



Fractional COOs for heavy industry. We bring in Infinite Uptime when a client’s payback is near.

Pilot Advisors provides senior operating executives to industrial companies on set engagements, typically 12 to 18 months, not permanent placements. Founder Andrew Bielat is a former Oregon Steel Mills COO, and the firm has worked inside more than 90 industrial companies since 1997. Pilot is independent, trusts Infinite Uptime’s work, and proudly sponsors it when a client stands to gain soon.

For industrial companies that are growing, recovering, or taking on major change, Pilot Advisors provides senior fractional executives who lead from inside the business for a set engagement, typically 12 to 18 months, then hand the role back to the client’s own team. Founder Andrew Bielat led operations at Oregon Steel Mills, ultimately as COO, and the firm has since worked inside more than 90 industrial companies in steel and metals, nuclear power and energy, and heavy manufacturing.

Pilot is an independent firm. We trust Infinite Uptime’s work and are proud to sponsor it when a client stands to see clear value soon, most often on critical equipment where an unplanned failure stops production. When a client chooses it, Pilot can coordinate the full deployment under one contract: site survey, installation, commissioning, and user training. What we add is what happens after go-live. A sensor can warn that a crane is heading for failure. The return depends on whether the planner moves the outage, maintenance gets the window, and sales commits only to dates the mill can keep. Pilot’s operators work with the leadership team through adoption, so that by the end of the engagement, acting on the data is simply how the plant runs.

Answers to your September 28 questions

1 What Pilot Advisors does and its core areas of expertise

Pilot Advisors provides fractional and contract executives, most often in the COO seat, to industrial companies. Each engagement has a set scope and term, typically 12 to 18 months, and is not a permanent placement. We work alongside the leadership team, lead the operating changes behind growth or recovery, and then hand the role back to the client’s own people.

- Plant operations leadership
- Reliability, maintenance, outage, and capital project execution
- Sales and operations planning that connects equipment condition to customer commitments
- Leadership alignment and accountability, so improvements hold after we leave

2 Geographies and industries

Geography	The United States, from our home base in the Pacific Northwest
Industries	Steel and metals, nuclear power and energy, and heavy industrial manufacturing
Typical clients	Privately held and family-owned companies with roughly \$20 million to \$3 billion in revenue

3 Key service offerings

- **Fractional and contract COO.**
Senior operating leadership for a defined term, working with the executive team to lead growth, recovery, or a major change before handing the role back.
- **90-day reliability Sea Trial.**
A fixed-price, fixed-scope deployment on one equipment area, with Pilot's operating leadership making sure the findings get acted on. It ends with a clear decision on whether to expand.
- **Infinite Uptime deployment, when it fits.**
Where a client stands to see clear, near-term value, Pilot recommends Infinite Uptime and can deliver it under one contract: the AI Shield subscription, site survey, installation, commissioning, and user training.
- **Leadership development and keynote speaking**
for executive teams and industry events.

4 Advantages that have come from partnering with Infinite Uptime

We put our name behind a technology only when we trust it with a client's operation. Infinite Uptime earned that trust in three ways:

- **A product built around the asset.**
The AI Shields are designed around how specific equipment, such as overhead cranes and runout tables, actually fails, and certified analysts validate detections before a prescription reaches the plant. That gives a steel executive something concrete and credible to act on.
- **One accountable partner for the customer.**
The turnkey structure lets a plant buy the technology, the installation, and the operating follow-through under a single contract.
- **A shared read on the market.**
In August 2026 we ran the Steel Reliability Pulse with the Infinite Uptime team at CRU's SMU Steel Summit in Atlanta. It put both teams in front of the same steel executives and gave us a common view of where producers want help.

5 How the partnership enhances the value we deliver to customers

Our clients bring us in to lead results: growth, a recovery, a restart. Equipment reliability sits underneath most of those goals. The partnership lets us bring observed equipment condition into the meetings where operating decisions get made, so maintenance windows, production plans, and delivery promises are set against what the equipment can actually do rather than what the plan assumes. For the customer, the work runs from the sensor to the decision without a handoff between vendors, and the reliability investment is aimed at the numbers a CEO watches: on-time delivery, throughput, and cash.

6 Other insights for the SI partner ecosystem

- Adoption in heavy industry rarely stalls on the technology. It stalls on accountability: who acts, and how fast, when the data says stop. Integrators who stay through that part protect the customer's return, and the renewal.
- Many plants still plan production around assumed equipment availability instead of observed availability. Closing that gap is where condition monitoring starts to pay back at the business level.
- The same leadership issues that cause a reactor trip can cause a dropped ladle. Prevention runs on the same discipline in a nuclear plant and a steel mill.