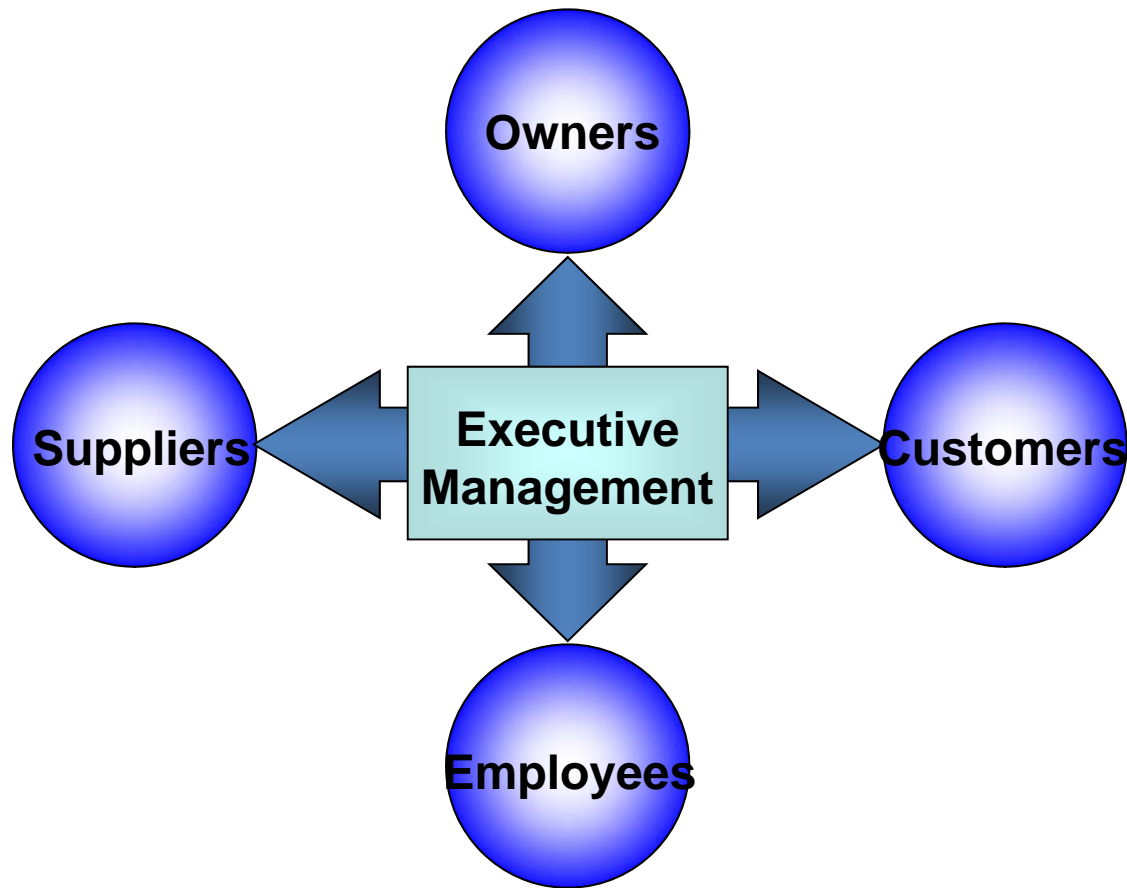


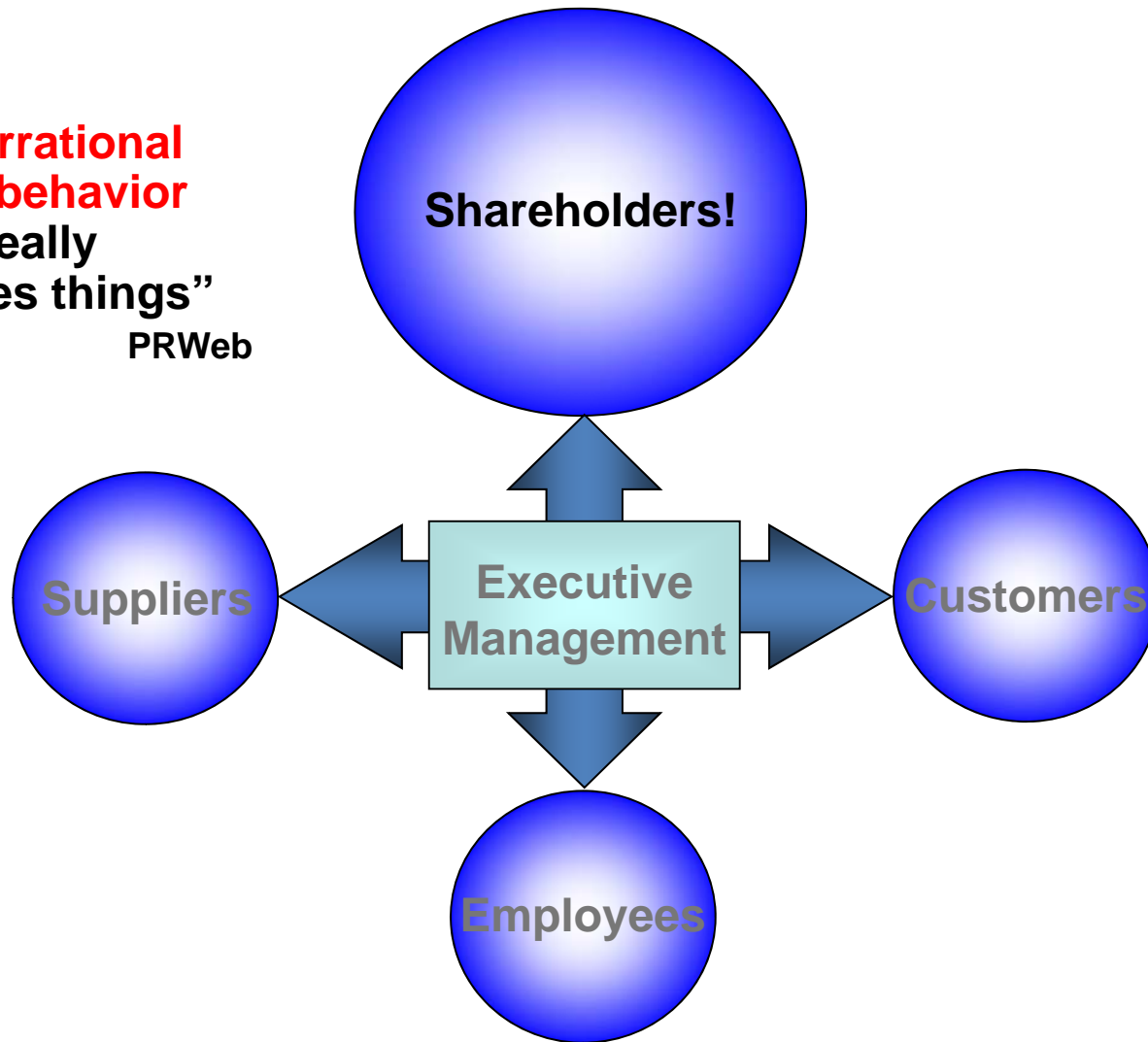
Driving Real Time Profitability Through Asset Performance Excellence

