



Decide!

Turning technical problems into clear business benefits

EDITION 2

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NEWS

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APT v 3.6 released

Version 3.6 of the APT toolkit is being launched as part of the on-going commitment by Decisions Support Tools Ltd, to develop the APT software suite of tools as a world-leading asset management software solution.



Further enhancements have been made to the existing wide range of decision-support functions. Optimal work bundling and shutdown studies, for example, can now batch-import individually optimized inspection, maintenance and asset renewal decisions, and even mixed strategy combinations of asset renewals and upgrade projects.

For more information go to:
www.decisionsupporttools.com.

SALVO Project identifies best time to replace existing assets

Decision Support Tools is proud to be part of The SALVO Project, the cross-industry collaboration exploring methods of optimizing the management of aging assets and infrastructure.

The project's objective is to produce best practice methods and decision-support tools, with supporting case studies and templates to guide asset managers through the complex processes of managing aging assets, obsolescence and their subsequent renewal, refurbishment or changing inspection and maintenance requirements.

For full story go to page 4.

TWPL launches new expert facilitator Service

The Woodhouse Partnership is launching a new consultancy service for 2011. This is targeted towards organizations which need a quick turnaround on key asset investment and life cycle management decisions.

With 15 years' successful asset optimization support to major organisations in process, utilities, manufacturing, oil and gas, mining and transport sectors, the timing is perfect to offer a highly scalable and targeted optimization service.

TWPL's Managing Director, John Woodhouse said: *"We are deeply committed to knowledge transfer and building competencies in client organisations, but we also recognise that not all companies can invest the time and resources to build their own expertise in this critical but specialist area."*

See full story on page 2

A user's perspective - find out what others think about APT

Get an APT user's perspective — read the interview with Jan van An del, Global Head of Turnaround Strategy for Saudi Basic Industries Corp (SABIC), to get an APT user's perspective on what he thinks about the APT decision-making tools.

For the full story go to page 5.

Get APT Certified

Do you wish to develop and prove your skills in optimizing asset management strategy?

See page 4.

“These unique ‘what if?’ tools identify the optimal timing and intervals for maintenance, inspection or renewal.”



Babcock use APT for Royal Navy pumps

Babcock, owners and operators of Devonport Royal Dockyard in Plymouth, is one of many organizations who have selected APT as a key tool in their asset management decision-making process.

Peter Jay of Decision Support Tools distributor TWPL, recently delivered a further training programme in the use of APT-SPARES Professional to their asset management personnel. The course covered the concepts of cost/risk optimization, coupled with practical exercises using the software.

Babcock chose to use APT-SPARES Professional because it is a computer software tool easily interfaced with their existing IT, designed specifically for the evaluation of strategic and slow-moving spares, and it allows you to analyse many spares simultaneously at the touch of a button.

Peter Jay said: *“The training course has enabled wider use of APT-SPARES within Babcock, where the tool is used for determining optimum spares to achieve target service levels. This has proved of great value, not only for managing existing stock but crucially supporting bids for winning new business by demonstrating added value. We have been helping and supporting Babcock for many years and, starting in 2004/05, the APT software has helped them win contracts for managing the Royal Navy’s pumps and electrical rotating machinery .”*

For more information on the APT decision making toolkit, please contact DSTL’s Software distributor TWPL on: + 44 (0) 1635 298800 or email your questions to enquiries@twpl.com

TWPL launches new expert facilitator service

TWPL clients are increasingly saying: *“We hardly have time to think anymore, let alone analyse decision options and optimize strategies.”* So a new service has been developed - a review service, combining facilitation skills of real subject matter expert with the flexible, instant ‘what if?’ APT analysis toolkit.

This service can range from intensive evaluation of the costs, benefits and risks of different tactical options, to more systematic reviews and strategy refinements. With over 20 years’ first hand experience, every one of TWPL’s consultants offer pragmatic common sense, as well as leading edge modelling and analysis methods.

The optimization service is targeted at those difficult but critical business decisions that are so often suffer through lack of analytical time, data or methods/skills. Typical such questions might include:

- The optimal timing for replacement of aging or obsolete equipment.
- The optimal strategy for critical but expensive spares.
- The optimal maintenance or inspection intervals (with or without prior RCM or RBI reviews).

