

SKF Rotation For Life

A new way to optimize your rotating equipment performance

Rotating equipment failures cause millions in unrecovered costs through lost production, plus additional millions spent on replacing equipment, insurance and eventually environmental impact.

As a result, it is well proven that it is more cost effective to invest in proactively identifying the onset of problems, and then fixing the underlying reasons.

Therefore, in order to keep your asset rotating effectively, you need to balance the pressures and costs related to monitoring, maintaining, repairing, providing spare parts and fixing the underlying causes of failure.

Traditional bearing agreement

Traditionally, bearings are purchased on price, but this transactional approach ignores the interrelated elements which contribute to rotating equipment performance and overall Total Cost of Ownership (TCO).

SKF Rotation For Life agreement

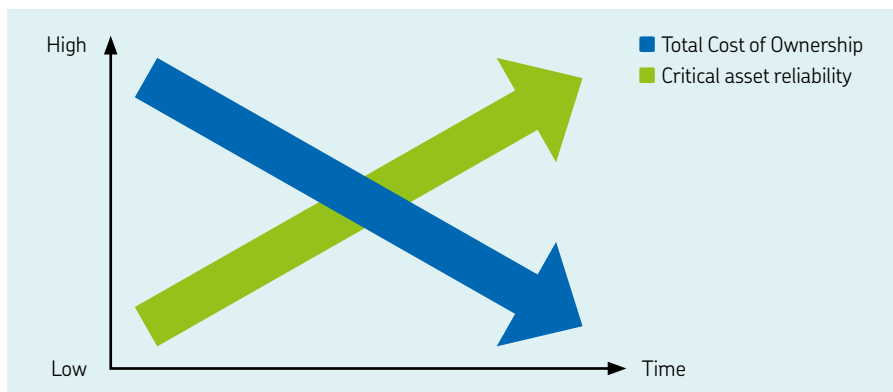
In response to this challenge, SKF has created an integrated solutions programme that is focused on improving the overall efficiency of your rotating equipment. We call it SKF Rotation For Life.

SKF Rotation For Life is a short implementation programme that changes the focus from a traditional bearing purchase model based on unit price, to providing reliable and improved rotating equipment performance combined with a reduced Total Cost of Ownership (TCO). SKF Rotation For Life also enables better cash flow and keeps cost of capital to almost non-existent levels, and delivers a range of important benefits.



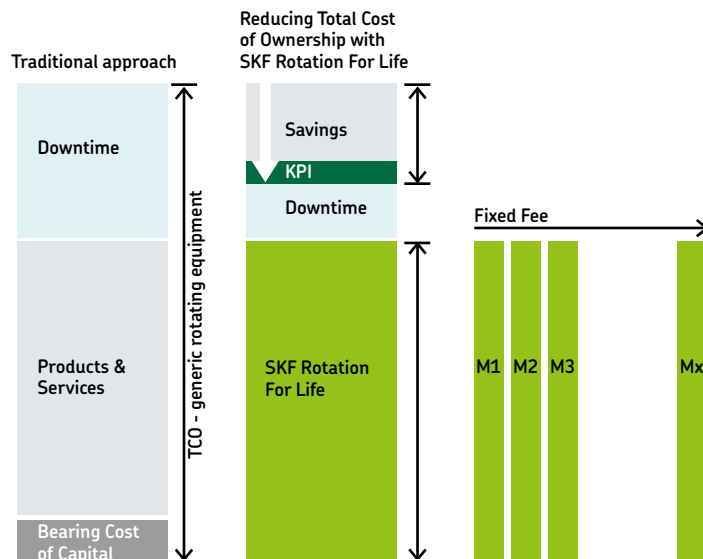
Benefits:

- Improved rotating equipment reliability
- Reduced overall operating cost of critical assets (TCO reduction)
- Lower capital expense through better supply chain processes and services
- Linear and predictable disbursement thanks to fixed monthly fee based on agreed performance targets
- Short payback with short implementation programme
- Win-win, performance-based contract, very well documented and tracked through KPIs





- Assessment and benchmarking
- Scope and KPI
- Value proposition and delivery



How does SKF Rotation For Life work?

SKF Rotation For Life is a long-term, performance-based contract based on a monthly fee which combines bearing technology, failure detectability and reliability services into an integrated package.

Key Performance Indicators (KPI) are defined according to the real situation of your critical assets and linked with agreed savings and rotating equipment performance indicators. The overall goal is to reduce the Total Cost of Ownership (TCO) of your rotating equipment, over an agreed period.

Part of the savings result from increased machine availability, and part from the reduction of capital outlay by optimizing your spare parts inventory and minimizing waste. The programme enables you to evolve from a capital expenditure model to an operational model (CAPEX to OPEX), and involves a monthly fee instead of purchasing bearings on unit price.

skf.com/rotationforlife

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How can SKF accomplish this?

To achieve the programme goals, we combine our knowledge of bearings, application engineering and rotating equipment reliability with enablers such as condition monitoring, root cause analysis and other core SKF capabilities. This integrated, single-source solution means you do not need to seek out other bearing sources or engineering services providers.

Bottom line? You save money by moving from purchasing on unit/product price, to making your purchasing decisions based on Total Cost of Ownership for optimized machine reliability.

SKF Rotation For Life is customized just for you

Firstly, we define your optimum rotating equipment management strategy by:

- Performing assessment and gap analysis including:
 - Spare parts and stock strategy review
 - Reliability engineering evaluation of your critical rotating equipment

Following this, we recommend an SKF Rotation For Life programme that can include all or part of the following:

- Lubrication management – system and lubricants
- Sealing solutions
- Condition monitoring services and technologies
- Root Cause Failure Analysis
- Procedures to guarantee quality
- Mechanical services such as inspections, bearing mounting/dismounting
- Knowledge transfer through customized training
- Bearing Service Life maximization
- Bearing rework/remanufacturing including ring grinding, new roller manufacturing and radial and/or axial clearance adjustment