Peter G. Martin PhD
Vice President and Fellow
Invensys Operations Management

Today's Business Climate

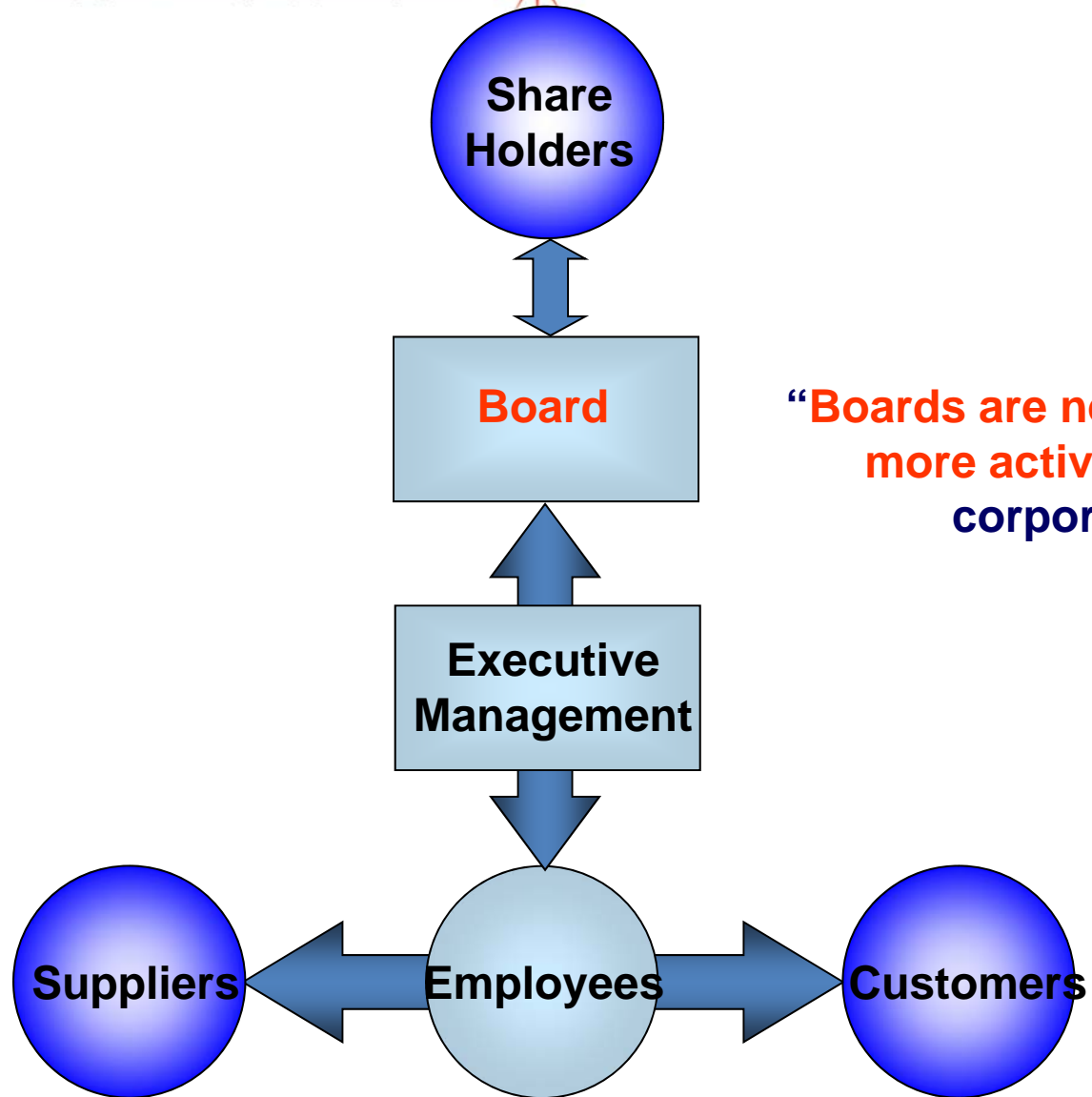


“But it’s irrational investor behavior that really undermines things”
PRWeb



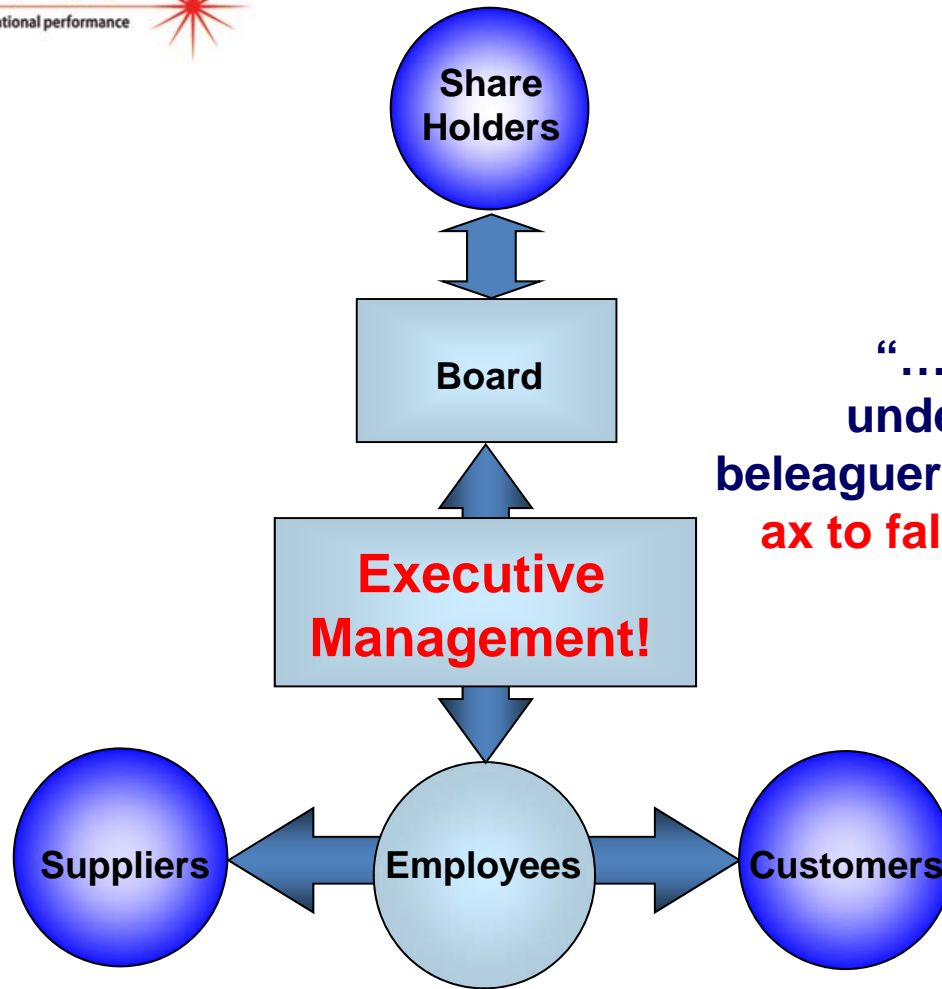
Solutions2.0

reliability & operations solutions supporting organizational performance



“Boards are newly empowered and more active in all manner of corporate affairs...”

BusinessWeek



“...CEOs feel understandably beleaguered, **expecting the ax to fall** any moment.”

BusinessWeek

The Economic Downturn has only made matters worse!!!

