



Identify mill improvement opportunities with SKF Client Needs Analysis

Benefits

- Benchmark your maintenance practices
- Identify gaps
- Learn how much they are costing you
- Plan how to close them
- Implement improvements

Where should I invest to optimize my mill performance? How do I continually improve and adapt to the changing business climate?

Finding the right answers can be daunting. With daily operational challenges, time constraints and divisions between departments, knowing where to start can seem impossible, but SKF can help.

The SKF Client Needs Analysis is based on the SKF Asset Efficiency Optimization work management model. This model encompasses your business goals, maintenance strategy, how work is identified, controlled, executed, followed up and measured. The SKF Client Needs Analysis assesses each of these areas and compares it to the industry's benchmarks.



Uncovering ways to reduce costs or increase productivity

The first step is to understand where you are today. SKF can assist you by performing a client needs analysis of your mill that benchmarks your results against other companies from the steel industry. This benchmark identifies where you are strong and potential gaps for improvement. SKF can then help you calculate how much the gaps are costing your company and what activities you can undertake to close these gaps.

Implementing improvements with SKF

If desired, SKF can then help you do something that other consultants cannot: craft solutions tailored to your needs and help you implement them.



The SKF Client Needs Analysis is based on the SKF Asset Efficiency Optimization work management model. It can uncover ways to reduce costs and areas for potential improvement.

For details on how to initiate an SKF Client Needs Analysis, please contact your local SKF representative.





Increase the return on your maintenance investment with SKF

The whole idea behind the SKF 360° Solution is to help you get more out of your plant machinery and equipment investment. This may mean lowering your maintenance costs, raising your productivity, or both! Here is an example of the SKF 360° Solution at work in the metals industry.

SKF Client Needs Analysis helps rolling mill develop a plan for success

The situation

A leading rolling mill in Asia was struggling to improve their mill performance.

With support from the mill manager, SKF asset management specialists conducted a client needs analysis with personnel from maintenance, operations and purchasing.

The assessment

The mill ranked 7% above the industry average, but a number of gaps reduced profitability.

Positive practices

- Accurate, up-to-date asset register
- Work order system used effectively for initiating work

- Change management system in place
- Budgets and work schedules in compliance

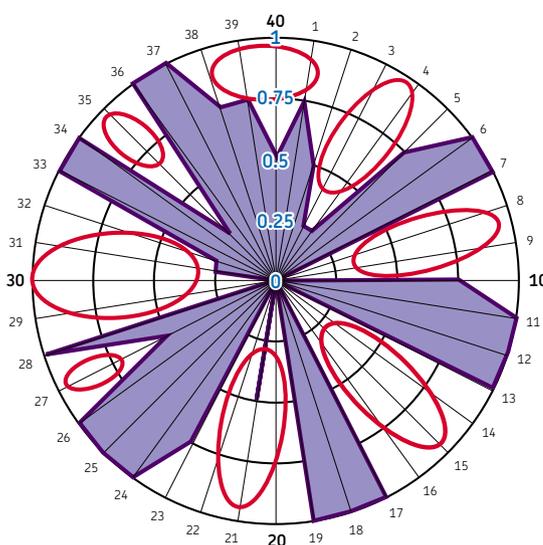
Performance gaps

- Rationales for work assignments unclear
- High maintenance costs and inventory levels
- Duplication of work between departments
- Insufficient communication between departments
- Inconsistent root cause analysis programme
- Work history was not being captured or used

The results

SKF then worked with the mill to develop an action plan based on their drivers that would systematically address gaps with specific solutions that included:

- Perform a maintenance strategy review
- Implement a condition-based monitoring programme
- Combine the operator and maintenance basic care programmes
- Adopt a common root cause failure analysis programme
- Perform a spare parts optimization review



Customer gap analysis

Customer gap analysis, plotted on a spider chart.

The outside diameter of the chart represents industry best practice. The red ovals represent potential gaps for improvement.

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