

BUY, SUBSCRIBE, OR BOTH?

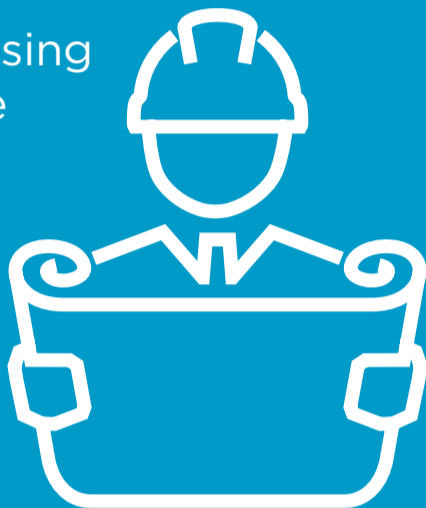
Procurement options for better winter road maintenance

Road weather information is an agency’s best tool for achieving safer roads in winter conditions. What’s the best solution for your organization?

Purchasing decisions for new road maintenance technology are challenging, and timing is everything. Here are three options that can help you optimize your winter road maintenance operations and budget.

Buy

In the traditional purchase process, the road maintenance agency is responsible for researching, purchasing and maintaining the equipment.



Real world example: Find the latest fixed weather stations independently. Research to figure out what model may work best. Create a list of specifications and be sure the solution matches your needs, have it installed and organize the maintenance of the equipment on your own.

Benefit: Works well if you have the budget and time to conduct thorough research and properly maintain and update equipment.

Subscribe

Today, agencies can opt for a subscription service from the provider. With this bespoke model, the provider works with your agency to evaluate your needs and determine the technology that best suits your operation and strategy.



Real world example: Install mobile sensors on all of your snow plows and get powerful visualization, analysis and decision support software to see the road weather conditions and insights across the network. The provider owns and maintains the complete system and components through the entire life cycle.

Benefit: Ensures you have the latest and greatest technology, limits up-front costs and ensures proper maintenance and timely upgrades.

Hybrid

A third option for getting the newest technology is the hybrid model. This model allows an agency to expand current owned equipment with subscription-based solutions.

Real world example: Increase the total number of weather stations in your network without replacing the ones you already own. The provider installs and maintains additional new equipment so you can see for yourself how they work with your road maintenance strategy.

Benefit: Depending on the solutions you choose, this can provide the biggest benefits with smaller up-front costs and helps to optimize your investment.



Vaisala is here to help

From sensors to systems and digital services, Vaisala gives road stakeholders unrivaled road network visibility and decision support — so everyone can keep moving toward better, more insightful ways of operating. We are recognized experts in transportation, and we continue to channel our curiosity into new ways of making roadways safer and more efficient than ever — as reflected in our guiding principles:



Move ahead



Mobility and beyond



The innovators



See, understand, decide