

EEN HUIS BESTUREN ALS EEN FABRIEK, HOE DOE JE DAT?



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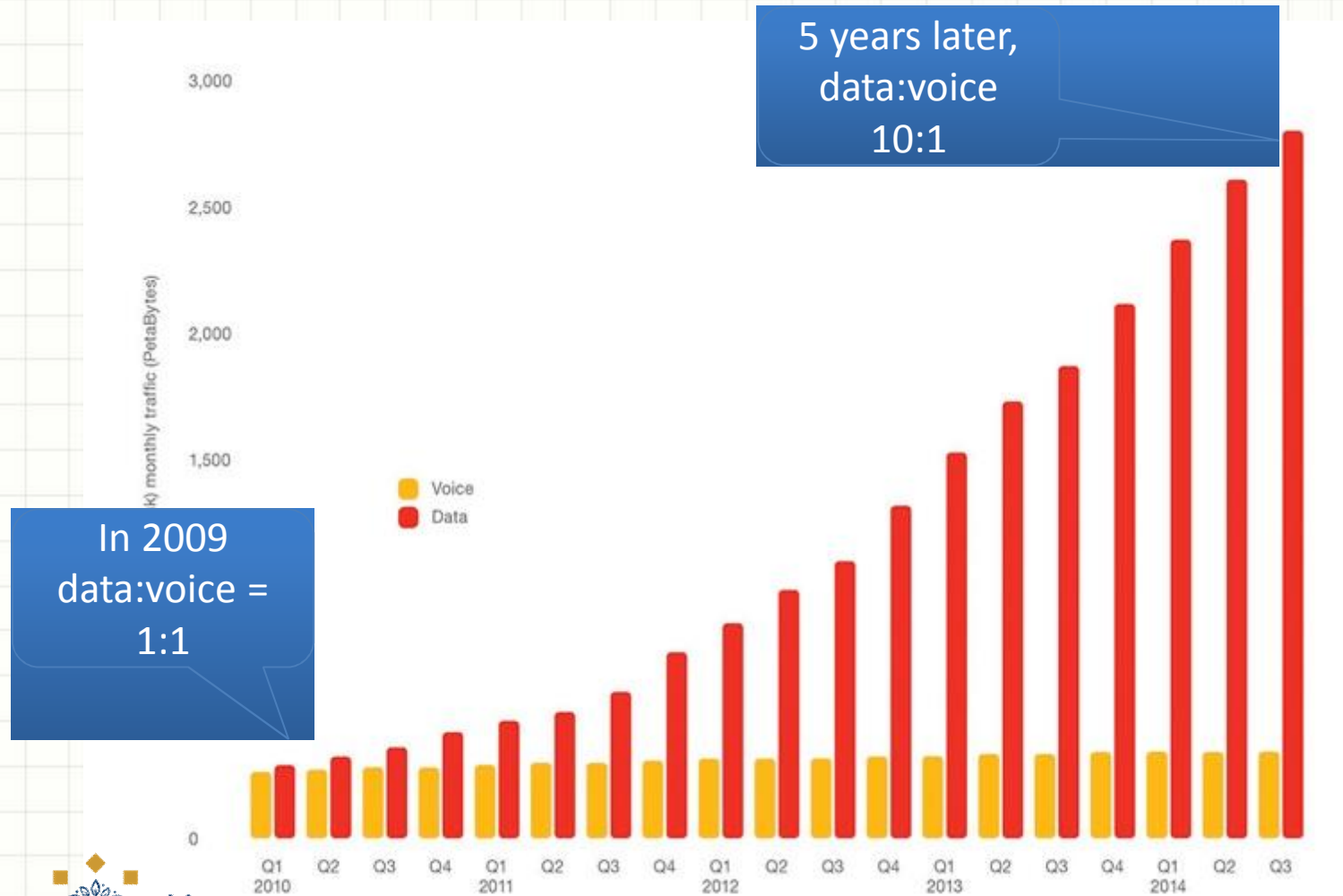
Lezing HomeLab 2050, KIVI, 6 oktober, 2015

The opportunity: an industrial revolution is happening because multiple new technologies converge