Current Market Drivers

From

To

Process Mgmt

Profit Management

Transactional Business

Real Time Business

Island Perspective

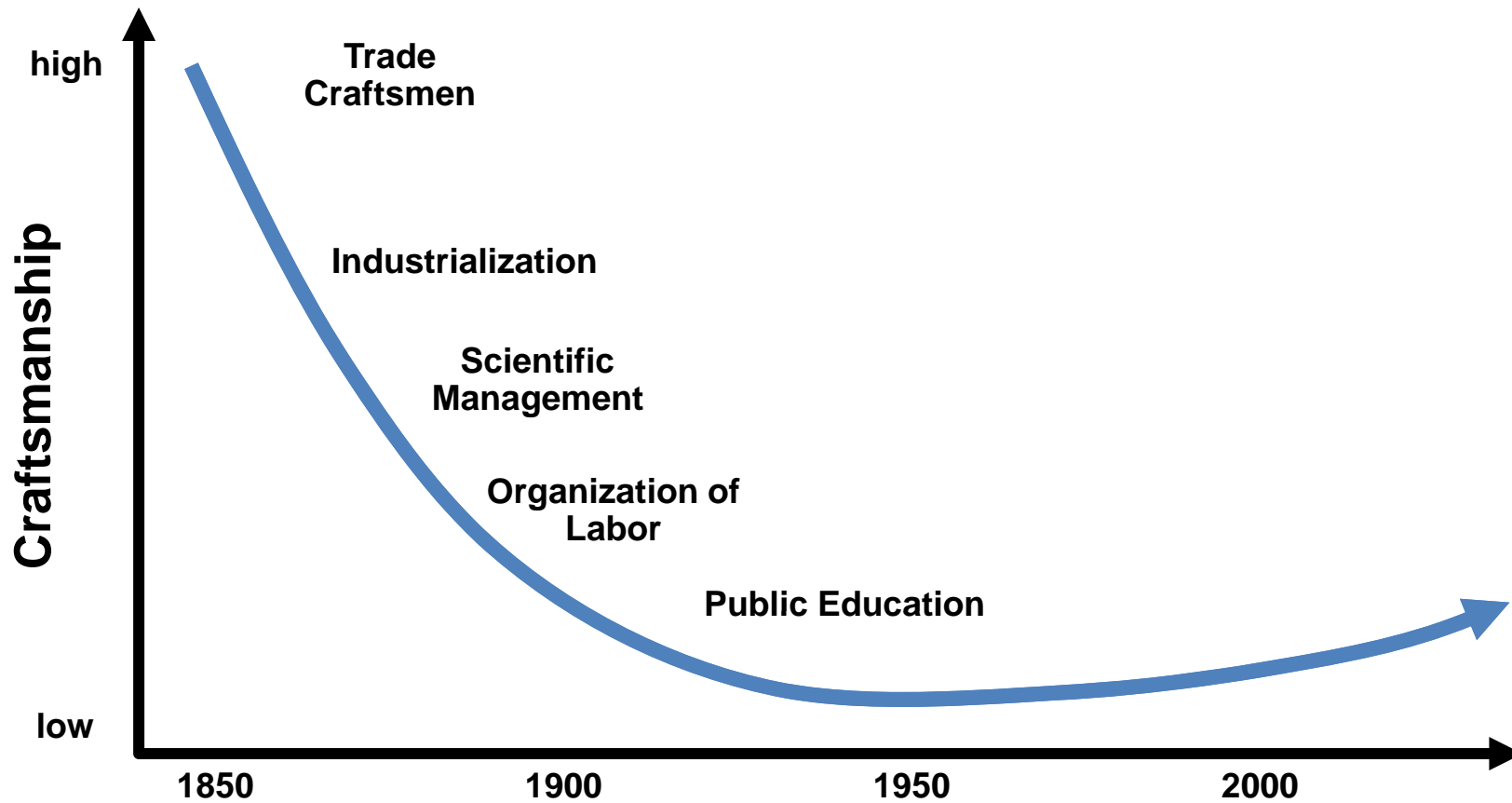
Holistic Perspective

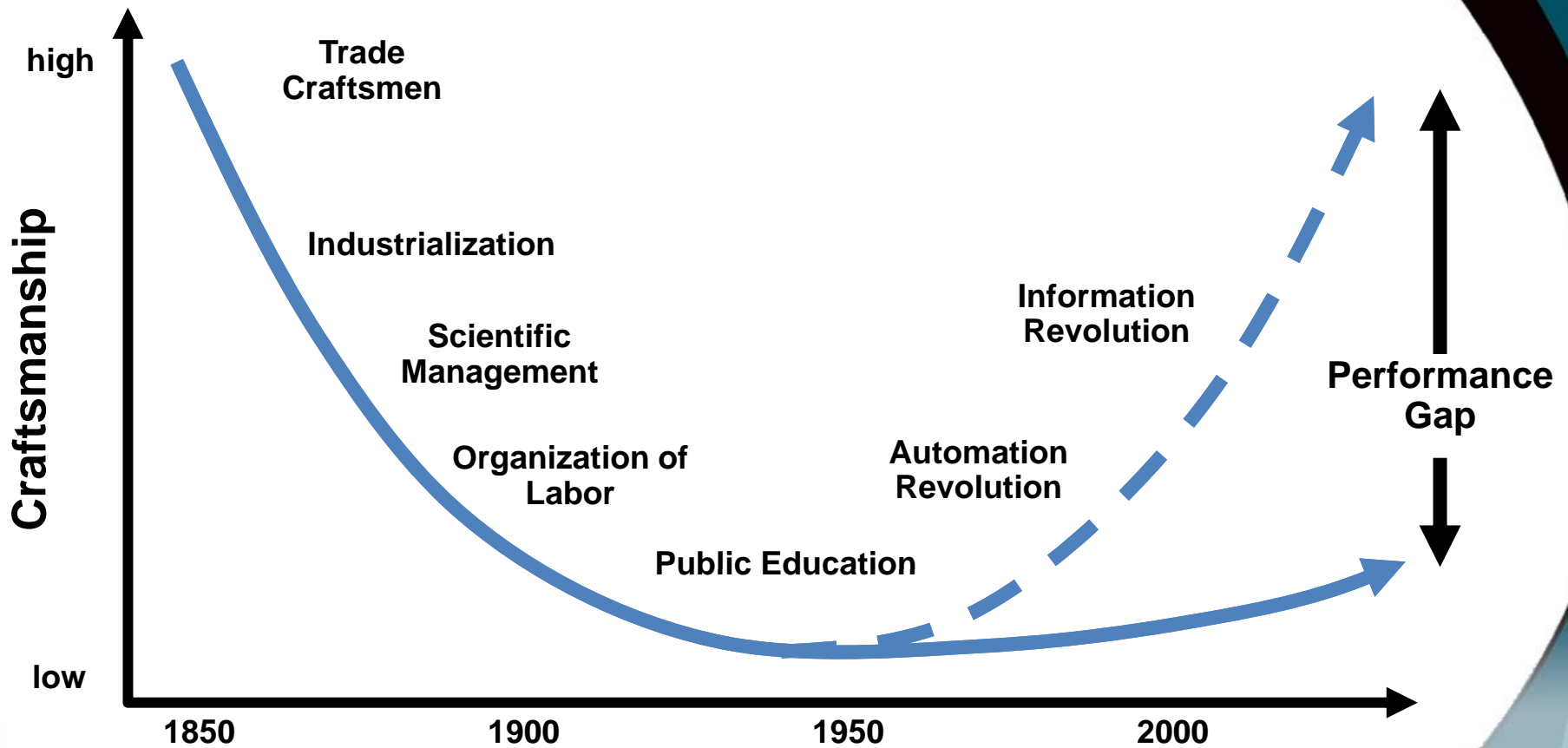
Replacing People

Empowering People



Breaking the “Labor” Mindset





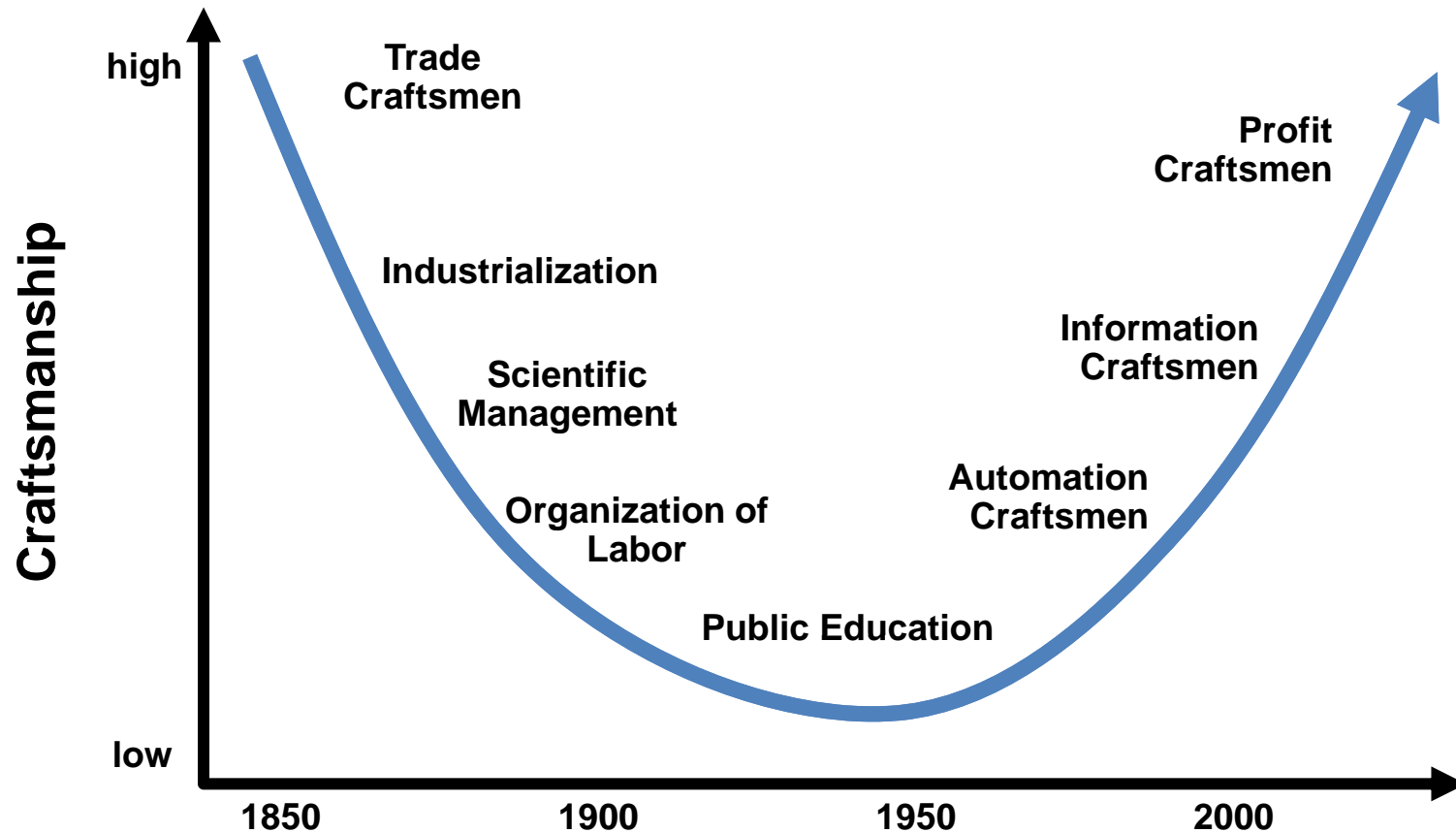


“We’ve found the key to productivity, It’s Fred, down in the shop. He makes the stuff.”

