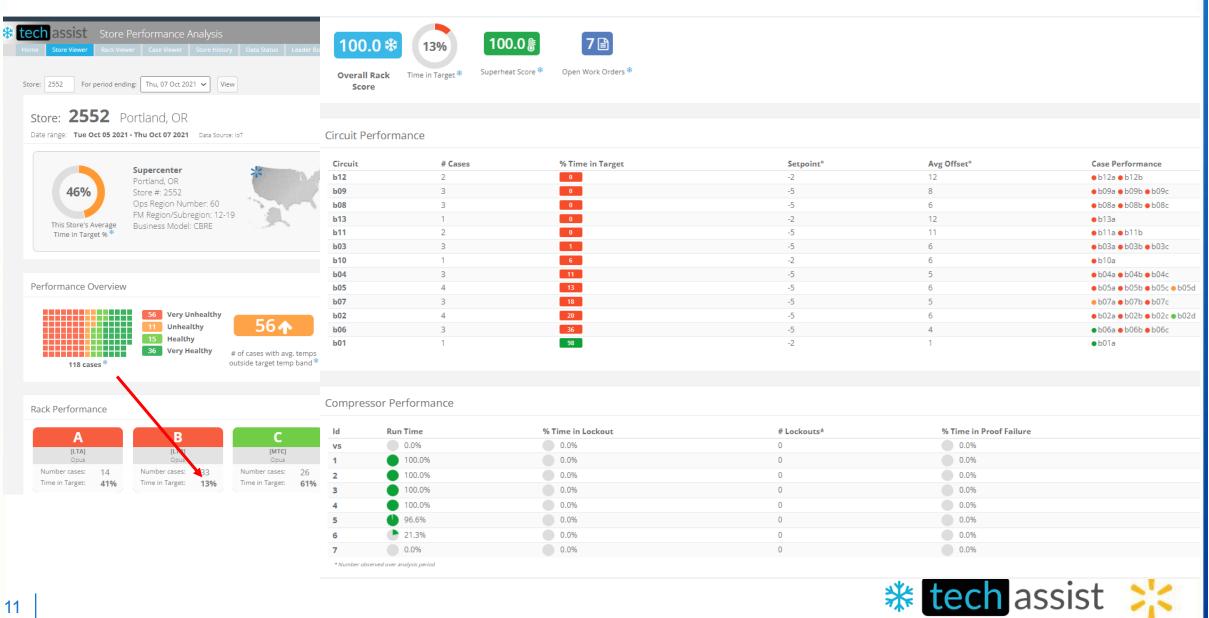
# Walmart Perspective (Techs) Bret Weinstock





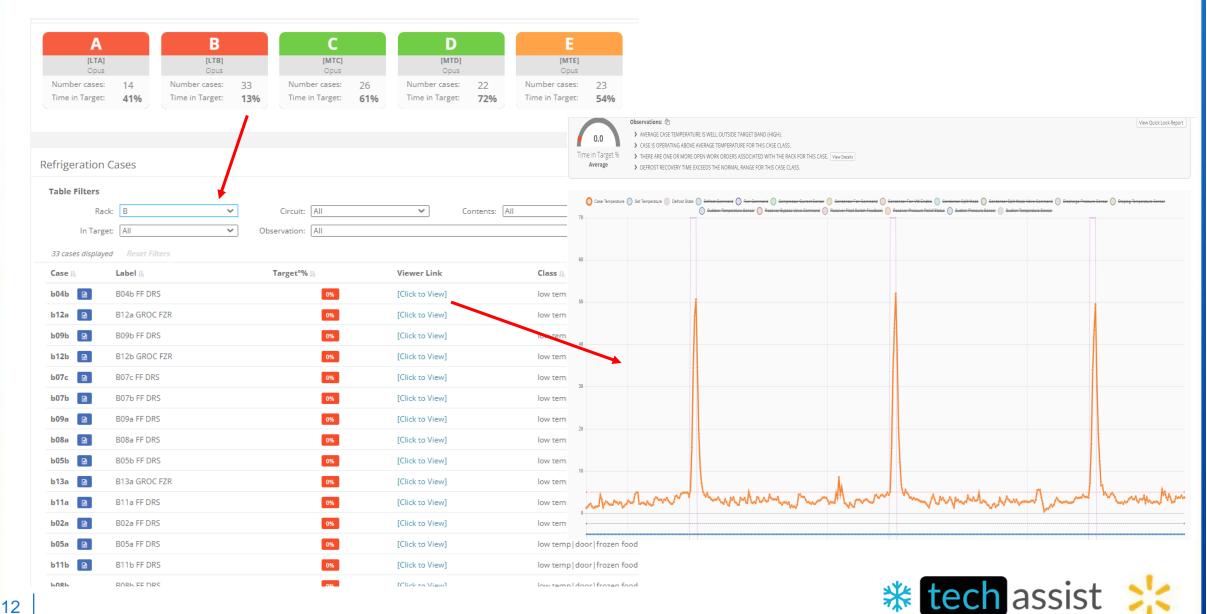


# Store View > Actionable Data



Walmart

# Individual rack downstream assets



Walmart Save money. Live better.

