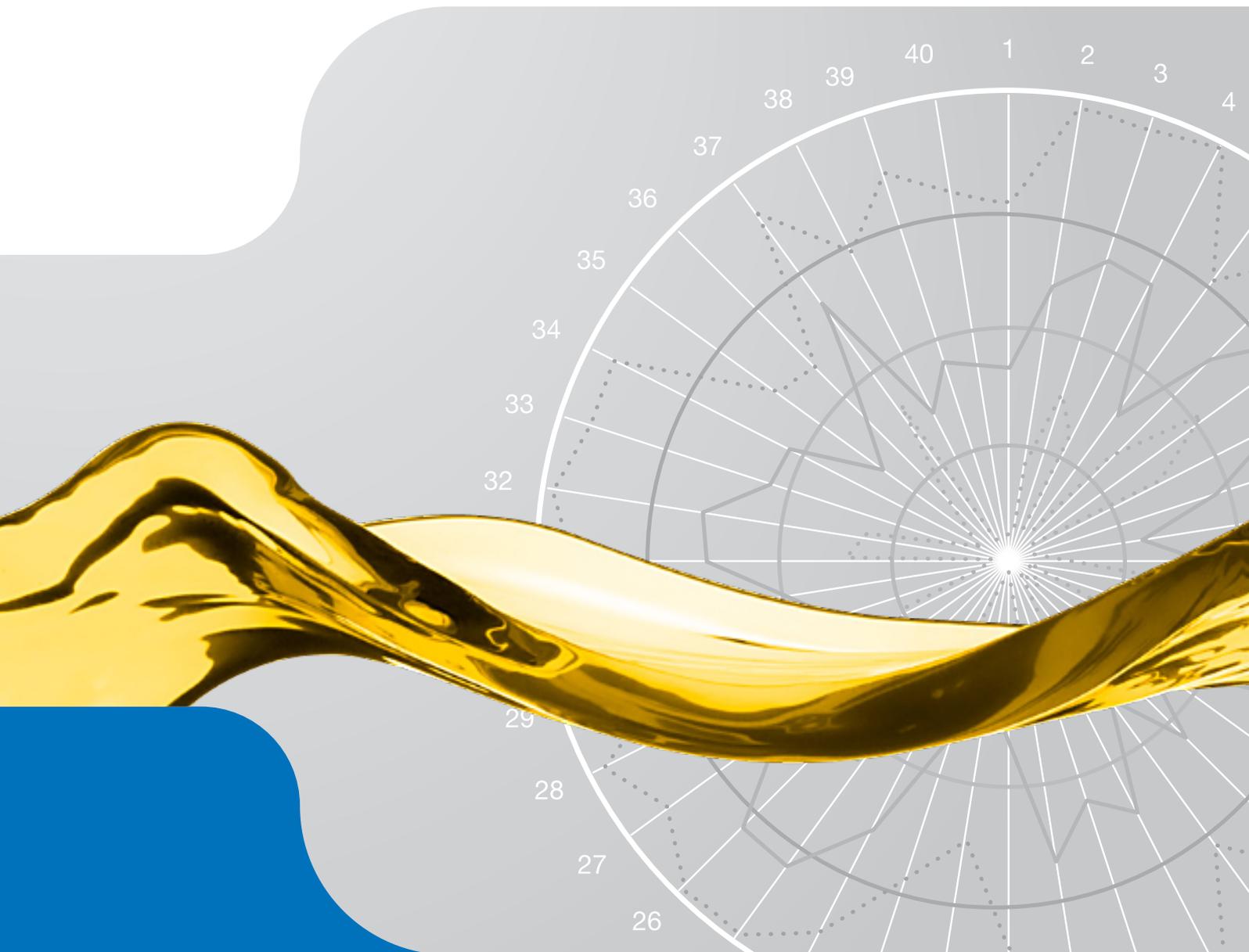




SKF Client Needs Analysis - Lubrication Management

The starting point of the SKF Lubrication Management programme



SKF Client Needs Analysis – Lubrication Management

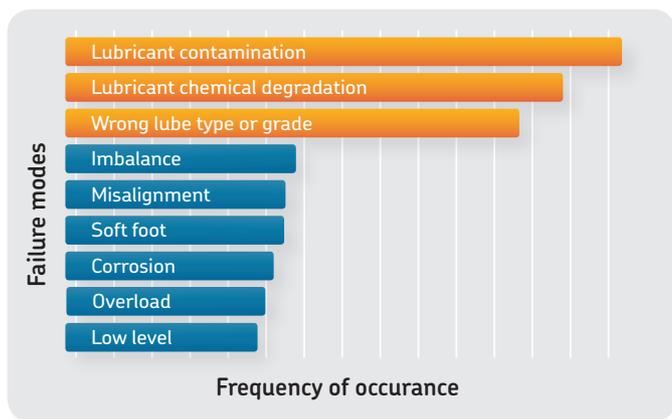
The first step to achieve lubrication excellence

What is the level of maturity of our actual lubrication programme?
 What are our major strengths and improvement opportunities?
 How should we better align our plant with industry benchmarks?

Good questions. However, finding the right answers and implementing strategies to address these issues can be daunting. With daily operational challenges and time constraints, identifying improvement opportunities and achieving them may seem impossible. But SKF can help. Drawing on years of SKF productivity experience, we can help you identify improvement opportunities that will yield positive bottom-line results, then suggest a strategy for implementing a programme to achieve them.

A lubrication management programme can be defined as the sum of all the activities performed in a given facility to ensure the right lubricant is provided in the right quantity to the right point at the right time with the right method.

The SKF Lubrication Management programme defines a structured process to help our customers build a strong lubrication programme:



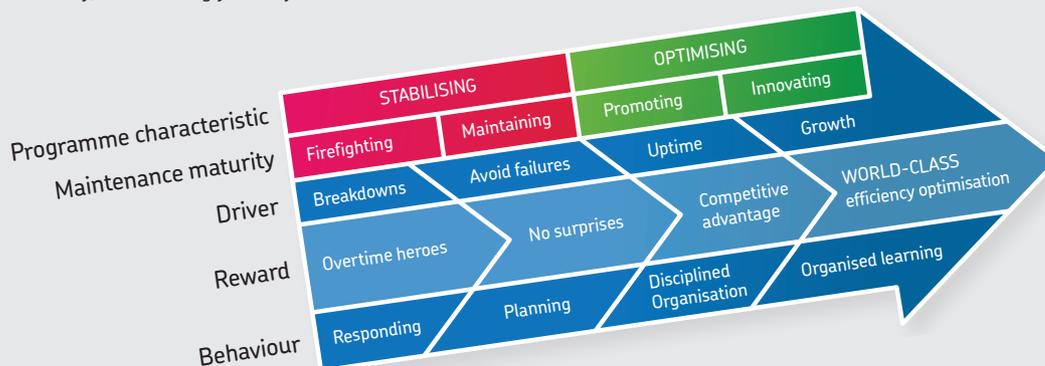
- SKF Client Needs Analysis: Normally implies one day of assessment and provides an overview on the lubrication programme maturity
- SKF Lubrication Audit: Detailed assessment. Normally implies five days and provides a thorough analysis of the lubrication programme
- Improvement proposal: Formulation of specific activities
- Design and Implementation: Execution of the proposed activities
- Optimisation: Reassessment and implementation of additional improvement proposals

According to the Tribology Action Handbook from IMechE, the UK Institution of Mechanical Engineers, investing in a good lubrication programme yields a return on investment of up to 400%. A sound lubrication programme will help prevent the most frequent failure modes occurring in an industrial plant related to lubricant contamination, chemical degradation or cross contamination.

The output of an SKF Client Needs Analysis – Lubrication Management is an appraisal of the maturity level of the customer’s lubrication programme as well as an identification of the main strengths and the areas with major opportunities for improvement (see Figure 1).

Figure 1: The four phases of maintenance maturity

Moving toward a world-class facility starts with understanding where you stand today, and defining your objectives for the future.