Wall Street Journal

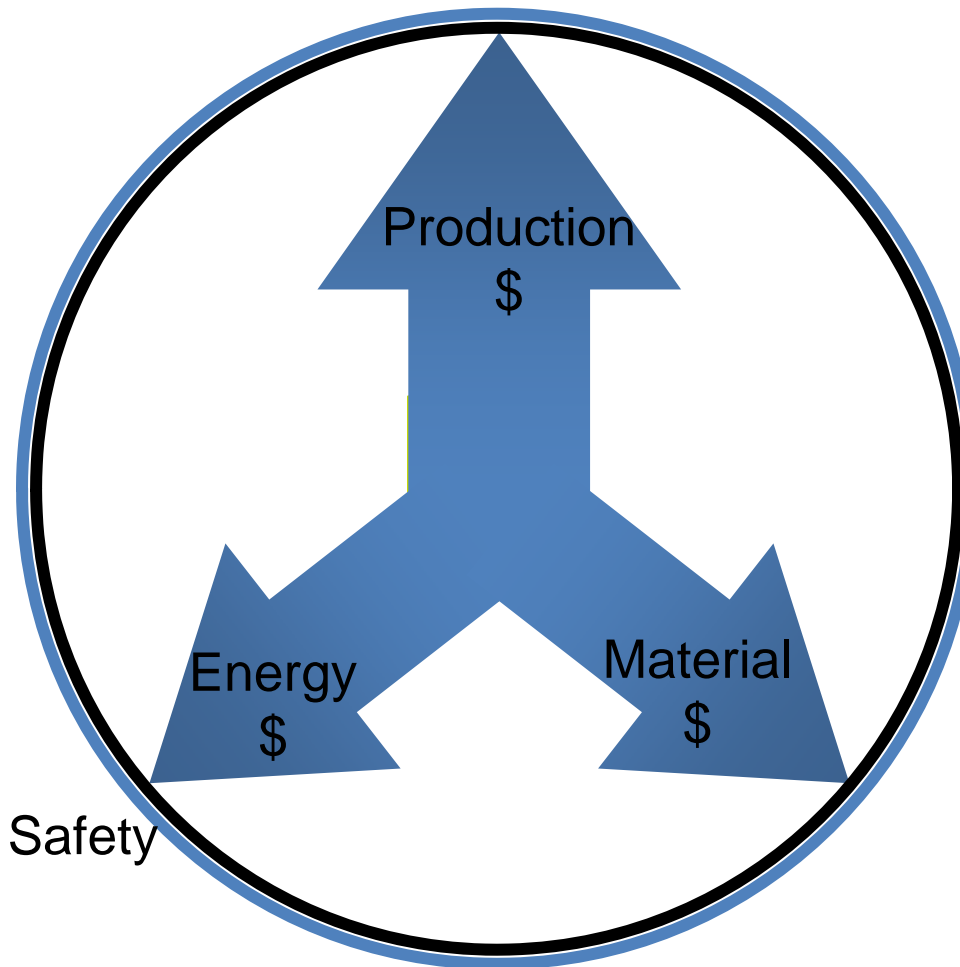
The Solution...

Laborer to Performance Manager



What is Required from Us?

Real Time Profitability



Environment & Safety



Achieving Excellence



Can You be Excellent at All Three?



**Strategic
Excellence**

Win the Season

**Business
Excellence**

Get Bonus

**Operational
Excellence**

Win this Race

Which Measures Take Precedence?



Can These Competing Measures Align?