# Attached SC WO Info/Case Performance -

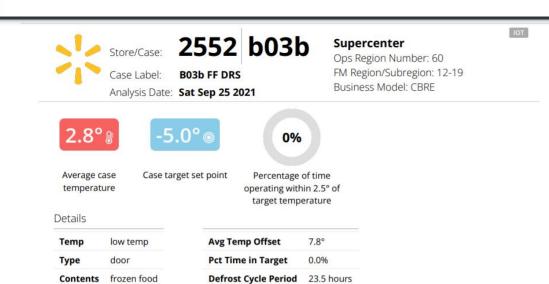
Work Order Summary (Last 30 days)

Date Created	ID	Status	Extended	Created By	Problem	Des	cription	Assets Referenced
10/6/2021	189317971	IN PROGRESS	Dispatch Confirmed	lot Api User	P1-Onsite W/I 24 Hours	HOI	Work Order Details 🗙	A C a02a a02b a05a a05b a07a a08a
10/4/2021	189193346	COMPLETED	Pending Confirmation	lot Api User	Pe-Emergency-Onsite W/I 4 Hours	HOI	Service Channel ID: 189317971	B b02a b02b b03b b04b b05a b05b b06c b07c b08a b08c b09a b09b b11a b11b b12a b12b b13a
10/4/2021	189169589	COMPLETED	Confirmed	lot Api User	Pe-Emergency-Onsite W/I 4 Hours	HOI	Status: IN PROGRESS Created By: iOT API User	A C a01b a01c a02b a02c a07a
10/3/2021	189136613	COMPLETED	Confirmed	lot Api User	Pe-Emergency-Onsite W/I 4 Hours	HOI	Date Created: 10/6/2021 HOME OFFICE ONLY   Refrigeration - HO Use Only   Case - Multiple Cases   High Temperature   Raised	B b02a b02b b03b b04b b05a b05b b06c b07b b07c b08a b08c b09a b09b b09c b10a b11a b11b b12a b12b b13a
10/2/2021	189095813	COMPLETED	Confirmed	lot Api User	P1-Onsite W/I 24 Hours	HOI	By: Neijab Smallwood   Contact: MOD   Position: ASM   Units Affected: 5   Rack Associated: LTA   Systems Affected: CMS026 / A05b DT CFN / 22.7	A C a07a
10/2/2021	189080930	COMPLETED	Confirmed	Fix It Api	P7-Onsite W/I 7 Days	Refr	9E CMS020 / 407a DT CEN / 11 5 9E CMS020 / 402b IC	AE
DISPATCH C	RESS ONFIRMED	HOM	REFRIGERATION	PIGERATION - HO	USE ONLY / CASE - MULTIPLE CAS 4 HOURS REPAIR - REACTIVE CATEGORY	ES		
8275447 Icking			13 Days 9 H	Irs			20,000.00 USD	2552 (60 - 476) Supercenter FM Reg 12-19 4200 SE 82ND AVE
170872 ork Order			Oct 01 2021 16: Scheduled	30 PST			4102186 GL Code	PORTLAND OR 97266 US (503) 788-0200 CHARLES HOGENDYK
8275451 rchase Order			Sep 28 2021 07: Orig. ETA				WEB API Client: IoT Source	CBRE Global Workplace Solutio Mike Grosko WMSC@chre.com
			. Acting 20101WO					tech assist >

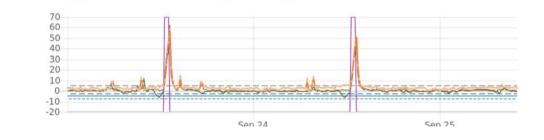
13

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# Attached SC WO Case Performance – Asset



## Circuit Telemetry (48 hour period)



🜔 b03b Temperature (this case) 🔵 Set Point 🔘 Defrost 🔵 b03a Temp 🔘 b03c Temp

Super Heat:	47	Super Heat:
Saturated Suction Temp:	-11°	Saturated Suction Temp:
Defrost Type:	EL	Defrost Type:
Defrost Term Type:	RH END OF COIL	Defrost Term Type:
Defrost Term Temp:	60°	Defrost Term Temp:
Defrost / Day:	1	Defrost / Day:
Defrost Time (min):	45	Defrost Time (min):
Drain Delay (min):	0	Drain Delay (min):
Evap Fan Delay (min):	0	Evap Fan Delay (min):
Air Velocity (cfm):	275	Air Velocity (cfm):

-5°

-3°

-70

L2019-957112

MY12G063635

frozen food

## Tech Assist Observations

Asset Tag:

Serial Number:

Target Temp:

Cut In Temp:

Cut Out Temp:

CASE IS OPERATING ABOVE AVERAGE TEMPERATURE FOR THIS CASE CLASS.

