



Maintenance is an investment, not a cost

Within many organizations, there is a great discrepancy between how C-level executives and maintenance professionals process and view the importance of return on investment (ROI) data in regards to their maintenance programs. Plant managers are faced with the difficult task of keeping machinery running on small budgets without the proper tools for benchmarking and, in some cases, have not been trained to measure ROI or even know why it is important. The focus for C-level executives within these facilities is on revenue-generating operations, something that maintenance is erroneously not often thought as. This false perception is why maintenance budgets are the first to be slashed. The reality is there is a lot of money to be made within the maintenance departments if the C-suite and plant managers knew what was ahead in plant maintenance of critical assets.

Trusting your PdM vendor

The decision to implement a predictive maintenance (PdM) program is not generally the first choice for many execu-

tives. Spending an already limited budget within maintenance departments is usually seen as unnecessary and wasteful. In the same way that a stitch in time saves nine, thousands spent on predictive maintenance costs could literally mean millions saved in unplanned downtime down the road. Through internal research, we found 54 percent of executives are currently leveraging condition monitoring programs to avoid wasteful maintenance spending, yet more than half are not even measuring their ROI. This can be easily resolved through better collaboration with the right PdM partner. When a decision is made to bring in an outside partner, it is imperative for maintenance departments and executives to share all historical machinery health data quickly so benchmarks can be set and the value of their investment can be accurately measured. ROI data can be a maintenance department's first line of defense against budget cuts because plant managers can quantifiably demonstrate the value of their efforts to executives. Organizations that quickly integrate a PdM partner within their infrastructure are better prepared to defend

their budgets and showcase the hard work of their maintenance employees.

If progress is going to be made to ensure improved ROI, current benchmarking processes need to be discussed to discover what exactly has and has not been working. Without these numbers being measured and measured constantly, there is no data to demonstrate the strategic value of the maintenance department.

The strategic value in measuring ROI

It is imperative for maintenance professionals to understand which specific numbers the C-suite is tracking when measuring ROI. It was found 44 percent of maintenance professionals are not measuring their return on investment primarily because they simply don't know how to generate ROI metrics based on PdM or condition monitoring data. Another 40 percent claimed to lack sufficient tools to generate these metrics. Training the maintenance staff to be alert to the key elements and deliverables of their predictive maintenance program below through collaboration with their PdM

partner will boost numbers within a spreadsheet, resulting in additional support and proven value of the maintenance department and most importantly, their value to the bottom line.

- Be safer — planned work is safer than emergency or breakdown stops and restarts.
- Prevent environmental damage/regulatory violations — risk mitigation.
- Avoid downtime/lost production.
- Reduce repair time — have skills, parts, tools and information planned and ready.

With budget cuts occurring on a regular basis within facilities, it's clear the implementation of ROI measuring systems offers tangible evidence that shows the necessity of maintenance departments and the condition-based monitoring systems facilities have invested in. With management and maintenance professionals working together to analyze ROI, a facility is guaranteed to avoid budget cuts, decrease unplanned downtime, extend machinery health and maximize productivity.

For more information, visit <http://azimadli.com> or call (800) 482-2290.



DESIGN | RENTAL | ERECTION | SALES

EMR of 0.79
Outstanding for the Industry

Take comfort in working with a company you can trust.



A Sunbelt Rentals Company

Safety Focused
Dependable Service
Quality Products

Empire Scaffold is a full-service scaffold company providing specialized, on-site support for the life of the project. Since 2001, we've supported projects ranging from small, two-man jobs to turnarounds requiring hundreds of people. We have the products and experience to keep your projects up and running, safely. Call your nearest location and speak to a scaffold specialist today.

www.empirescaffold.com

Corporate Office:
Baton Rouge, LA
225-924-3170

Baton Rouge, LA
225-924-4243
Houma, LA
985-851-6571

Monroe, LA
318-343-7401
Mobile, AL
251-661-3441

Counce, TN
731-689-9899
Cheyenne, WY
303-919-8474

Houston, TX
713-534-0600
Golden Triangle, TX
409-840-4500



WATCHMAN Reliability Services™

Subscription-based Machine Condition Monitoring

WATCHMAN Reliability Services™ utilize flexible deployment models, proven diagnostic software and unmatched analytical expertise to deliver sustainable, scalable and cost-effective condition-based maintenance programs. Monitor your plant's health and get machine summary reports 24/7 from any location with the WATCHMAN Reliability Portal™.

REDUCE RISK • IMPROVE SAFETY • INCREASE PRODUCTION • OPTIMIZE EFFICIENCY



To learn more, visit us at
www.AzimaDLI.com



sales@AzimaDLI.com | (+1) 781.938.0707 | © 2013 Azima DLI