

# Jump-Starting Reliability in Midstream Oil & Gas with HxGN APM

## Key Facts:

**Industry:** Midstream Oil & Gas

**Region:** North America

**Products Used:** HxGN APM

## Key Benefits:

- Prevented costly equipment failures
- Enabled proactive, data-driven maintenance
- Accelerated ROI through agile implementation

## Balancing Urgency with Precision

A North American midstream oil and gas company faced recurring compressor failures from lubrication contamination, threatening uptime and profitability. Eager to improve asset performance management but wary of a large-scale digital overhaul, its new reliability team needed quick, measurable results with minimal disruption. Implementing [HxGN APM](#), Hexagon's asset performance management platform, the company took a focused, data-driven approach that boosted reliability, closed data gaps and established a scalable foundation for proactive asset management without a major enterprise transformation.

## Costly Failures, Complex Decisions

Despite its commitment to operational excellence, the midstream oil and gas operator began experiencing repeated compressor breakdowns caused by lubrication contamination. Each incident carried an estimated US\$30,000 - US\$70,000 in direct losses. A review revealed that:

- Preventive maintenance tasks varied widely between similar assets and often didn't address known failure modes.
- Condition monitoring was fragmented, inconsistent and in some cases, absent.

Leadership faced a decision. They wanted measurable results but were reluctant to commit to a multi-year, resource-heavy digital transformation, having seen others bogged down by:

- Lengthy deployments and rigid planning processes.
- Delays getting results caused by time spent developing strategies (e.g., RCM, FMEA).
- The belief that perfect data was needed before taking action.

Instead, they sought a smarter, more agile approach. One that could deliver quick wins, build momentum and evolve over time without unnecessary disruption.





## Modern Tools, Targeted Execution

After evaluating various tools and approaches, the company selected HxGN APM to target its critical compressor assets, the same ones behind repeated lubrication-related failures. Starting small to prove value, the team built asset twins to monitor compressor attributes including, targeted execution temperature, vibration, flow and pressure in real-time and added lubrication sample analysis to detect contamination before breakdowns occurred. Preventive maintenance plans were reviewed and made consistent across like compressors. Then mapped to actual failure modes, improving consistency and alignment. Data gaps identified during implementation were addressed immediately, further enhancing decision-making. This agile, iterative approach delivered quick wins, preventing costly failures and created a scalable foundation for proactive asset management.

## Clear ROI, Executive Momentum

In just a few months, the HxGN APM rollout delivered measurable impact. Unplanned downtime dropped, major compressor failures were avoided and maintenance strategies became more closely aligned with actual asset behavior. Real-time monitoring enabled earlier interventions, shifting maintenance up the Potential Failures (PF) curve and preventing costly shutdowns.

Key outcomes included:

- **Failure Prevention:** Multiple lubrication-related compressor failures avoided, each saving US\$30K-\$70k.

- **Smarter Maintenance:** Implemented consistent Preventive Maintenance (PM) and removed unnecessary PMs while aligning with failure modes.
- **Earlier Detection:** Assets could “raise their hand” when conditions warranted attention.
- **Data-driven Confidence:** Teams acted on reliable, timely information for better decision-making.

These quick, visible wins built executive trust, demonstrated clear ROI and provided the momentum to expand across other asset classes. This transformed a reactive reliability challenge into the foundation for a scalable, proactive asset management strategy.

## Reliability Without the Risk of Overreach

By starting small and targeting its most critical compressor assets, the midstream oil and gas operator used HxGN APM to prevent costly failures, align maintenance to failure modes and improve data confidence, all without the delays of a large-scale deployment. The project proved that digital transformation can begin with focused, agile steps, delivering measurable performance, safety and cost benefits while building the foundation for long-term, scalable asset management.

## About Hexagon

Hexagon is the global leader in precision technologies at any scale. Our digital twins, robotics and AI solutions are transforming the industries that shape our reality.

Hexagon's Asset Lifecycle Intelligence division helps clients design, construct, and operate more profitable, safe, and sustainable industrial facilities. We empower customers to unlock data, accelerate industrial project modernization and digital maturity, increase productivity, and move the sustainability needle.

Hexagon (Nasdaq Stockholm: HEXA B) has approximately 24,500 employees in 50 countries and net sales of approximately 5.4bn EUR. Learn more at [hexagon.com](https://www.hexagon.com) and follow us [@HexagonAB](https://twitter.com/HexagonAB).

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Progressive are Hexagon Premier Channel Partners, with many years' experience optimising Hexagon's technology solutions to meet the needs of organisations working in asset-intensive industries. Progressive's team of experienced consultants, applying Progressive's industry specific best-practice implementation framework to address the key drivers and processes necessary to maximise performance of their customer's assets.

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