- The cost/benefit and risk impact of engineering projects and their different urgencies.
- If you have problems in developing the business case for projects, change proposals or asset investments.

If you are facing any of these types of decisions, then the optimization service is for you. We asked Andy Hunt, Optimization Services Manager, to summarise what was special about this new service, his response was: *“Give us a call and try us out on the hardest problem you can think of.”*

If you would like to find out more, or would like to discuss a particular problem, please contact Andy Hunt (below), TWPL, Optimization Services Manager, tel: + 44 (0)1635 298800 or email andy.hunt@twpl.com



For more information on the APT analysis toolkit go to www.twpl.com.

SALVO identifies best time to replace existing assets

How do you determine and prove which projects, maintenance or asset replacement tasks are really worthwhile, and when?

THE SALVO PROJECT
STRATEGIC ASSETS: LIFE-CYCLE VALUE OPTIMISATION

Story continued from front page

The SALVO project is developing guidance and tools for decision-making in managing aging assets. Such decisions include replacement timing and justification, changing inspection and maintenance needs and refurbishment or life-extension options. The project is documenting process guidance to assist in identifying what information is needed, how to use available data, and what to do if information is poor or incomplete. It is already proving a very effective method for ensuring that the right questions are asked, and for capturing and quantifying 'tacit knowledge' (workforce expertise and experience). As many organisations are dependent upon an aging workforce, and express concerns about knowledge losses, these methods for capturing experience represent a big further opportunity for the project.

The project is looking at all of these factors in combination to develop a robust and sustainable process that has practical application across all industry sectors.

Following a series of process mapping workshops, the project is now focused on five key steps, which will enable organisations to utilise their asset data and tacit knowledge and turn these into optimized and deliverable programmes of work. These five elements were presented by John Woodhouse, SALVO Project Director at the recent IET Asset Management Conference held in London.

The first 3 steps shown in the diagram below: 1. Asset population & systems segmentation, 2. identification of suitable actions & options, 3. Optimization of individual interventions and action timing, have been mapped out and are being put through their paces as part of the field trials.

Field trials are being conducted by the core sponsors such as National Grid, London Underground, Scottish Water and SASOL, and industrial associates such as Scottish Power, SABIC and Forbo Flooring to test prototype decision support tools and build up the portfolio of cases studies, which demonstrate how best practice can be applied and the benefits achieved across industry sectors.

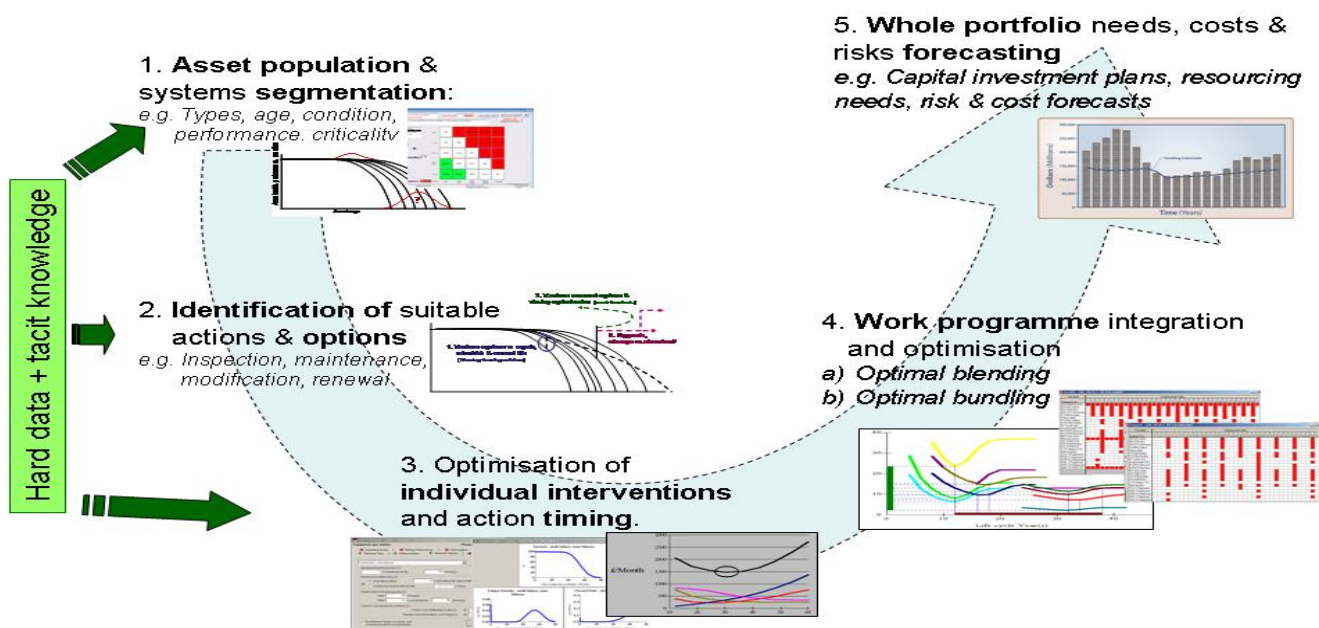
The SALVO prototype tools have already consistently revealed big cost/risk benefits by optimizing the timing of asset renewals. Whilst the project is now well underway, there are still opportunities for industrial associates to join in. We have recently welcomed Halcrow Group, Centrica Energy, IBM, SAP and AMT-Sybex to the project, and we welcome enquiries from other potential industrial partners.