1. Brilliant factories
2. Extreme Machines
3. Energy Everywhere
4. Mapped minds
5. Super materials
6. Industrial internet



Don't underestimate exponential growth of new technology adoption

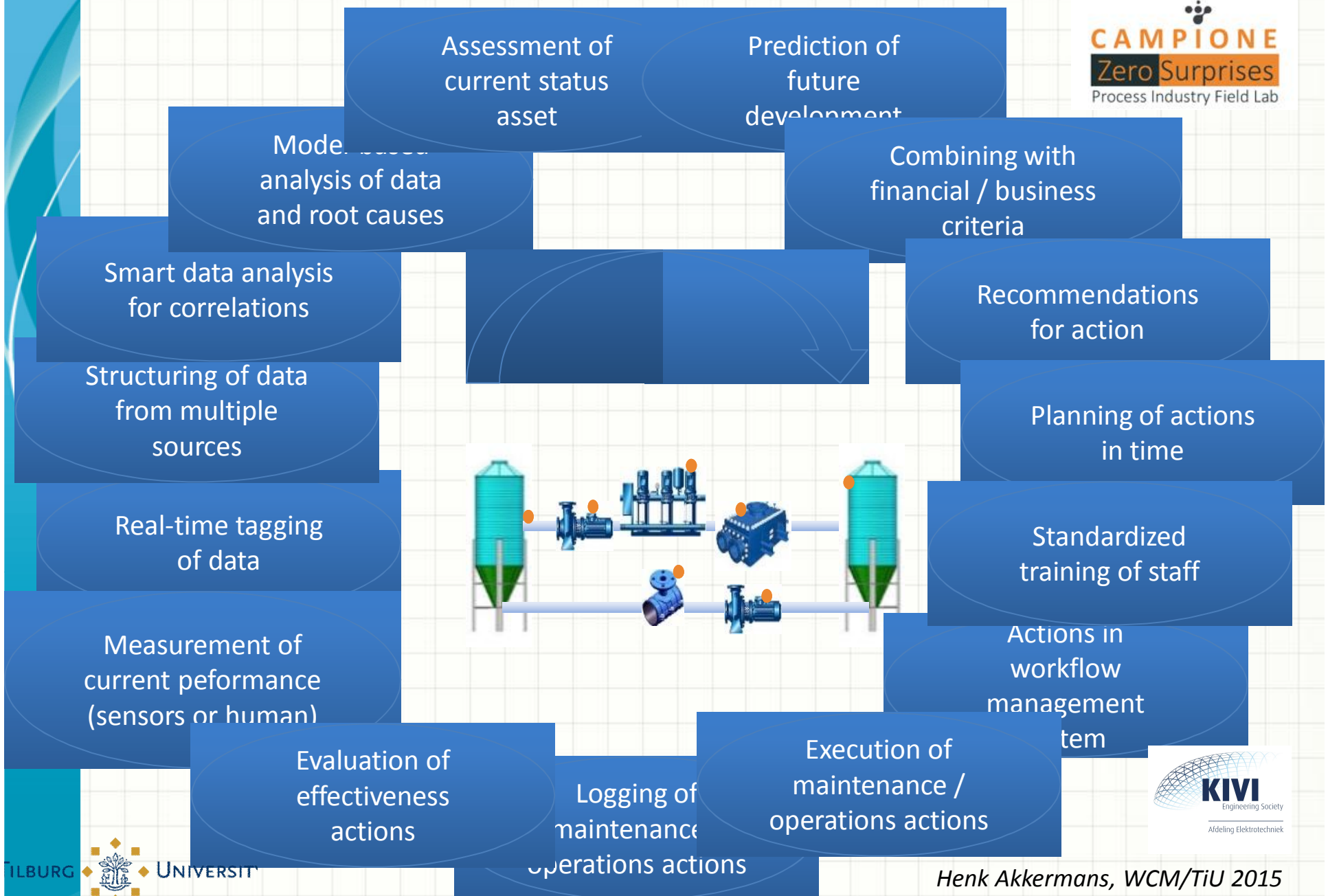


From corrective and scheduled to **Condition-Based** maintenance

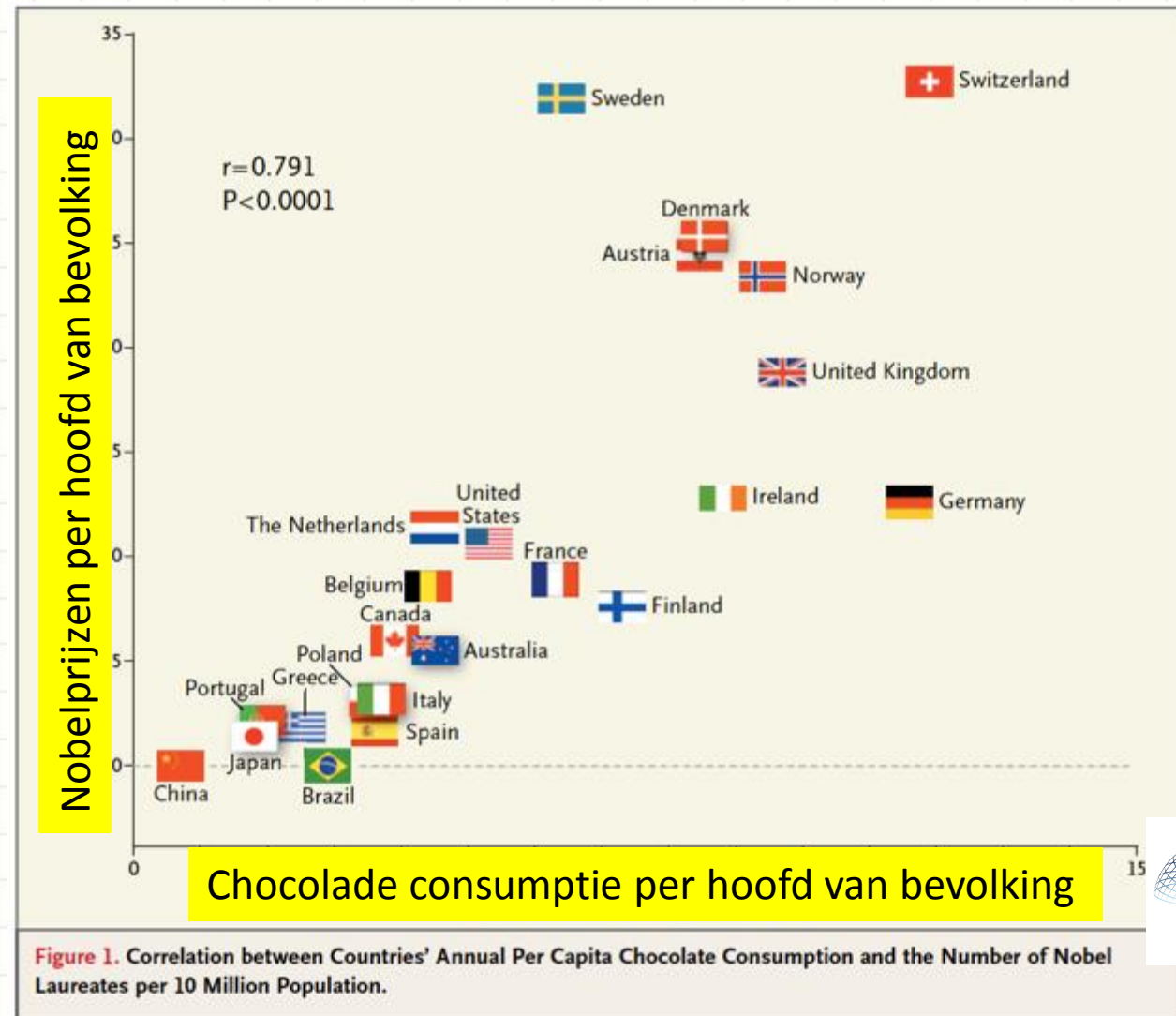


- “ **Condition-Based Maintenance (CBM)** is paradigm shift for the process industry where maintenance is mostly planned or corrective: een heuse paradigm shift.
- “ CBM has so far not taken off in the process industry mostly because of non-technical reasons (safety risks, conservatism, organisational impediments, financing, divergent incentives
- “ **Less than 5% of data** is being tagged and only a fraction of that is being used for CBM

