



TRM's Enterprise Asset Management Assessments

INTEGRATED STRATEGIES TO DRIVE COSTS DOWN
AND EXTEND THE LIFE OF CRITICAL ASSETS

Step by Step Guide to TRM's EAM Strategy

The TRM Approach:

- Determines your current state of asset portfolios
- Defines your As-Is asset management capabilities
- Compares your results to industry best practices
- Identifies areas of pain and inefficiencies
- Provides a value-added solution and return on investment calculation
- Creates a realistic transition plan
- Identifies your key performance indicators (KPIs)
- Defines a method to optimize results

TRM Consultants Provide You With:

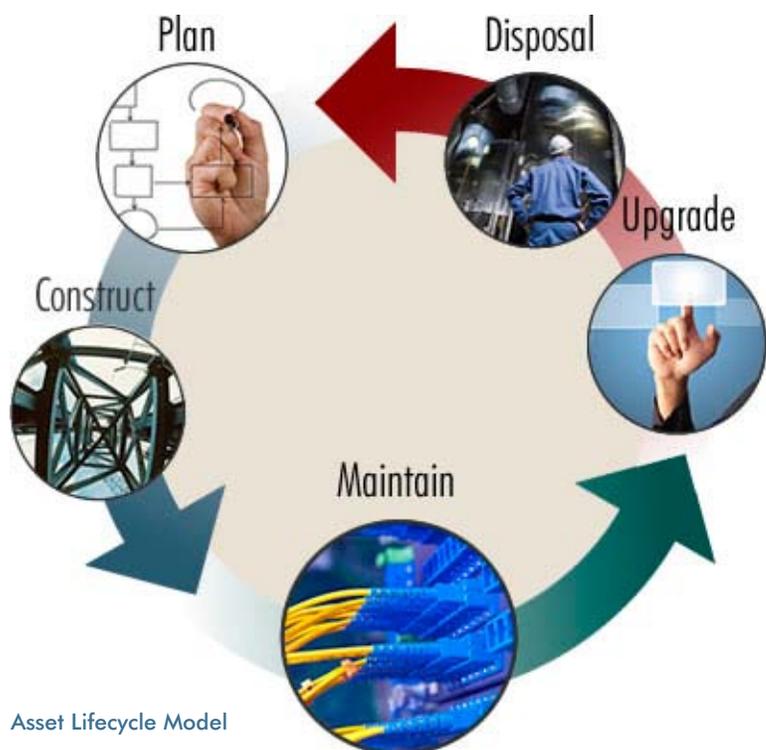
- A complete framework for Enterprise Asset Management
- Recommendations that will extend assets' useful life
- Reduced MRO costs and minimized total cost of ownership
- Full stakeholder involvement
- Quickly identified pain-points and quick wins
- Teaming environment
- In-depth knowledge of industry best practices
- Practical implementation methods

Total Resource Management offers strategic consulting in the form of Enterprise Asset Management assessments to help organizations optimize their investment in assets. We can define the right combination of people, processes and technology to drive Maintenance, Repair and Operations (MRO) costs down and extend the useful life of critical assets.

Our Enterprise Asset Management assessment considers the complete asset lifecycle, from planning through disposal.

We link each asset lifecycle phase with value-added data that guides decision making towards the highest return on investment. TRM has laser-focus on maintenance management and develops the most efficient capabilities for your organization in terms of people, processes and technology.

We define the requirements that drive improvement.



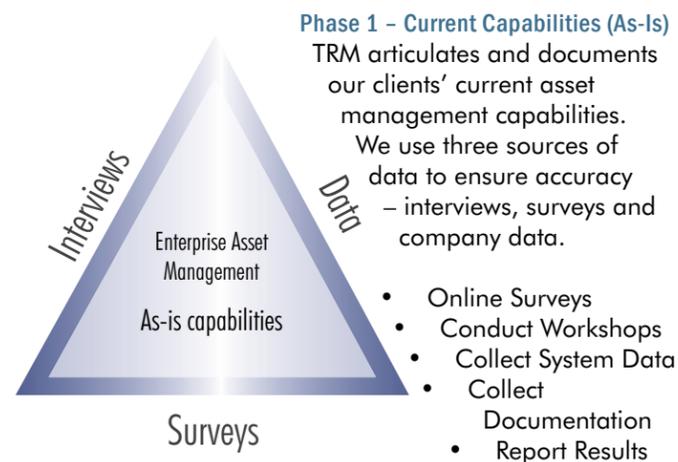
Asset Lifecycle Model

Primary Phases of EAM



Phased Approach for Quicker Wins

TRM uses a phased approach to unfold its enterprise asset management strategies for our clients. We analyze the organization, objectives, assets, people, processes, technology, data and any deficiencies to develop a sound, value-driven future solution for asset management.



