

## SUSTAINABLE IMPROVEMENT

### THE BOTTOM LINE

## SOUND ASSET MANAGEMENT PRACTICES PRODUCE AN ARRAY OF BENEFITS:

OPERATIONAL EFFICIENCY

COST SAVINGS

INCREASED ASSET LIFE

IMPROVED RELIABILITY

INCREASED SAFETY

Asset intensive and regulated  
businesses

## ENTERPRISE ASSET MANAGEMENT

Don't leave valuable improvement opportunities to chance.

Today, asset intensive companies that are highly regulated are keenly aware of the need to efficiently manage their assets in order to be competitive.

Organizations are interested in reducing overall maintenance costs, reducing safety incidents, reducing energy consumption, and properly scheduling work crews and personnel on a daily basis to name a few. An Enterprise Asset Management (EAM) software solution is the tool used to implement, track, and monitor such maintenance and operational activities.

### Best practices are out there. Are you taking advantage of them?

- ◆ Are you considering an EAM solution but aren't sure how to move forward?
- ◆ Do you have EAM capabilities in place but want to be sure you are maximizing their potential?

If so, we can help—beginning with a *comprehensive EAM assessment* that is based on ISO 55000 standards and:

- ◆ Defines your current practices
- ◆ Identifies areas for improvement through use of EAM best practices
- ◆ Outlines opportunities specific to your business, along with the associated costs and benefits

Our proven *business case analysis (BCA)* then produces a comprehensive *EAM implementation roadmap* of initiatives in key areas such as:

- ◆ Asset management
- ◆ Work management
- ◆ Inventory management
- ◆ Workforce planning and scheduling
- ◆ Metrics and key performance indicators (KPIs)
- ◆ EAM software interfaces or integration with IT systems

Established EAM programs are integrated across an entire organization helping to efficiently and effectively save money through proactive management of corporate assets and optimization of the workforce. With the management of assets, comes the management of the resources to support these activities - such as inventory and materials and internal and external labor resources to execute the work.

To learn more or discuss potential EAM solutions for your business, contact Mark Snyder:  
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# MANAGING and MAINTAINING ASSETS ALLOWS YOU to MEET CORPORATE PERFORMANCE GOALS

EAM Strategy Offerings	EAM Software Selection Offerings
<ul style="list-style-type: none"> <li>◆ EAM needs assessments</li> <li>◆ EAM implementation blueprint</li> <li>◆ EAM cost benefit analysis (business case)</li> <li>◆ Organizational change management</li> </ul>	<ul style="list-style-type: none"> <li>◆ Pre-built accelerators (Industry “best practice” requirements, RFI, demonstration scripts, detailed gap analysis, quantitative &amp; qualitative scoring)</li> <li>◆ Vendor identification &amp; management</li> <li>◆ Negotiation experience</li> </ul>
EAM Planning & Implementation Offerings	EAM Continuous Improvement Offering
<ul style="list-style-type: none"> <li>◆ Project management</li> <li>◆ Design and configuration</li> <li>◆ Data conversion</li> <li>◆ System integration</li> <li>◆ Testing, training and deployment</li> <li>◆ EAM support and Performance Services</li> </ul>	<ul style="list-style-type: none"> <li>◆ EAM project rescue</li> <li>◆ EAM implementation optimization study</li> <li>◆ Business Intelligence Reporting</li> <li>◆ Descriptive and predictive analytics</li> </ul>

## Capture and communicate the benefits

### Reduced risk of:

- ◆ Lost production and work-related injuries through routine maintenance and inspections.
- ◆ Regulatory fines by preparing for outside inspections.

### Organized asset portfolios by:

- ◆ Utilize electronic record keeping and organize your asset portfolio in order to understand asset ownership, maintenance and replacement.

### Improved service by:

- ◆ Improving responsiveness to internal and external customers, increasing the quality and reliability of your service and your assets, and increase worker safety.

### Increase productivity by:

- ◆ Understanding your asset information – what you have and how to maintain that asset.

- ◆ Reduced time spent with paper checklist by automating repeatable tasks.

### Minimize costs by:

- ◆ Improving uptime and eliminating costly emergency repairs through effective maintenance practices.
- ◆ Taking advantage of warranty coverages, reduced government fines, and capitalize on lower insurance premiums.
- ◆ More accurately predict energy cost and save money by more efficiently and effectively running your assets.
- ◆ Saving time is saving money.

### Quantitative benefits:

- ◆ 20% improvement in labor productivity
- ◆ 30% reduction in inventory levels
- ◆ 20% reduction in inventory carrying costs

- ◆ 5% reduction in new equipment costs
- ◆ 10% increase in asset availability
- ◆ 50% increase in warranty cost recovery
- ◆ 10% reduction in materials costs
- ◆ 50% reduction in purchasing process costs

## Why West Monroe?

We’ve been there before. We take a holistic approach to EAM across an organization by blending our EAM implementation experience with deep industry expertise. Asset Management is not just about implementing a software package. It also includes vendor evaluation and selection, project management, organizational change management, business process re-engineering, systems integration design and development, infrastructure design and implementation, and formal training strategies and deployment.