AVERAGE CASE TEMPERATURE IS WELL OUTSIDE TARGET BAND (HIGH).

DEFROST RECOVERY TIME EXCEEDS THE NORMAL RANGE FOR THIS CASE CLASS.

THERE ARE ONE OR MORE OPEN WORK ORDERS ASSOCIATED WITH THE RACK FOR THIS CASE.

Manufacturer:

Model:

HUSSMANN

ice cream

-12°

-10°

-14°

-19°

60

275

1 45 0

**RH END OF COIL** 

RLNI

Target Temp:

Cut In Temp:

Cut Out Temp:

#### Rack Overview (48 hour period)

Details:		Com	Compressors:						
Num Circuits	13	Id	Run Time	Lockout Status	Cycles /day				
Num Cases	33	vs	0%	2	0				
Num Cases in Target	2	1	6 100%	-	0				
Num Compressors	8	2	00%		0				
Num Compressors in Lockout	0	3	0 100%	12	0				
Average Suction Pressure	14.0 psi	4	00%	12	0				
Average Discharge Pressure	195.2 psi	5	0 100%	<u>.</u>	0				
		6	2 72.7%		2				
		7	10.63%		1				

\* Observed

Circuits:



Valmart

# Walmart Perspective (Managers) Bret Weinstock





# Leaderboard Portfolio's and SDM suggestions

tech assist Daily Leader Board

Store Viewer Rack Viewer Case Viewer Store History Data Status Leader Board Explo

Current Leader Board - Average Time in Target Temperature (All Stores)

Leaders as of: Thu, 07 Oct 2021 (as measured from 60 day base line period ending: Fri Oct 01 2021)

	<b>133</b> # SDM Managers	<b>5,000</b> # Stores Measured	<b>480,413</b> # Cases Measured	0.80% Average Improvement	See Your Stores in Tech Assist
--	------------------------------	-----------------------------------	------------------------------------	------------------------------	--------------------------------

Select the <sup>de</sup> to see more information. IL SDM Manager	ا <u>د</u> Position <sup>۱</sup>	* WM Manager	E FM Subregion	⊮ Current Time in Target %	* 60 Day Avg % *	표 Improvement Score *
Bryan Tims (Insource)	<b>* Leader</b> 1 -	James McAlester	13-2	74.81	73 68.09	3.53 (71.27→74.81)
Harry Alfonso (Insource)	☆ Top Ten 2 ◆2	Jeremiah Barrett	10-19	69.89	118 63.59	<b>3.39</b> (66.50 → 69.89)
Andy Willis (Insource)	🕸 Top Ten 3 🛛 🗣 1	Tommy James	10-12	75.13	78 67.66	<b>3.19</b> (71.95 → 75.13)
Eli Arballo (CBRE)	\$2 Top Ten 4 ↓1	Tyler Matejovsky	12-07	74.03	72 68.12	<b>3.12</b> (70.91 → 74.03)
Skip Cargile (Insource)	\$2 Top Ten 5 ♠2	B.A. Glass	13-5	73.93	70 68.21	<b>3.10</b> (70.82 → 73.93)
Matthew Stanush (Insource)	☆ Top Ten 6 ★7	Elmer Lea	14-3	76.14	54 69.38	<b>2.88</b> (73.26 → 76.14)
Paul Dominic (Insource)	\$2 Top Ten 7 ↓ 2	Scott Raye	10-05	73.71	91 66.21	<b>2.87</b> (70.84 → 73.71)
Peter Bertoncini (Insource)	🕸 Top Ten 8 🛧 1	Elston Lewis	14-7	72.73	90 66.22	<b>2.81</b> (69.92 → 72.73)
Emile Peterson (Insource)	🕸 Top Ten 9 🛧 7	Elston Lewis	14-5	71.40	99 65.52	<b>2.81</b> (68.60 → 71.40)
Richard Smythe (Insource)	🕸 Top Ten 🛛 10 🛛 🔟 4	Coby Davis	10-02	72.01	97 65.69	<b>2.71</b> (69.30 → 72.01)
Rick Gaskill (Insource)	11 -	Joe Loethen	17-10	80.17	13 73.45	<b>2.59</b> (77.58→80.17)
William Schultz (Insource)	12 🔹 6	Elston Lewis	14-6	74.84	66 68.83	<b>2.52</b> (72.32 → 74.84)
Jared Livingston (City FM)	13 🔸 5	KC Shiflett	11-02	74.39	63 68.88	<b>2.44</b> (71.95 → 74.39)
James Fullmer (Insource)	14 🛛 4 2	Gabriel Carmona	14-2	81.86	10 74.97	<b>2.39</b> (79.46 → 81.86)
Guy Howell Sr. (Insource)	15 🔹 8	Coby Davis	10-01	75.29	50 69.69	<b>2.37</b> (72.92 → 75.29)
Cesar Ramirez (CBRE)	16 🛧 13	Randy Dunne	12-16	69.61	95 65.95	<b>2.36</b> (67.25→69.61)
Joshua Scott (City FM)	17 💶	KC Shiflett	11-02	64.23	130 59.10	<b>2.34</b> (61.89→ 64.23)
Kurt Nielsen (Insource)	18 👐 4	John Sessoms	17-9	75.47	56 69.15	<b>2.19</b> (73.28 → 75.47)

