

PRESS RELEASE

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International Asset Management specialist acquires leading decision-support technology company

The Woodhouse Partnership Ltd has purchased the full equity in Asset Performance Tools Ltd, developers and suppliers of leading edge risk-based “what if?” modelling and decision-support software. This acquisition pools some of the most experienced brains in the business with the most comprehensive and robust toolkit (APT) for evaluating, prioritising and optimising capital investments, life cycle costs, operating and maintenance decisions, spares and purchasing strategies in physical asset-intensive industries.

APT software is already used for better decision-making in the oil industry, power and utilities, transport, mining and manufacturing sectors in many countries – companies such as National Grid, BP, Severn Trent Water, CE Electric, Codelco (copper mining in Chile), SASOL (petrochemicals, South Africa) and Pirelli. In 2006, Tube Lines Ltd won the first ever IET Innovation Award for Asset Management based on their APT-enabled optimisation of the life cycle maintenance and reliability of London Underground’s escalators.

John Woodhouse, managing director of TWPL, announced the acquisition recently. *“This move reflects our confidence that disciplined, quantitative and auditable methods are becoming increasingly recognised as core to good asset management. The modular APT suite is by far the most developed and flexible solution available - it handles the vital combined usage of both hard data and structured use of tacit/expert knowledge; it addresses the psychology as well as the necessary sophisticated mathematics and “what if?” capability.”*

The acquisition of APT complements TWPL’s existing tools in asset criticality analysis, risk management, Root Cause Analysis and Reliability-Centred Maintenance strategy. They support the primary TWPL services in strategic asset management, education, organisation development and implementation of joined-up, sustainable business processes. The resulting portfolio is now offered through bespoke mixtures of services and tools, both

directly to multi-national clients and regionally via a network of industry specialists and partner organisations around the world.

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Notes to Editors:

TWPL created in 1995 by a team of 8 senior executives of UK companies with the aim of breaking the 'temporary enthusiasm' cycle of many management improvement efforts. Since then, it has grown to c.40 professionals working in over 25 countries and most industrial sectors. The company has been instrumental in many of the leading developments in best practices and asset management standards, including chairing the production of the BSI PAS 55 standard, the Institute of Asset Management's Competency Framework. TWPL now provides assessments, certification, strategic roadmapping, implementation support and education programmes, including MSc programmes, e-learning and customised workplace mentoring.

Asset Performance Tools were first developed in the late 1990s by a consortium of international organisations as part of the multi-million pound European MACRO programme. TWPL were overall project managers for this collaboration project, which researched best practices and commissioned the development of processes and tools to encourage the right questions to be asked, to calculate the optimal compromise between competing pressures and to explore the impact of uncertainty and different scenarios. The resulting commercial toolkit was thereafter continuously developed and refined by APT Ltd in response to operational experience from different environments, industries and countries.