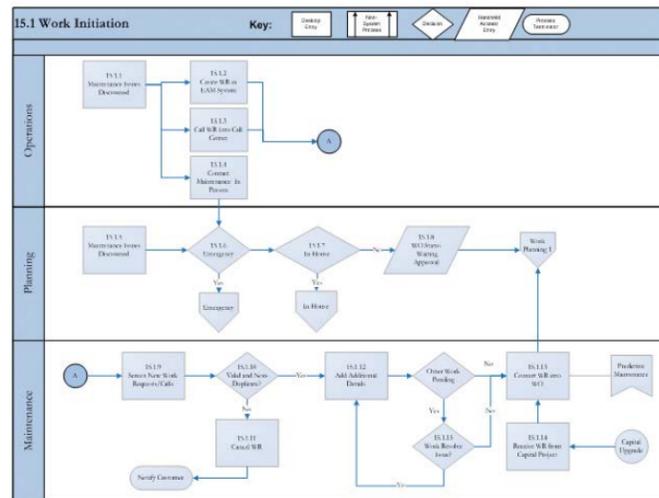
2a. Do you believe that maintenance practices and processes are used consistently throughout the organization?

Frequency Analysis			
Answer	Count	Percent	20% 40% 60% 80% 100%
1. Yes	10	31.25%	<div style="width: 31.25%;"></div>
2. No	22	68.75%	<div style="width: 68.75%;"></div>
3. n/a	0	0.00%	<div style="width: 0%;"></div>
4. Dont understand the question	0	0.00%	<div style="width: 0%;"></div>
Total	32	100%	

Key Analytics	
Mean	1.668
Confidence Interval @ 95%	[1.524 - 1.851]
Standard Deviation	0.471
Standard Error	0.083

Key Facts
100% chose the following options:
 > No
 > Yes

Sample survey results



Sample work flow

Working with your team, TRM will develop details of your As-Is practices and document the results for analysis.

Phase 2 - Analytics

In the Analytics phase, TRM consultants rate existing capabilities for maturity against industry best practices and benchmarks. Management strategies are analyzed, including:

- Maintenance
- Labor and work
- Inventory
- MRO Supply Chain

The level of technology management is also analyzed and a cost analysis is applied. Each area is rated to find and define opportunities for improving asset management capabilities.

Phase 3 - Future Capabilities (To-Be)

In the Future Capabilities or To-Be phase, TRM consultants, working with your team, develop a comprehensive list of recommendations; cost benefits and a final report that outlines:

- Value Improvements
- Change Management
- Risk Management
- Indicative return on investment

1. Recommendation # 15: Standardize Parts Inventory Descriptions and Profiles

2. What will this recommendation resolve or improve: Missing equipment/asset requirements standards

3. Duration to complete is estimated at 8 Weeks (Based on TRM's experience with similar situations)

4. Recommended phase for execution: 1st

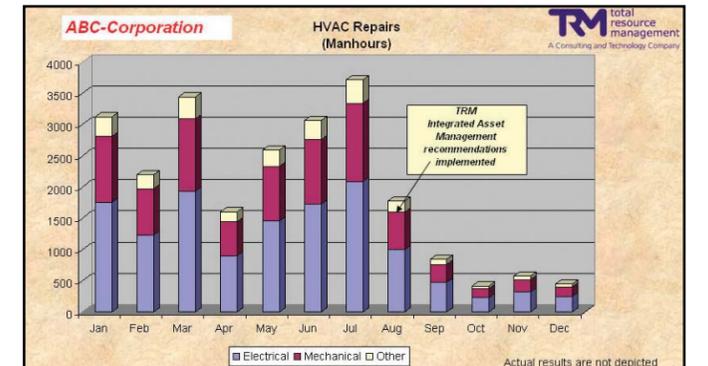
PFE	Costs	Benefit	Constraints	Assumptions
1 Inv Mgr 1 IT SME	LR X 80hrs LR X 80hrs	\$203,123	Limited description - Existing Workload	Inventory levels remain relatively constant

Summary: Approximately 125 hrs/inventory storerooms (25) are lost each year invalidating part descriptions and vendor numbers. Having items description and profiles standardized will eliminate the need for investigation and expedite ordering process. Benefits assumes \$65/hour loaded labor rate.