The Leaderboard helped drive adoption over past 6-9 Months – Insource environment improved June <> September avg of 3.5 % points across our 2195 Stores apprx 220K Assets.

**\* tech** assist

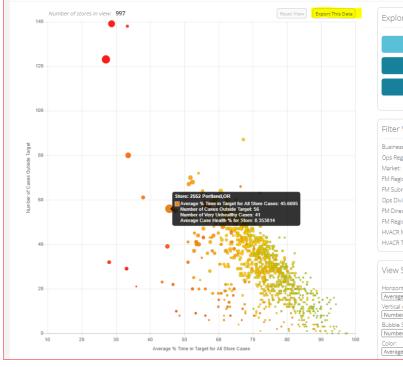
Walmart >

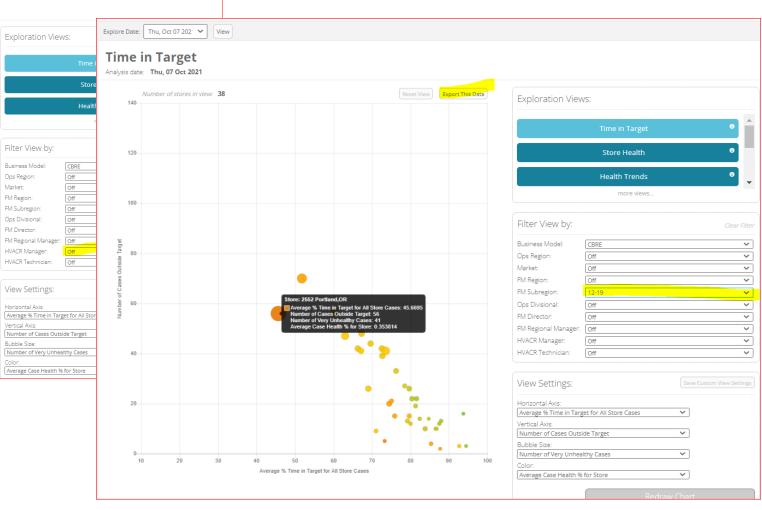
## **Actionable Manager Data**

Explore Date: Thu, Oct 07 202' 🗸 🛛 View

## **Time in Target**

Analysis date: Thu, 07 Oct 2021







17

# Exported Data for focused engagement

The IoT/IMS "EM" alarm rules are 10' > Target for extended duration prior to automating and/or dropping alarm in queues. The TAT platform provides visibility to assets that are outside target "May not be in Alarm". MT Food Degrades well below the Alarm Threshold's