The data-enrichment cycle in Condition-Based Maintenance

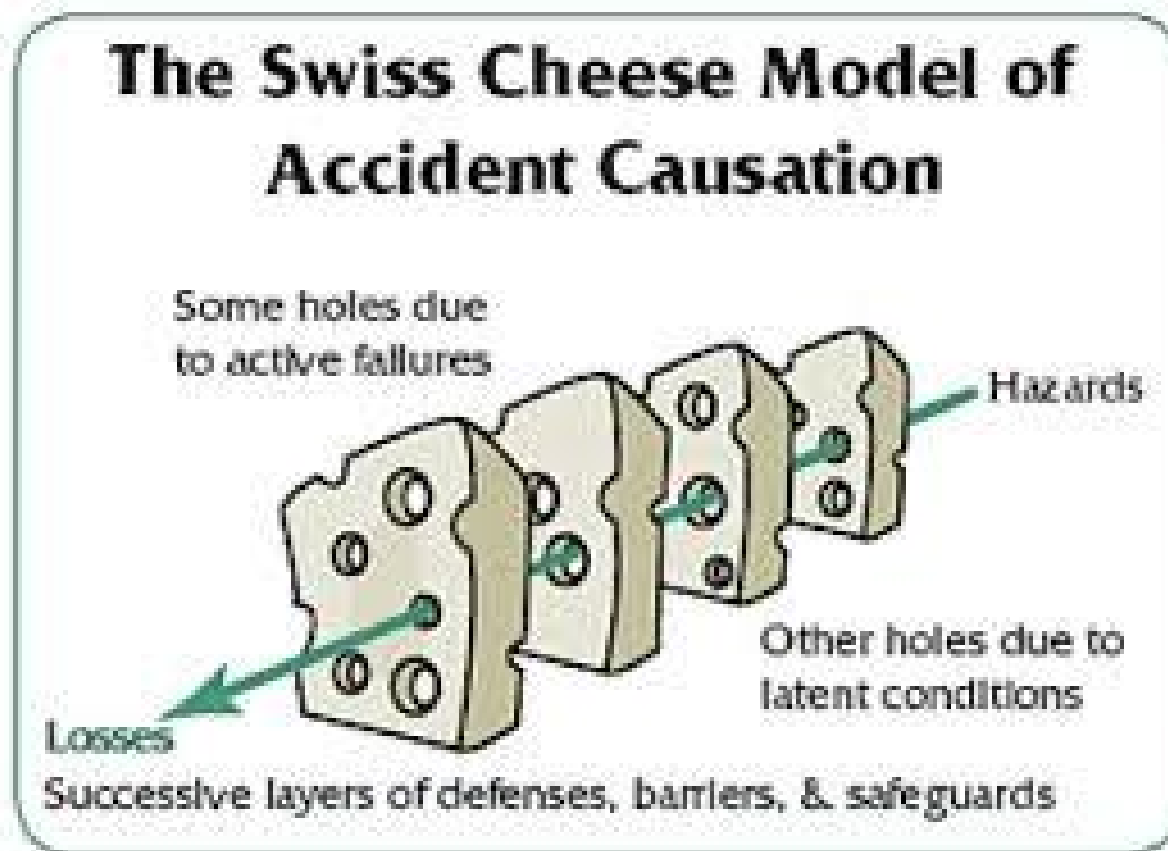


Probleem 1: wat zijn de echte verbanden?