**Strategic
Excellence**

*Strategic
Dynamics –
Real Time*

*Business
Dynamics –
Real Time*

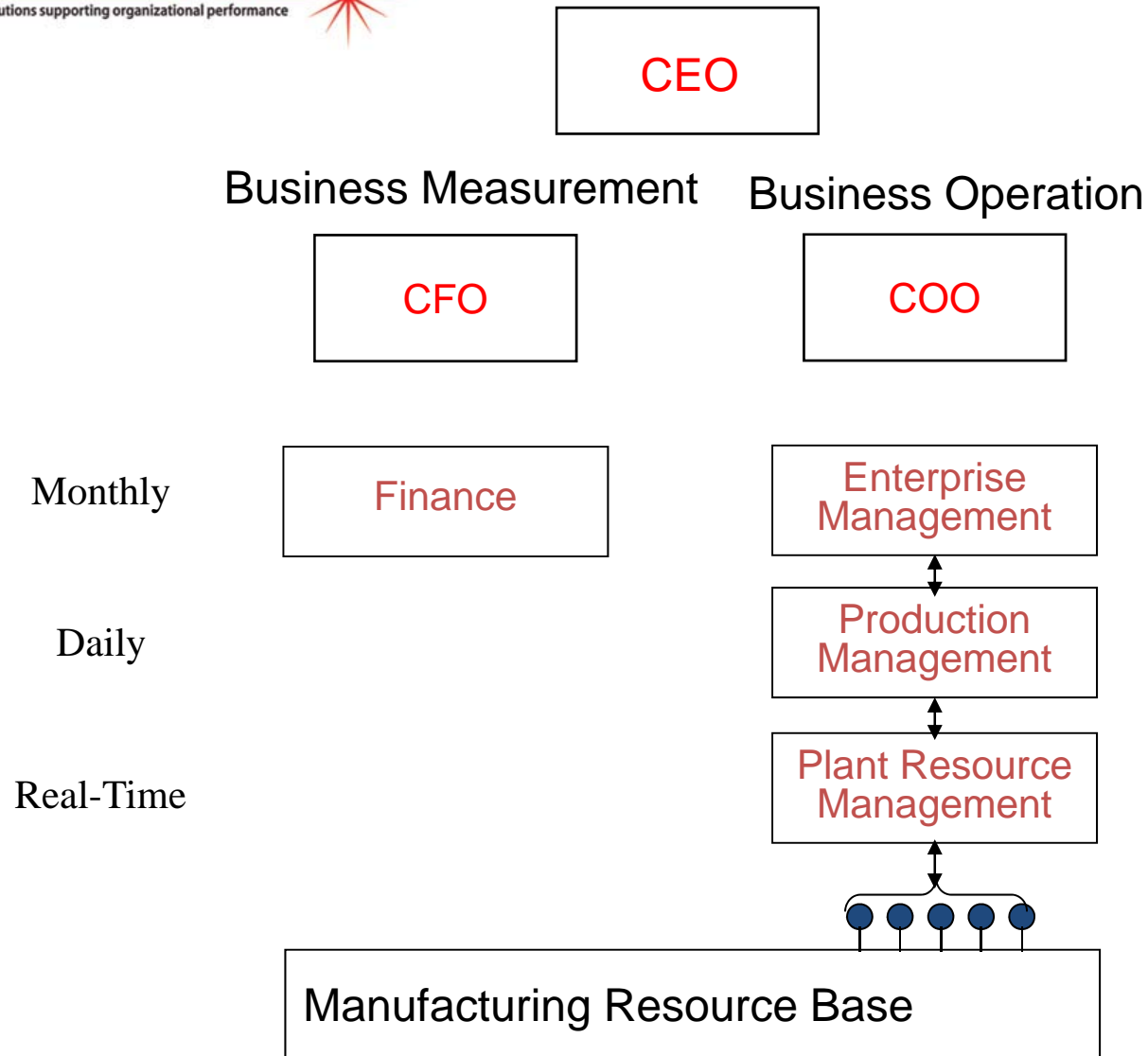
**Business
Excellence**

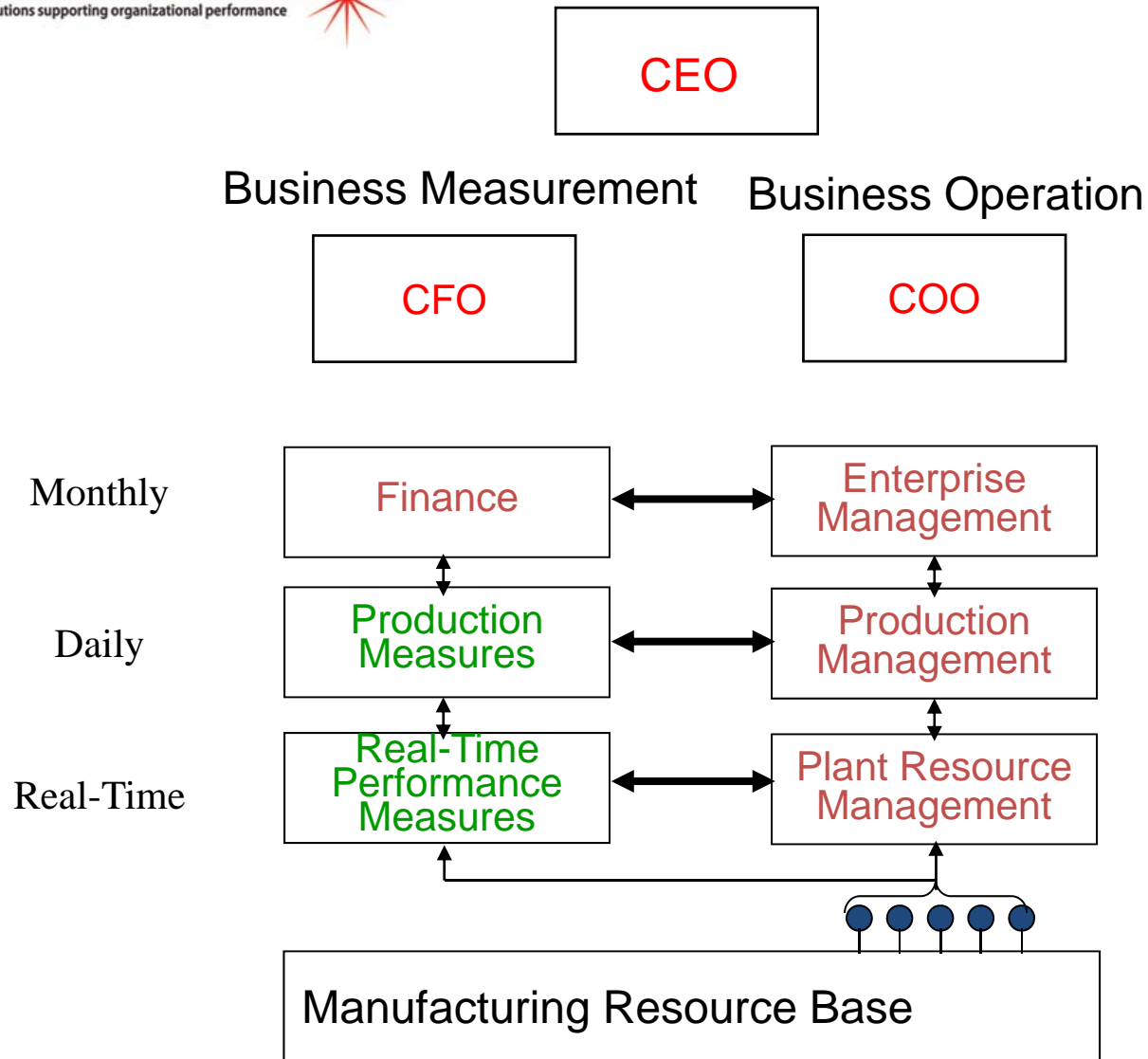
**Operational
Excellence**

*Operational
Dynamics -
Real Time*

Empowering in Real Time

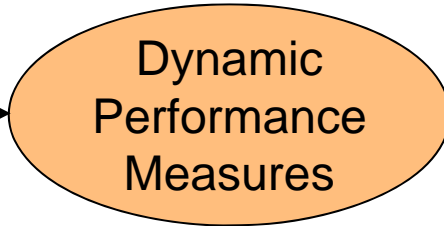
Creating Strategic Empowerment



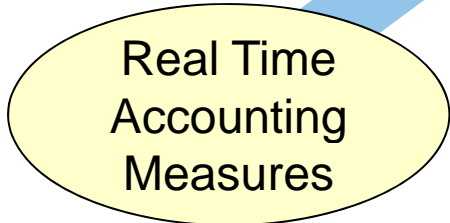
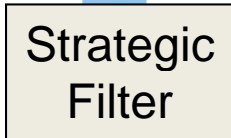