A	в	L	D	E	F	G	н		1	K	L	IN	0	Р
store_numbe 🕆	city	🕆 state 🕆	business_mode 🕶	region_numbe 🔻	market_numbe 💌		fm_subregio	ops_divisiona 🔻	fm_director	fm_regional_ma	nage 👻 hvacr_manager 💌	pct_time_in_targe ₊1	num_very_unhealth 💌 I	num_cases_outside_targe 💌
2552	2 Portland	OR	CBRE	60	476		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	45.6695	41	56
1793	8 Woodburn	OR	CBRE	60	477		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	51.7407	32	70
1880	Coos Bay	OR	CBRE	56	468		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	60.2345	15	57
1910	Crescent Cit	y CA	CBRE	56	457		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	63.0085	22	47
3258	8 Eugene	OR	CBRE	60	478		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	66.3093	14	42
5424	Eagle Point	OR	CBRE	56	468		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	67.1603	13	41
1834	Grants Pass	OR	CBRE	56	468		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	67.25	14	48
2477	7 Roseburg	OR	CBRE	56	468		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	69.0678	13	26
1775	5 Lebanon	OR	CBRE	60	478		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	69.5909	13	44
5440	Happy Valle	y OR	CBRE	60	477		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	71	5	9
3239	9 Springfield	OR	CBRE	60	478		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	72.6294	15	42
2537	7 Redding	CA	CBRE	56	457		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	72.719	13	39
1616	5 Susanville	CA	CBRE	56	457		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	73.3125	1	5
5396	i Albany	OR	CBRE	60	478		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	73.5103	25	41
i 1925	Newport	OR	CBRE	60	478		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	74.4157	11	20
7 5839	Medford	OR	CBRE	56	468		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	75.113	6	21
5629	Eureka	CA	CBRE	56	457		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	75.9	7	15
5133	Anderson	CA	CBRE	56	457		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	76.2424	10	33
2069	Medford	OR	CBRE	56	468		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	78.5362	6	27
5627	Gresham	OR	CBRE	61	550		12-19	Kelvin Buncum	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	79.1975	6	13
2320	Cottage Grov	ve OR	CBRE	56	468		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	79.6923	7	15
1608	8 Red Bluff	CA	CBRE	56	457		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	79.7068	9	26
3050	Beaverton	OR	CBRE	61	550		12-19	Kelvin Buncum	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	80.0761	3	12
i 1784	l Salem	OR	CBRE	60	477		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	80.3986	8	22
2075	i Bend	OR	CBRE	60	478		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	81.3525	5	19
4221	Cornelius	OR	CBRE	60	477	12	12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	81.6174	7	22
3 1630	) Yreka	CA	CBRE	56	457		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	82.3548	3	14
3146	i Corvallis	OR	CBRE	61	550	12	12-19	Kelvin Buncum	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	83.8406	7	10
2590	) Hillsboro	OR	CBRE	61	550		12-19	Kelvin Buncum	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	84.7579	0	14
2538	B Eugene	OR	CBRE	60	478		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	85.3333	4	4
1920	) Salem	OR	CBRE	60	477		12-19	Paul Lewellen	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	86.5349	1	10
3178	6 Gresham	OR	CBRE	61	550	12	12-19	Kelvin Buncum	Samantha Ma	drid Matt Throndsen	CBRE-OPEN-MGR	86.7475	3	10

- Create proactive WO's for the low performing stores Suggest the MT as throws/markdowns @ higher risk Suggest loading you're your portfolio of stores in the Home Page Next Slide



## • PM's - Pre/Post Time in Target

## store: 5211 Mckinney, TX

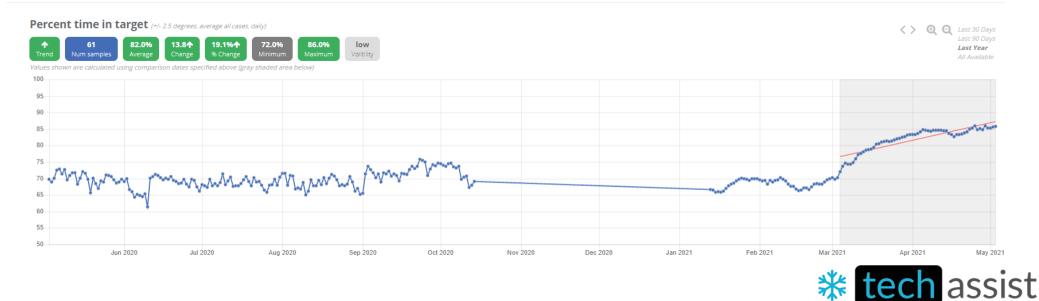
Historical Date Range Available: Wed, 01 Jan 2020 - Mon, 03 May 2021

	Supercenter	Store Performance Comparison
64%	Mckinney, TX Store #: 5211 Ops Region Number: 5	Enter two dates to analyze and compare performance for the selected store over the desired time period
Current Health Percentile	FM Region/Subregion: 10-3 Business Model: Insource	Comparison start date: 2021-03-04   Comparison end date: 2021-05-03