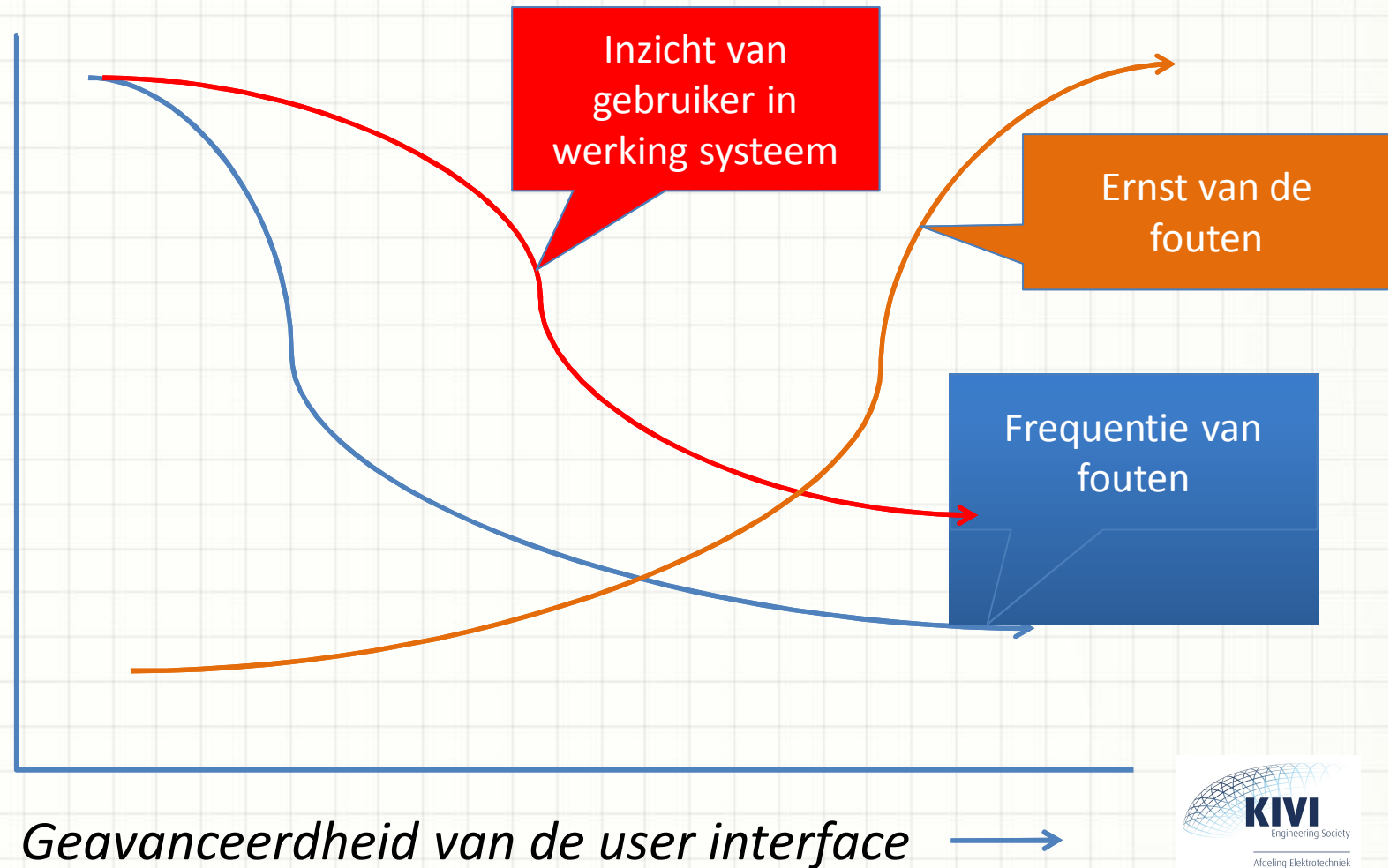


Probleem 2:

Fouten zullen we blijven maken

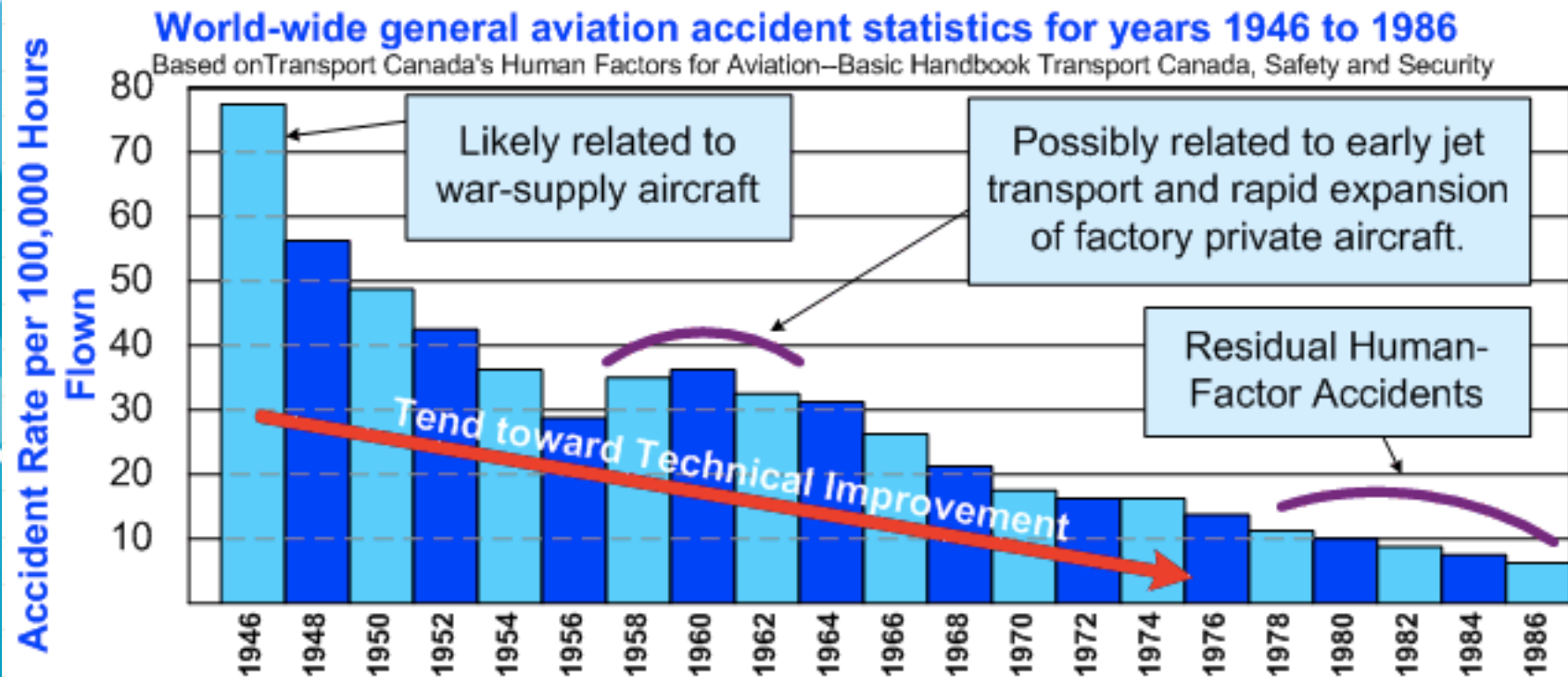


Hoe complexer de user interface...