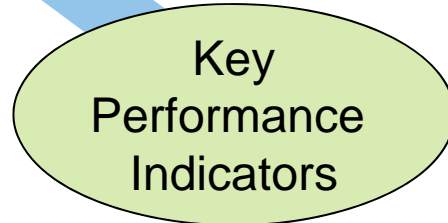
Business Guidance



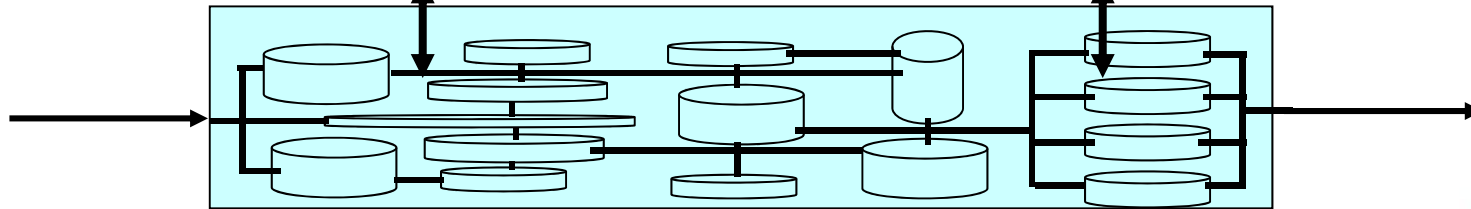
1. OEE
2. Energy2 Cost
3. Contribution Margin
4. Cycle time
- ⋮



- Contribution Margin
- Energy1 Cost
- Energy2 Cost
- Material1 Cost
- ⋮

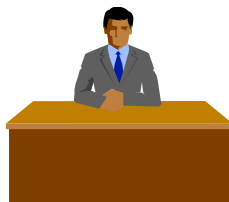


- OEE
- Cycle Time
- Waste / Production
- First pass yield
- ⋮





Enterprise Resource Planning Level



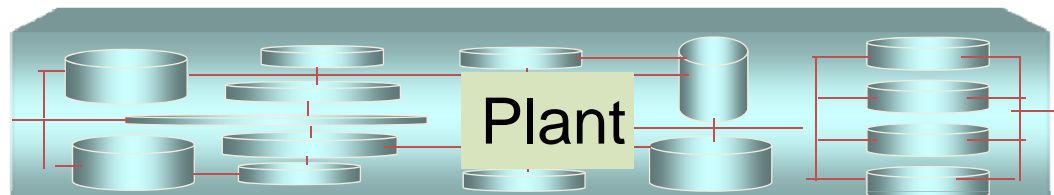
Manufacturing Execution Level

(Transactional)

(Real Time)