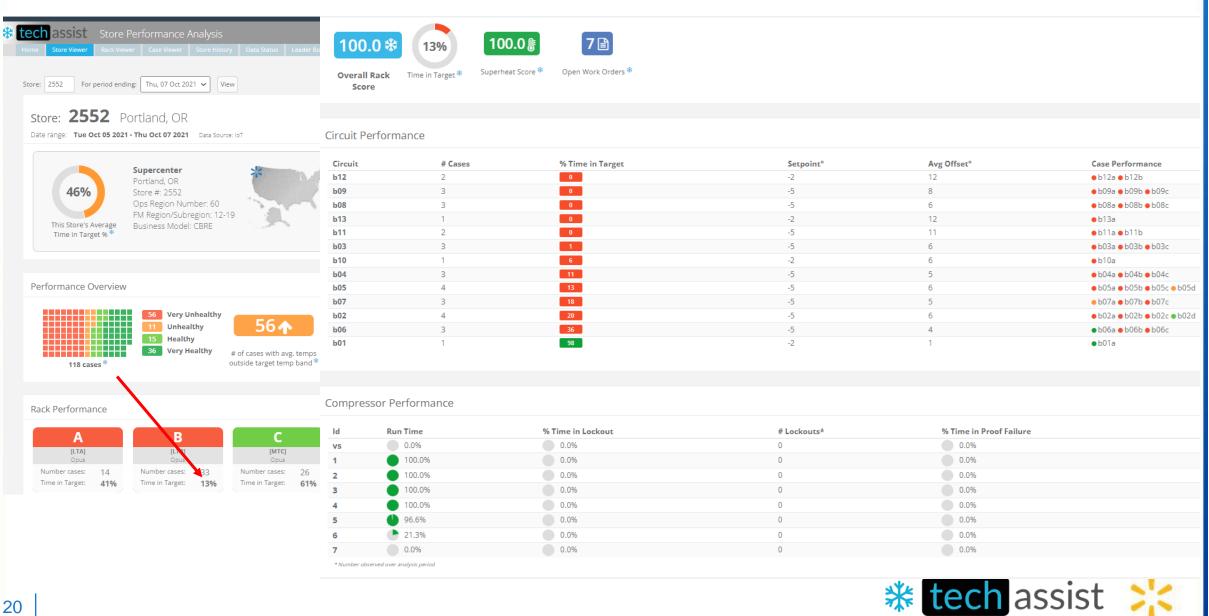
## Performance History

Walmart Save money. Live better.

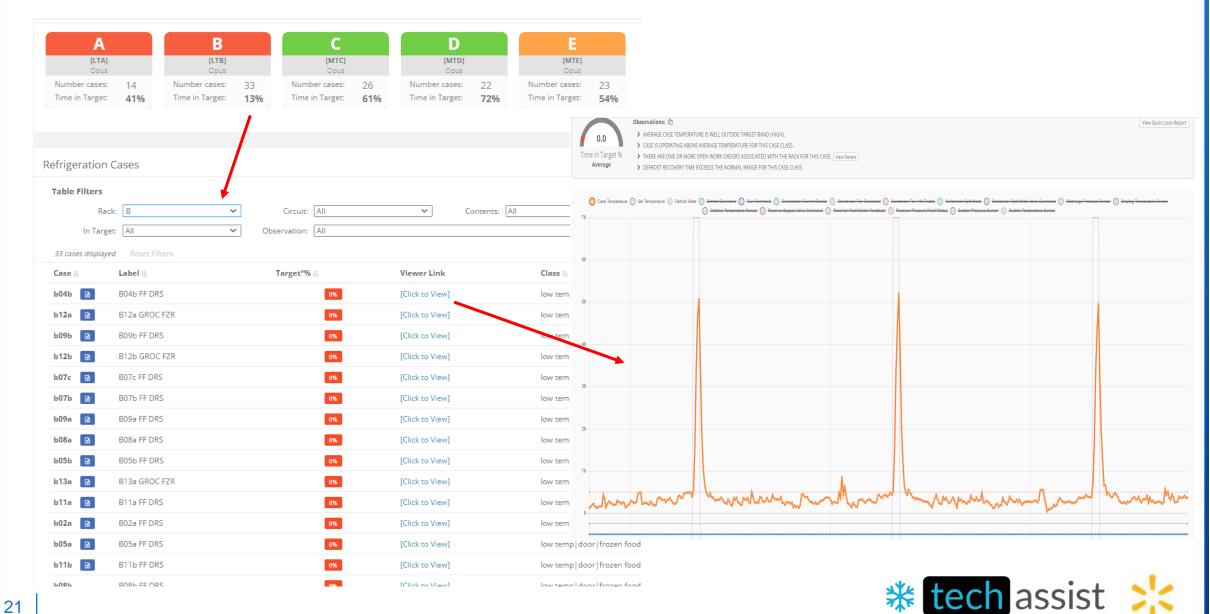
19



# Store View > Actionable Data



# Individual rack downstream assets



Walmart Save money. Live better.

