



HAYLEY DEXIS' TRACKUP:

**A PLATFORM CAPTURING
AND QUANTIFYING OVER
£49 MILLION POUNDS
WORTH OF
CUSTOMER-APPROVED
ADDED VALUE DURING
2025**

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HAYLEY DEXIS' TrackUp is an in-house platform that captures, quantifies, and reports on added value that reaches into the millions. In fact, in 2025, we recorded a huge £49 million worth of TrackUp value, signed off by our customers.

Every industrial facility, whether it's a food company with production lines or a quarry extracting materials from the ground, is trying to be more productive, cut costs, and meet sustainability targets. In many cases, making a decision to purchase a more innovative, more suitable, or more premium product, saves money and prevents downtime valued at many thousands per day.

In this article, you'll find out what TrackUp is and why changing the conversation from price to long-term savings is supporting hundreds of companies in tracking efficiency savings. Whether it's a motor upgrade or pump downsizing that saves energy, a bearing that is better suited to the challenging environment it operates within, or reducing compressed air leaks, it's moving the lever for purchasing, sustainability, and engineers across our customer base.

WHAT IS TRACKUP?

TrackUp is more than a reporting tool; it's software that documents the positive impact of every service and product. It's the hard facts of what changing a part, process, or service means in terms of monetary savings to a company. It's a shareable document to evidence the strategic decisions made by engineers, purchasing managers, and operations. With this evidence, it's possible to justify why, for the first time, long-term savings should be considered alongside the short-term cost of purchase.

The added value captured by TrackUp falls into several categories. *Services* which include any technical support, surveys or engineering services delivered; *Process and Systems* which includes anything that reduces a customer's process costs; *Spend* is reducing the customer's outlay on products or services. TrackUp also captures reductions in the total cost of ownership of assets including pumps and motors, and when a solution reduces unplanned downtime or improves productivity efficiencies. Lastly, and a category which has grown in importance over the course of the last decade; *Sustainability*, which recognises where the customer's operations or supply chain have been made more environmentally sustainable.



CRITICAL DRUG SUPPLY AND A £4MILLION SAVING

Occasionally, at HAYLEY DEXIS, we come across a need for a part that goes beyond its monetary value and efficiency. In this case, we were asked by a manufacturer of critical drugs to replace an essential pneumatic cylinder for their production line.

The OEM supplier quoted a 16-week lead time for a replacement cylinder, which would have cost the client an estimated £4 million in downtime.

Our local team in Bury St Edmunds collaborated with the internal Fluid Power experts to get this over the line for the customer. Leveraging the technical product

knowledge of the Fluid Power team and the skills of our partnered manufacturing facility, a replacement was made and delivered in a matter of days. This single TrackUp case study demonstrates our ability to act as a crucial technical partner and problem-solver, securing a colossal saving and ensuring the continued production of vital medication.

When downtime is considered, it reveals the true cost and value of having an MRO partner whose focus is to help in the best possible way, with a full understanding of the business.



“TrackUp helps us to recognise the value that we deliver to our customers, and enables us to replicate it for others.”

Darren Owen, Customer Success Manager - HAYLEY DEXIS

USING TRACKUP IN INTERNAL CONVERSATIONS

There is often an internal debate over the affordability of parts, all while the looming machine downtime makes the right decision difficult. Engineers often want the best for a machine, but purchasing managers are tasked with ensuring that costs are considered to ensure profitability.

By partnering with HAYLEY DEXIS, businesses become subscribed to the value and hidden costs that TrackUp uncovers for our customers. Engineers, purchasing professionals and business leaders can see the benefits that smarter purchases, processes, and market-leading services, enable.

We have an extensive library of TrackUp reports that we have converted into external-facing case studies. These can be found in the Media & Downloads section of our website.

SMALL GAINS ALL ADD UP

Not all examples on TrackUp are headline-making in isolation. It is sometimes the smaller, incremental changes that we help businesses to make that quickly stack-up into something larger and more valuable.

Examples of TrackUp reports range from large-scale motor upgrades, pump asset downsizing, and downtime avoidances that run into the millions, to air leak detection surveys that recommend inexpensive repairs across compressed air systems and converting customer's over to components available off-the-shelf in the local branch, rather than on extensive lead times from Europe or further afield. The value in these projects is documented in TrackUp and shared with the rest of HAYLEY DEXIS to inspire others into actioning similar things for their own regional customers.

CONTACT US!

Speak to your local branch today!

You can find their details by using our online Branch Finder tool:

www.hayley-group.co.uk/branch-finder



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