

# A CASE STUDY

*GET YOUR MONEY  
BACK THE SAME YEAR,  
AND THEN SOME!*

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**TeleSense** Saves **GoodHeart**  
Thousands of Dollars with  
its Real-Time Alert System

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**GoodHeart Specialty Foods,** located in San Antonio, Texas, has a ready-to-eat (RTE) chicken processing and distribution facility.



# SAVING MONEY



After closing up shop one weekend, a raw meat cooler malfunctioned due to a faulty compressor unit. They were about to lose tens of thousands of pounds of raw chicken, which would easily cost the company six figures in lost product, plus a hiccup in the production schedule. Because Goodheart was proactive about adopting TeleSense IoT temperature sensors and had multifunctional team members on their notifications list, both the facility manager and director of quality assurance were notified automatically through a text message sent by the TeleSense software, which had noticed that the cooler was rapidly increasing in temperature. Within minutes of identifying this breakdown, team members were able to coordinate with the weekend staff to solve the problem before any meat was spoiled.



GoodHeart has been using TeleSense's TS100 sensor monitoring suite for less than a year, and they have already saved tens of thousands of dollars. Originally, they wanted to prevent spoilage by tightly monitoring freezer and cooler temperatures and increase their operational efficiency. Since implementing the TeleSense system, they've seen an order of magnitude return on investment (ROI).



By averting what could have been a major incident, GoodHeart was able to save over \$100,000 in inventory, justifying the cost of TeleSense several times over. Thanks to our product, anyone can avert a major catastrophe with a proactive system that is affordable, configured within minutes, and reacts when it needs to.