# Attached SC WO Info/Case Performance -

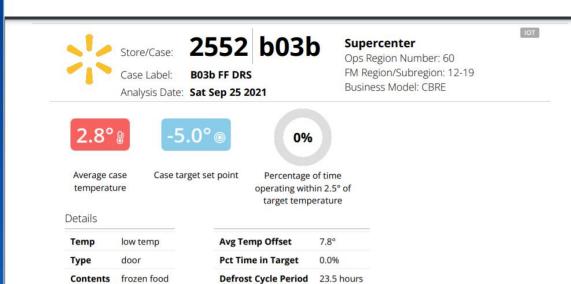
Work Order Summary (Last 30 days)

Date Created	ID	Status	Extended	Created By	Problem	Des	cription	Asset	Referenced
10/6/2021	189317971	IN PROGRESS	Dispatch Confirmed	lot Api User	P1-Onsite W/I 24 Hours	HOI	Work Order Details	AC	a02a a02b a05a a05b a07a a08a
10/4/2021	189193346	COMPLETED	Pending Confirmation	lot Api User	Pe-Emergency-Onsite W/I 4 Hours	HOI	Service Channel ID: 189317971	B b b08c	02a b02b b03b b04b b05a b05b b06c b07c b08a b09a b09b b11a b11b b12a b12b b13a
10/4/2021	189169589	COMPLETED	Confirmed	lot Api User	Pe-Emergency-Onsite W/I 4 Hours	HOI	Status: IN PROGRESS Created By: iOT API User	AC	a01b a01c a02b a02c a07a
10/3/2021	189136613	COMPLETED	Confirmed	lot Api User	Pe-Emergency-Onsite W/I 4 Hours	HOI	Date Created: 10/6/2021 HOME OFFICE ONLY   Refrigeration - HO Use Only   Case - Multiple Cases   High Temperature   Raised	B b b08a b12b	02a b02b b03b b04b b05a b05b b06c b07b b07c b08c b09a b09b b09c b10a b11a b11b b12a b13a
10/2/2021	189095813	COMPLETED	Confirmed	lot Api User	P1-Onsite W/I 24 Hours	HOI	By: Neijab Smallwood   Contact: MOD   Position: ASM   Units Affected: 5   Rack Associated: LTA   Systems Affected: CMS026 / A05b DT CFN / 22.7	A	a07a
10/2/2021	189080930	COMPLETED	Confirmed	Fix It Api	P7-Onsite W/I 7 Days	Refr	*F,CMS029 / A07a DT CFN / 11.5 *F,CMS020 / A02b IC DRS / 7.3 *F,CMS019 / A02a IC DRS / 5.1 *F,CMS031 / A08a IC FZR / -1.8 *F   Alarm Message: Multi Case	A	
IN PROG DISPATCH C	RESS ONFIRMED	HOM	REFRIGERATION	FRIGERATION - HO P1-ONSITE W/I 2 PRIORITY	USE ONLY / CASE - MULTIPLE CAS 4 HOURS REPAIR - REACTIVE CATEGORY	65			
8275447			13 Days 9 I	Irs			20,000.00 USD		<b>2552</b> (60 - 476) Supercenter FM Reg 12-19
170872 ork Order			Oct 01 2021 16 Scheduled	:30 PST			4102186 GL Code	4200 SE 82ND AVE PORTLAND OR 97266 US (503) 788-0200 CHARLES HOGENDYK	
8275451 rchase Order			Sep 28 2021 07 Orig. ETA				WEB API Client: IoT Source		CBRE Global Workplace Solutio
			Neilab Smallwo	od				;	

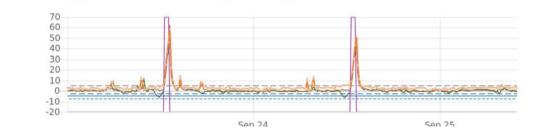
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Walmart Save money. Live better.

# Attached SC WO Case Performance – Asset



## Circuit Telemetry (48 hour period)



🜔 b03b Temperature (this case) 🔵 Set Point 🔘 Defrost 🔵 b03a Temp 🔘 b03c Temp

Asset Tag: L2019-95 Serial Number: MY12G06		RLNI	
frozen fo	bod	ice crea	m
Target Temp:	-5°	Target Temp:	-12°
Cut In Temp:	-3°	Cut In Temp:	-10°
Cut Out Temp:	-7°	Cut Out Temp:	-14°
Super Heat:	47	Super Heat:	47
Saturated Suction Temp:	-11°	Saturated Suction Temp:	-19°
Defrost Type:	EL	Defrost Type:	EL
Defrost Term Type:	RH END OF COIL	Defrost Term Type:	RH END OF COIL
Defrost Term Temp:	60°	Defrost Term Temp:	60°
Defrost / Day:	1	Defrost / Day:	1
Defrost Time (min):	45	Defrost Time (min):	45
Drain Delay (min):	0	Drain Delay (min):	0
Evap Fan Delay (min):	0	Evap Fan Delay (min):	0
Air Velocity (cfm):	275	Air Velocity (cfm):	275

## Tech Assist Observations

CASE IS OPERATING ABOVE AVERAGE TEMPERATURE FOR THIS CASE CLASS.