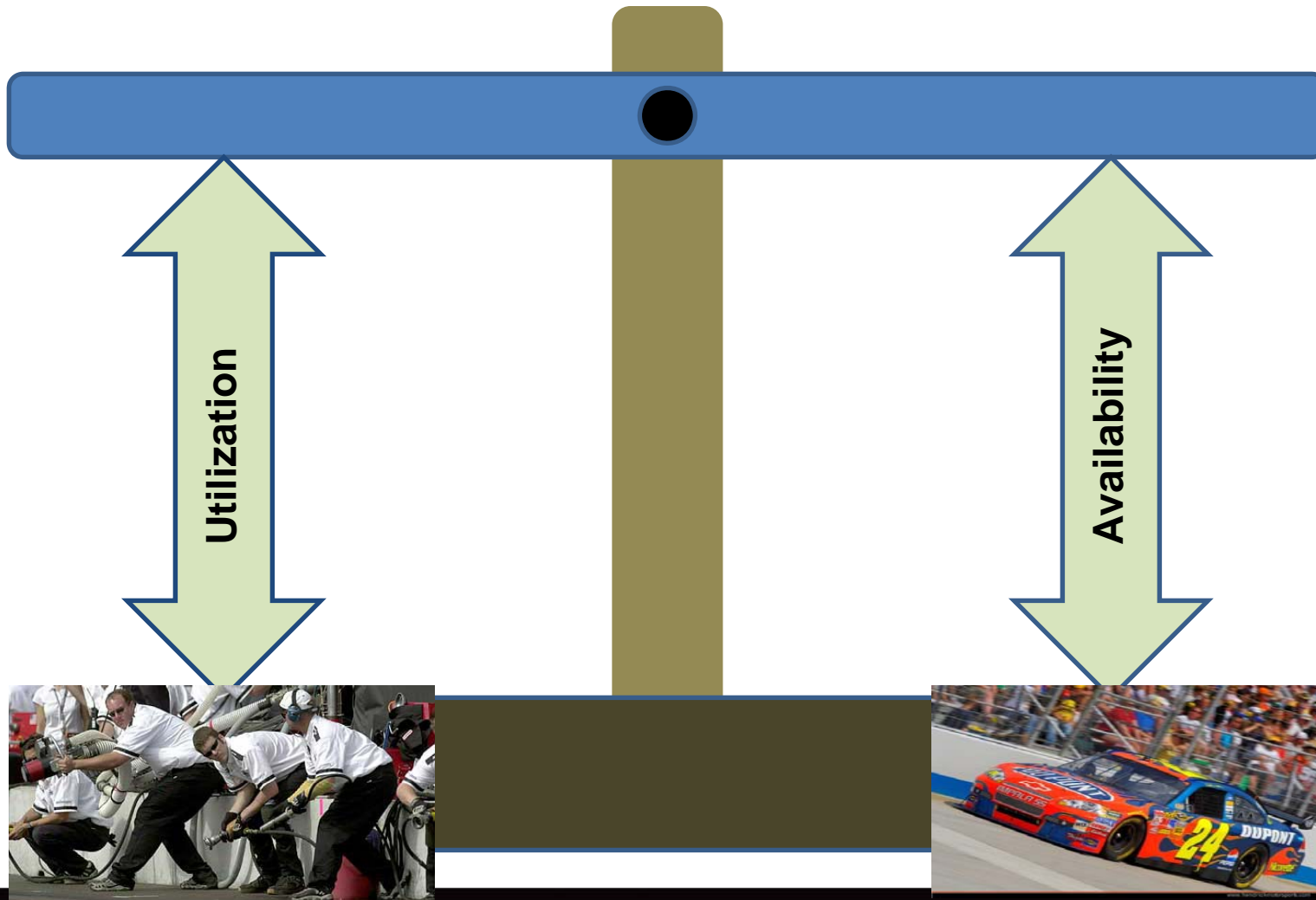


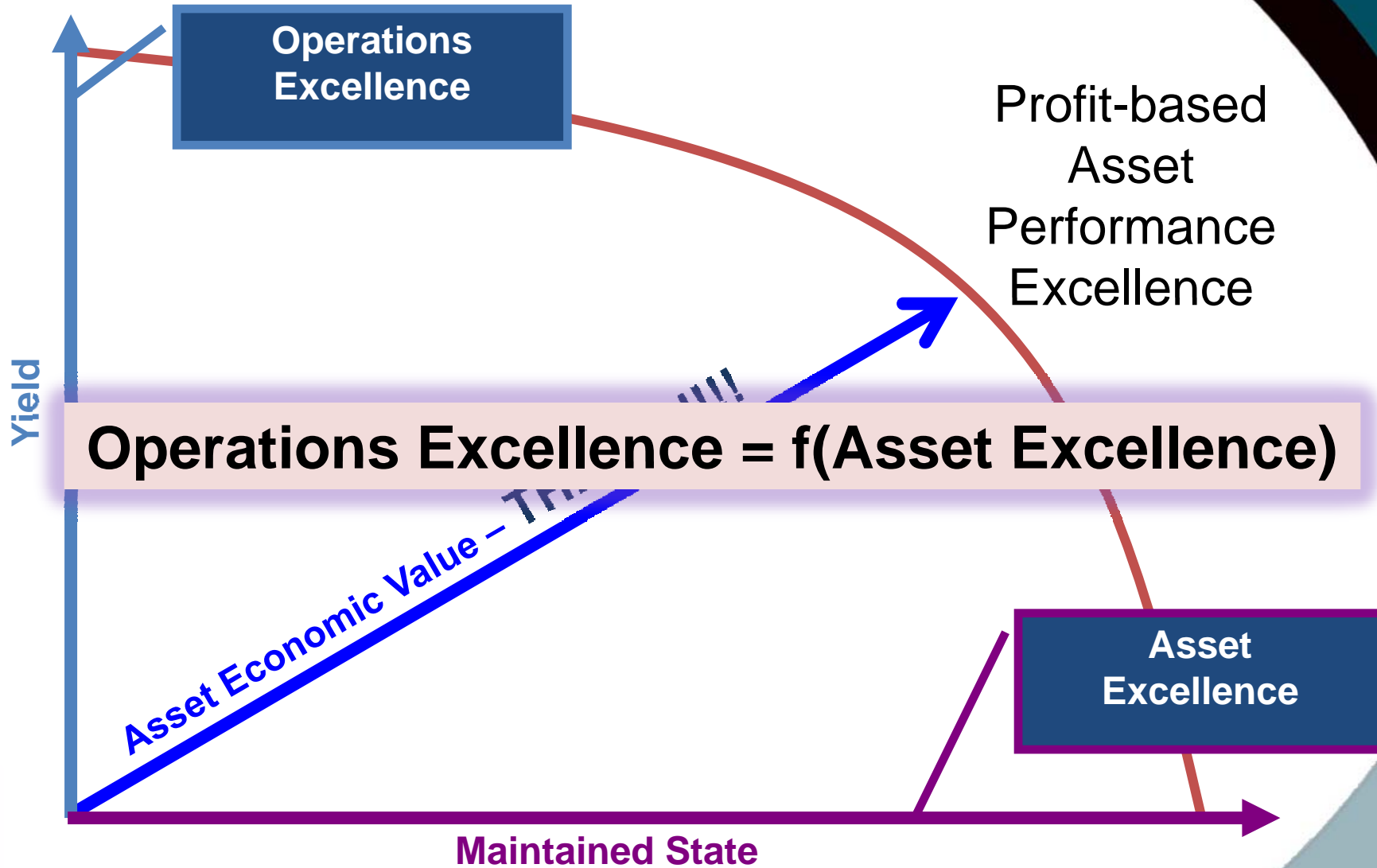
Automation Level

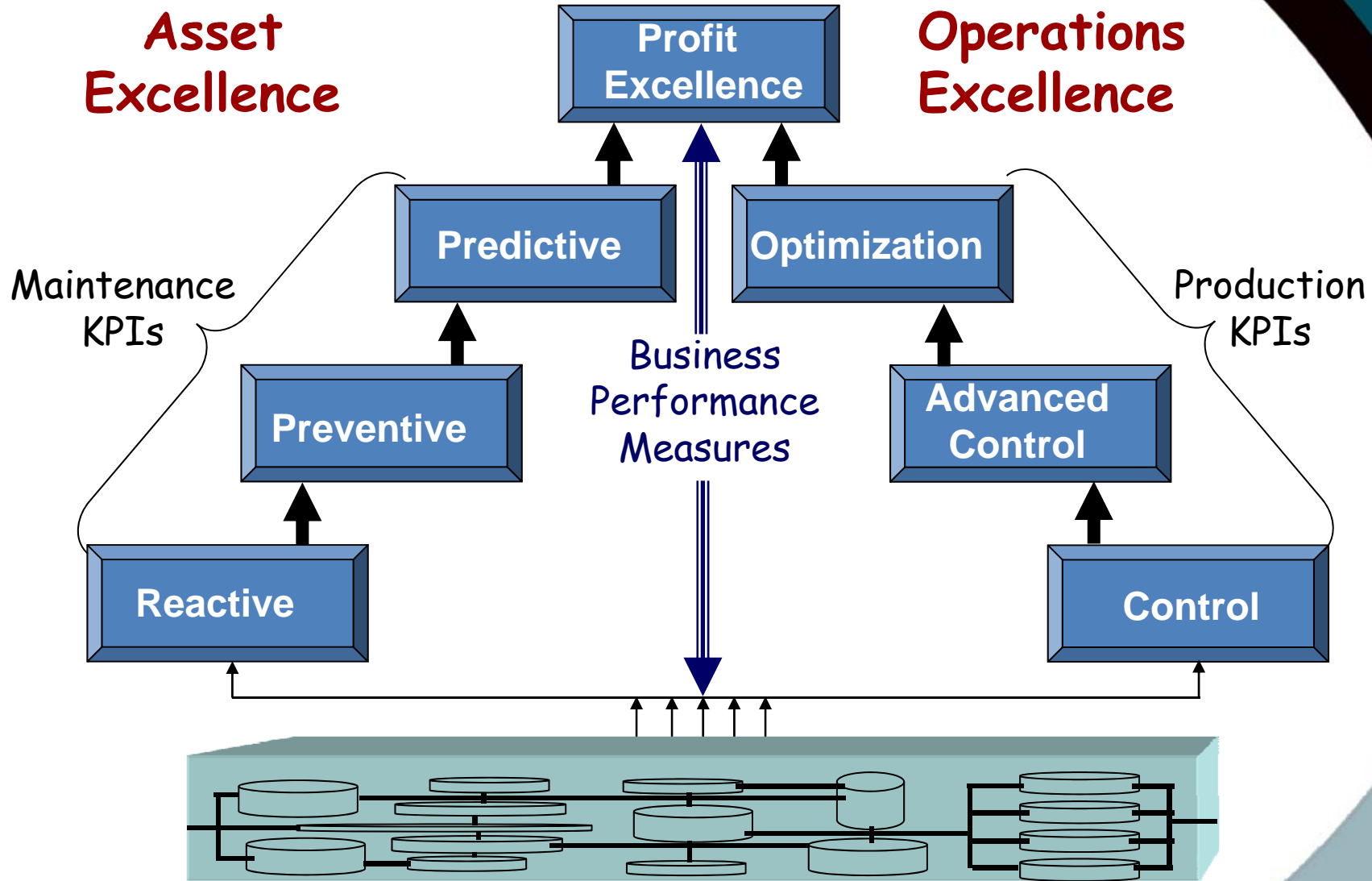


Profit-Based Asset Performance Excellence

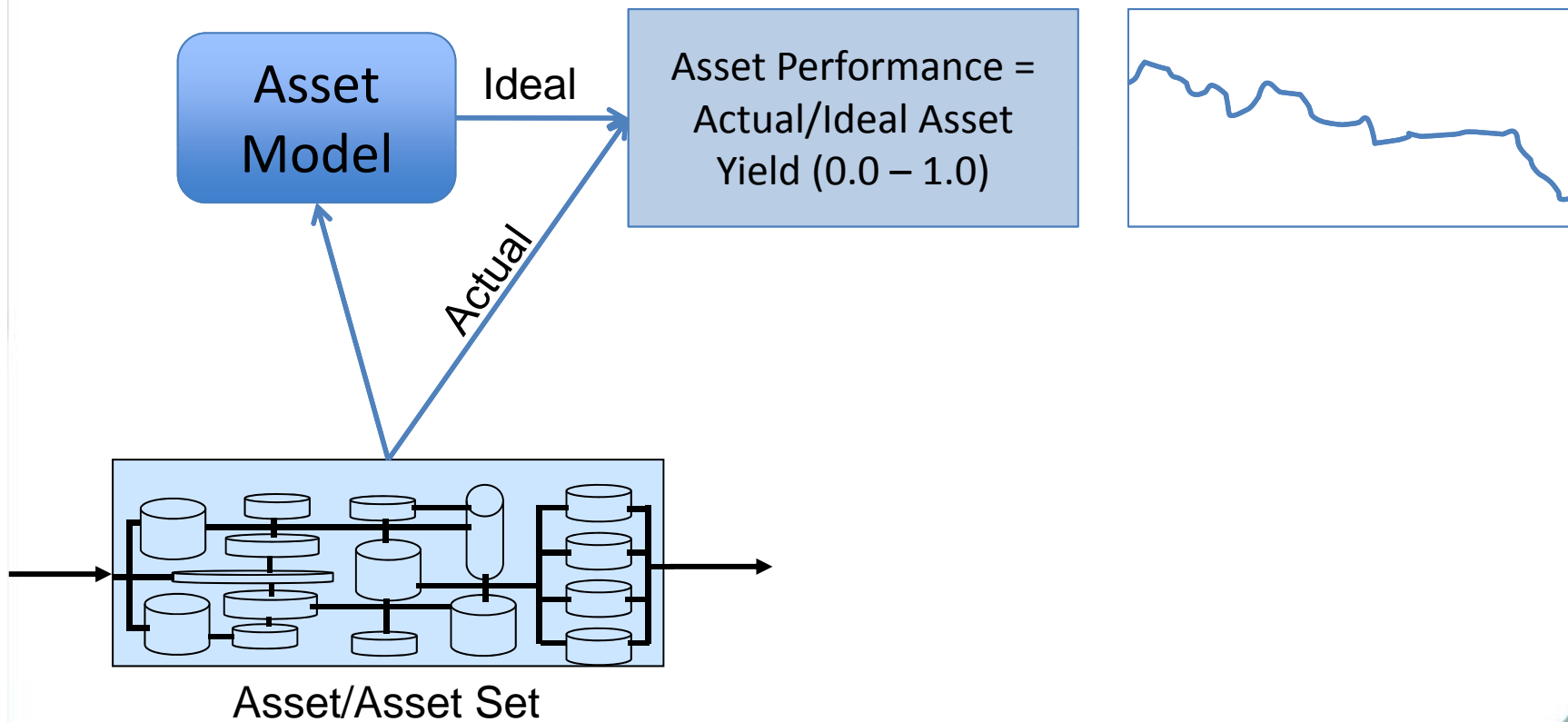
Operations – Maintenance Conundrum



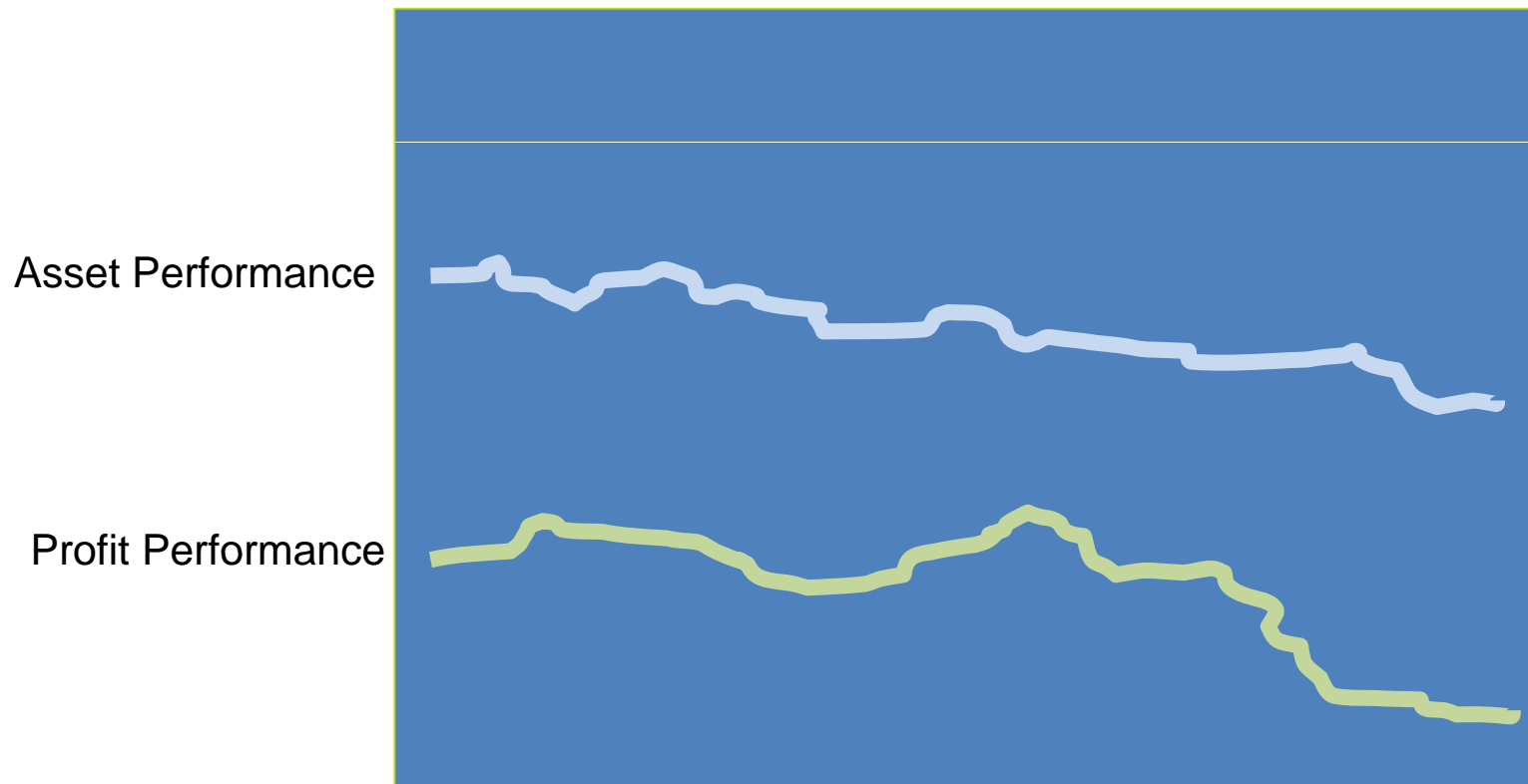




Asset Modeling Analysis



Asset to Profit Modeling Analysis



- ***Clear definition of “victory”***
- ***Well coordinated teams***
- ***Peak performance from assets***
 - ***Asset Performance***
 - ***Business Performance***
- ***Clear performance measures for each team member***
- ***Strategic execution***
- ***Real Time execution***



**What applies to racing –
applies to industrial operations!**

Thank You!!