A progressive, structured approach to assessment

An SKF Client Needs Analysis – Lubrication Management is a structured benchmarking process. It consists of 40 questions following the SKF AEO model (see Diagram 2). These questions are discussed during an interview with the maintenance team responsible for lubrication. The interview is usually accompanied by a tour of the facility to help visualise current practices and is typically completed in a one-day session. Once the analysis is complete, you will receive a comprehensive report that includes:

- A summary of initial set-up details
- A Spider Chart illustrating a micro-level assessment for each question versus the maturity phases (see Diagram 1)
- A Maturity Summary Matrix showing a macro-level assessment for all four main facets of the AEO process versus the maturity phases (see Table 1)
- A Ranked Deviation Chart illustrating for each question your performance versus your industry averages
- Conclusions and suggested next actions
- And, should you wish to create a business case to justify your investment, we can help you to estimate the potential savings that a world-class lubrication programme would represent

Diagram 1: Spider Chart

- Standard deviation -1
- Standard deviation +1
- Segment average
- Fire fighting
- Maintaining
- Promoting
- Innovating

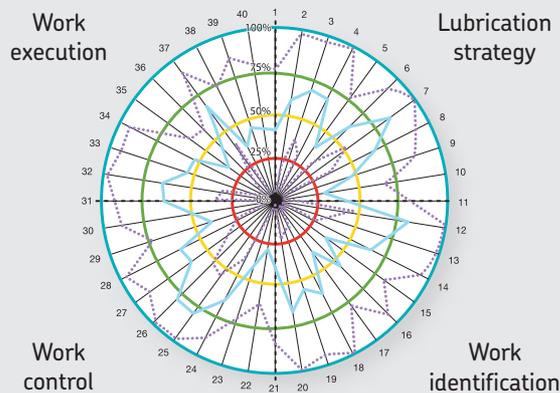


Table 1: Maturity Matrix Summary

The table shows actual overall summary matrix status from 500+ Client Needs Analyses performed by SKF.

Main facet / Maturity	Absent	Fire fighting	Maintaining	Promoting	Innovating	Not applicable	Not understood	Totals
Maintenance Strategy	3,97	5,31	3,51	4,91	6,78	0,38	0,16	25,0
Work Identification	5,6	3,74	2,44	3,39	8,42	1,3	0,12	25,0
Work Control	4,33	2,87	4,41	5,78	6,68	0,83	0,09	25,0
Work Execution	5,02	6,79	3,46	3,61	5,36	0,71	0,06	25,0
Subtotals per choice of response	18,91	18,71	13,82	17,69	17,23	3,21	0,43	100,0

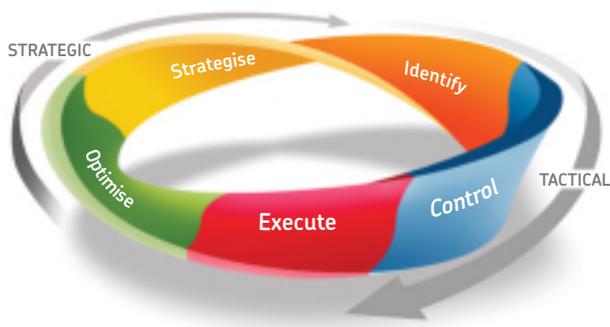


Diagram 2: The SKF Asset Efficiency Optimisation (AEO) model

- **Strategise:** Why & what
Do you know why you do what you do?
- **Identify:** What & when
Does it matter?
- **Control:** When & how
Did you do what you should do well?
- **Execute:** How & who
Do you know what it means?
- **Optimise:** Why not
Do you learn and improve?



Targeting key areas for improvement

By obtaining a comprehensive understanding of your plant's unique requirements, an SKF Client Needs Analysis allows us to identify improvements that can help you achieve optimum results.

These improvements are typically found in areas like:

- Lubrication strategy
- Process and practices
- Documentation
- Skills and skills management
- Lubricant assortment and supplies
- Storage and handling
- Planning and scheduling
- Data management and reporting
- Tools
- Oil analysis programme
- Contamination control
- Waste handling
- Environmental, health & safety (EHS)
- Metrics

Knowledge, the key to a successful reliability programme

Once the analysis is complete and improvement opportunities have been identified, our team will discuss with you the required next steps in the building of a world-class lubrication programme. Typically, this will involve a combination of internal activities, products, or services you may already be using, along with one or several SKF solutions.

Areas of expertise where SKF can assist:

- Training: competence development and knowledge exchange
- High performance lubricant selection
- Lubrication storage room design and implementation
- Lubrication tasks definition
- Maintenance strategy review
- EAM/CMMS data population: asset register, bill of materials, standardized job plans, etc.
- Outsourcing through performance-based service and supply
- Agreements (integrated maintenance solutions from SKF)

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