AVERAGE CASE TEMPERATURE IS WELL OUTSIDE TARGET BAND (HIGH).

DEFROST RECOVERY TIME EXCEEDS THE NORMAL RANGE FOR THIS CASE CLASS.

THERE ARE ONE OR MORE OPEN WORK ORDERS ASSOCIATED WITH THE RACK FOR THIS CASE.

### Rack Overview (48 hour period)

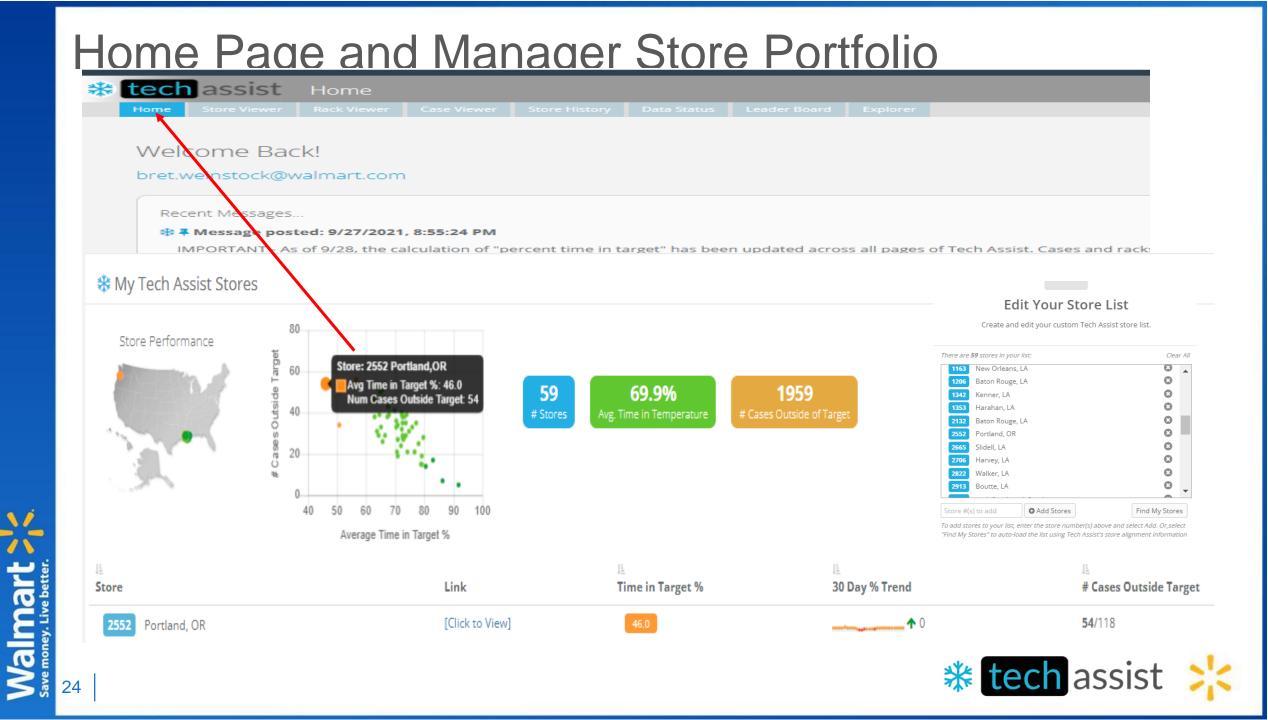
Details:	Com	Compressors:						
Num Circuits	13	Id	Run	Time	Lockout Status	Cycles /day*		
Num Cases	33	vs	0	0%	-	0		
Num Cases in Target	2	1		100%		0		
Num Compressors	8	2	•	100%		0		
Num Compressors in Lockout	0	3		100%	2.2 1.2	0		
Average Suction Pressure	14.0 psi	4		100%	12	0		
Average Discharge Pressure	195.2 psi	5		100%	<u>a</u>	0		
		6	٩	72.7%		2		
		7	1	10.63%		1		

\* Observed

Circuits:



# Nalmart %





Patrick Motola, Senior Partner, The Weghorst Group Bret Weinstock, FM/Energy, Walmart US October 2021