Finding # = 5
Rating = Red
IAM Frame # = 59
Report Page Ref = 98

Asset Type = P
IAM Category = Asset Strategy
Sub-Category = N/A

Enterprise Asset Management sample report



Sample KPI

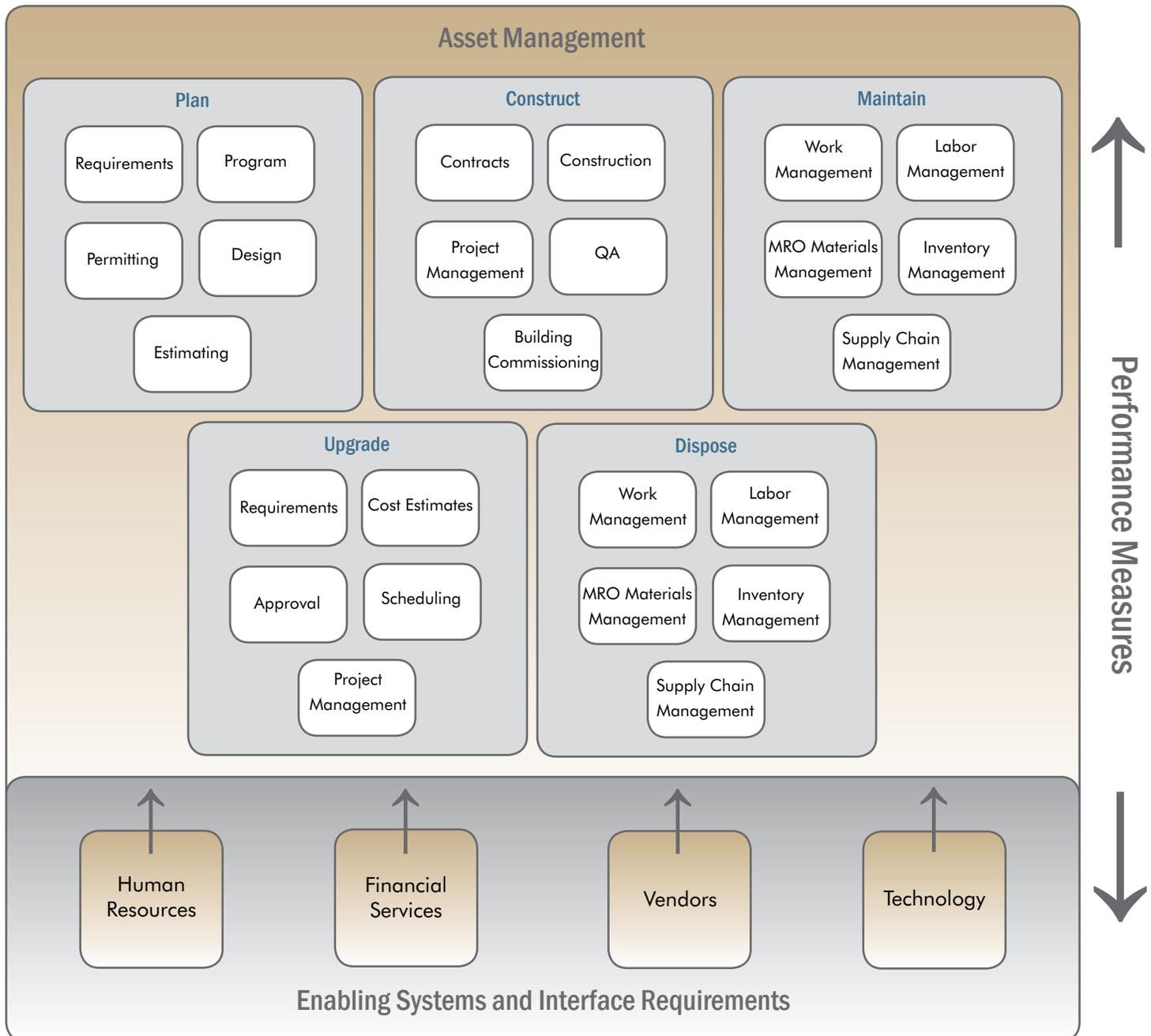
Phase 4 - Migration

In the Migration Phase, TRM Consultants design the detailed plans to move your organization towards improved capabilities. These detailed plans include:

- Defined requirements
- Technology design and optimization
- Training plans
- Communication plans
- Migration planning

During this phase, we can also help you determine the value-added key performance indicators (KPIs) that will help you develop a continuous improvement program and make better maintenance management decisions.

Enterprise Asset Management Framework



Better Capabilities Built on a Framework

Similar to constructing a building, an organization's capabilities must be built on a solid framework. TRM has built a framework of asset management capabilities, based on industry best practices, that provides the structure for our integrated asset management strategies.

About TRM

Total Resource Management (TRM) is focused on improving the asset and operational performance of organizations through the effective use of information technologies. TRM is an IBM Premier Business Partner with over fifteen years; experience delivering asset and service management solutions based upon IBM Maximo. TRM supports clients across a wide range of industries, including government, defense, cities, facilities, energy, utilities, transportation and life sciences. TRM is based in Alexandria, Virginia and has business centers across the U.S. For more information, visit www.trmnet.com or call 703-548-4285.