If you are interested, please email

admin@SALVOproject.org or visit

<http://www.SALVOproject.org>

5 elements of The SALVO Project



An APT's user's perspective - find out what others think about APT

We interviewed Jan van Andel (pictured below), Global Head of Turnaround (Shutdowns) Strategy for Saudi Basic Industries Corp (SABIC) to get an APT user's perspective on what he thinks about the APT decision-making tools.

Q. What is your main areas of responsibility?

A. *I am responsible for the development, implementation and maintenance of a global turnaround management work process for SABIC Innovative Plastics.*

Q. How did APT Tools come to your attention?

A. *During the acquisition of GE-plastics by SABIC, a best practice comparison between the two companies showed there was a big difference between the turnaround/shutdown frequency of the companies. SABIC Europe used cost/risk analysis to determine the optimum interval to shutdown. APT software and processes were used in the UK, Spain and The Netherlands to find the optimum turnaround interval of an oil refinery cracker, and various process units in the plastics manufacturing sites.*



Q. What made you try APT tools?

A. *It was not rocket science to understand that the necessity of a scheduled shutdown of a critical asset had a big negative impact on the overall business results. Optimizing turnaround scope, interval, duration and total cost, taking into account the cost of lost production, was very important, but how do you find the optimum between all these different parameters? APT was the only tool that was able to put all these parameters into one equation, helping us to analyse and determine the total business impact in a consolidated picture.*

Q. What were the most difficult aspects of using APT Tools for you and your colleagues?

A. *Changing the culture. In a high risk operation, people will naturally choose the security of eliminating risk as much as possible, but quantifying what is acceptable or defining the least amount of risk we are willing to take is more difficult.*

Q. What are your future plans for APT Tools at SABIC IP?

A. *SABIC Innovative Plastics defined the tools as a critical enabler for their asset replacement decisions, and will also use the tools as a critical enabler for wider asset management decision support.*

Q. SABIC is an Associate of the SALVO Project, what are the main reasons for supporting the project?

A. *SABIC believes in the capabilities and the logic of the tools and by participating in The SALVO project, we hope to improve the robustness, practicality and the user-friendliness, and improving these aspects will enable and grow the use of the tools.*

Q. Finally have you got any advice for those who may be thinking about using APT Tools but have not made their minds up yet?

A. *In a competitive world, maintenance and asset management managers should not only look at the 'classic' maintenance objectives but also look at the total business impact of their decisions. In all they do, maintenance managers should be business managers also. APT is the first decision support tool that will help do this. For any maintenance or lifespan decision making, APT will help them to look at the sum of all associated costs and find the optimum moment of intervention, optimizing the total business impact. Less maintenance effort equals less cost per year.*

Get APT Certified

Do you wish to develop and prove your skills in optimizing asset management strategy? DSTL has a well-developed 3-tier competency framework and training programme, for cost/benefit and risk optimization and risk-based decision-making.

If you want to learn more, please contact DSTL on Tel: + 44 (0) 01635 299200 for more information.



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