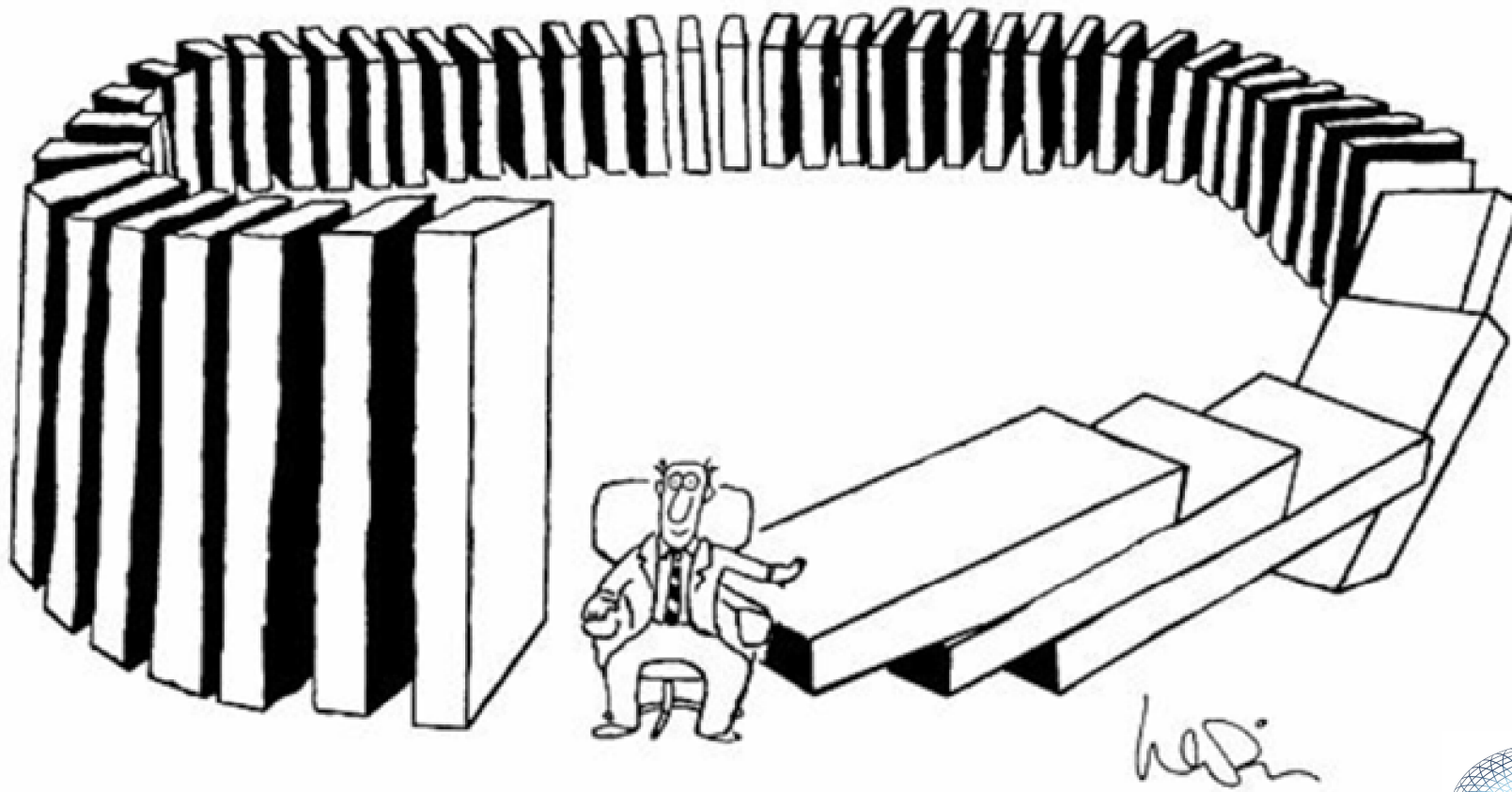


Geavanceerdheid van de user interface →

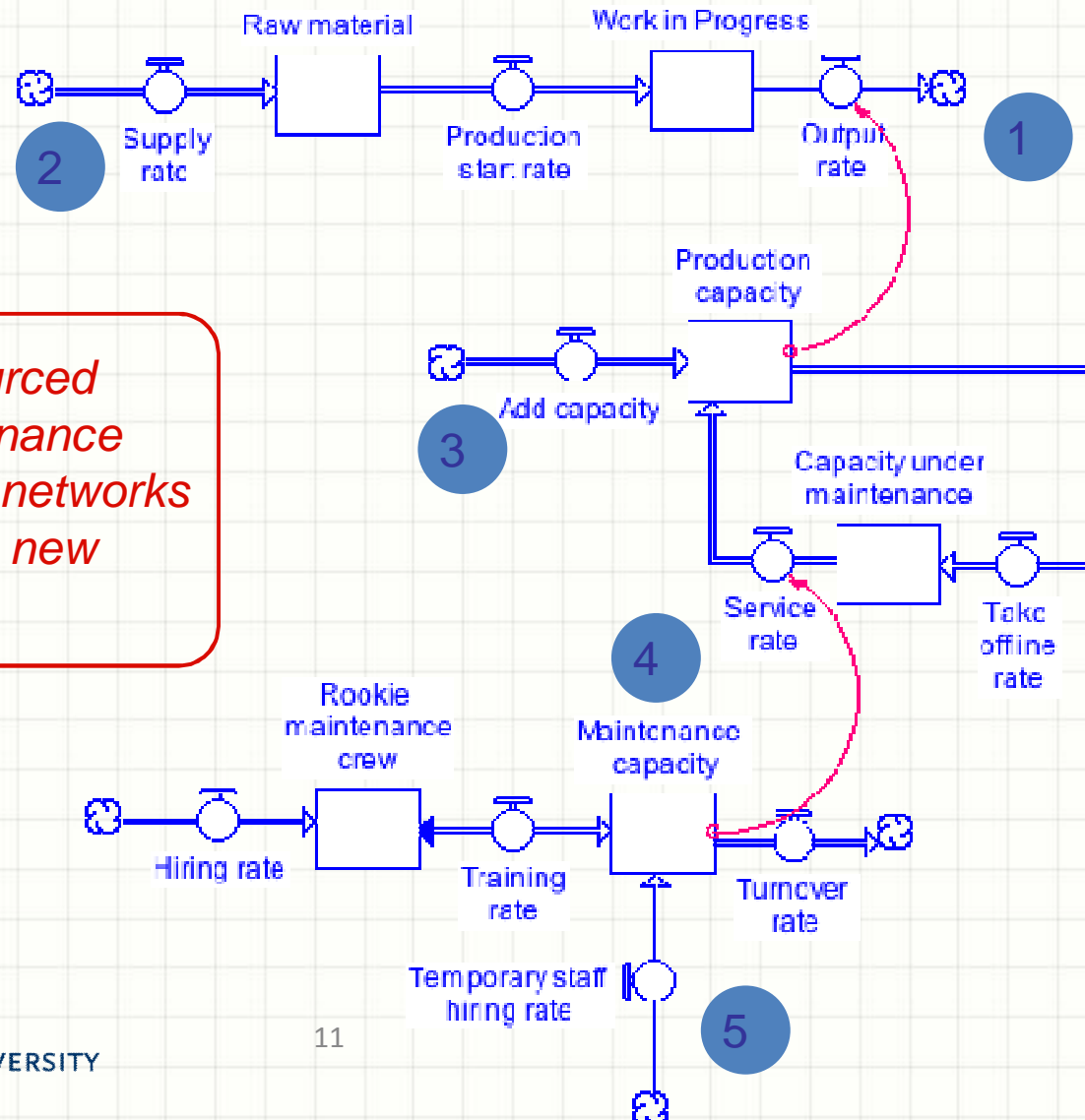
Lessen uit de aerospace



Probleem 3: Prestatiecontracten zijn zo makkelijk nog niet



De realiteit: alles is een netwerk geworden



Outsourced maintenance supply networks are the new reality

Bij een prestatiecontract meet je op de **OUTPUTS** in plaats van op de inputs

- ” *Inputs* : hours used, material used
- ” *Throughput*: work/process description, Statement of Work
- ” *Output*: uptime, volume produced
- ” *Outcome*: customer satisfaction, market share

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Input & throughput specifics: risk lies mainly with asset owner

Output & outcome specifications: risk lies mainly (but not solely) with contractor / service provider



Wanneer passen prestatiecontracten bij de klant-leverancierrelatie?

Charasteristics of the setting	Input & process based contract	Performance based contract (output & outcome)
<i>INFORMATIONAL</i>		
Much information is available	+	
Tasks are programmable	+	
Output quality/quantity is hard to guarantee	+	-
Output is easily measurable		+
<i>RELATIONAL</i>		
Parties' goals are misaligned		+
Principal (customer) is risk-averse	-	+
Agent (supplier) is risk-averse	+	-
Parties have a long-standing relationship	+	

Welke skills, ervaring en attitudes heb je dus nodig nu in de fabriek en straks in je huis?

“ Customer

- . Fair amount of purchasing experience
- . Not a strong cost focus for this specific service
- . Willingness to “let go” of micromanagement, to specify functionally (no Not-Invented-Here syndrome)
- . Ability to specify desired performance
- . Long term focus

“ Supplier

- . Insight/knowledge/experience in customer setting (else risk premium becomes prohibitively high)
- . Insight/knowledge/experience with the customers of the customer (in *service triads*)

En dus moet je het samen doen



www.wordclassmaintenance.com

<http://www.tilburguniversity.edu/nl/webwijs/show/?uid=ha>