



The Value of Finding a Maintenance Partner

Efficiency and cost savings have never been at a higher premium than they are in today's competitive manufacturing landscape. While leaner practices and the pursuit of overall equipment effectiveness (OEE) have been a priority for decades, manufacturers continue to seek out additional areas where efficiencies can be expanded and optimizations applied.

Outsourced maintenance is one of these areas. All levels from C-suite executives to plant managers are finding that working with an external partner to optimize machine uptime yields significant bottom-line benefits by decreasing costs, increasing productivity and uncovering new opportunities through focus on core competencies. Let's take a look at what outsourced industrial maintenance involves, its benefits and whether it may be right for your business.

When you decide to outsource some or all of your industrial maintenance, you can choose whether to outsource specific operations, such as preventive maintenance and parts repair, or proactive tasks such as predictive maintenance and repairable parts management. Now let's look at the advantages of outsourced services:

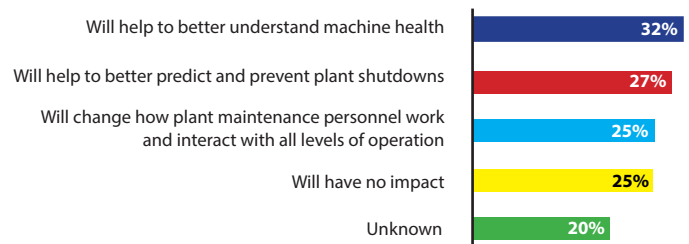
The Benefits of Outsourced Maintenance

Outsourced maintenance services offer a great number of benefits, which is a major reason why they continue to grow in popularity. Some of the advantages of outsourced services over in-house maintenance include:

Increased production efficiency — Whether it's planned or unplanned maintenance, in-house personnel will almost always have to interrupt another task in order to attend to a broken machine. With outsourced maintenance, the skilled maintenance technician is focused on getting the machine up and running again. This ensures that maintenance is completed in a timely manner and with a high level of quality.

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Results from the Industrial Maintenance | 2020 Status + Trends Forecasts Report

Specialized expertise — Finding skilled technicians is a common challenge in manufacturing and can come at a hefty cost. With outsourced maintenance, you gain access to a dependable team of technical experts whenever you need them, for as long as you need them.

Less need to manage personnel — Since outsourced partners are not your employees, you aren't responsible for training or managing them. That responsibility falls to the outsourcing company leadership, allowing you to focus on your core competencies.

Fewer human resources tasks — With outsourced personnel, you don't need to post jobs, recruit, interview, hire, train or manage benefits. Those responsibilities fall to the outsourcing company, which frees up your resources to focus on your employees and core manufacturing functions.

Access to advanced technologies — Industrial maintenance continues to evolve with data-driven innovations related to the Industrial Internet of Things (IIoT) and Industry 4.0. A good outsourcing partner will be current on the latest advances in the industry and can work with you to implement the tools and equipment needed to realize the advantages of these innovations.



Greater focus on core tasks — When you outsource maintenance, you gain more time and resources to focus on your core competencies. While maintenance and MRO tasks are a critical part of any industrial operation, they are not necessarily functions that most companies have expertise in. By allowing an outsourcing partner to handle those skilled areas for you, you can focus your attention growing your operation.

When to Consider Outsourced Maintenance

If you're considering consulting an outsourced maintenance partner, but aren't sure if it's the right decision for you, consider the following questions:

- Are maintenance tasks sometimes put off until absolutely necessary due to a lack of resources or skilled staff?
- Do maintenance jobs sometimes have to be rechecked or redone?
- Are inventory management tasks carried out on an ad hoc basis, without a reliable process or system in place?
- Is your human resources department stretched thin with personnel management tasks?
- Is it difficult to find the technical talent to fill open maintenance positions?
- Does it take your organization a long time to recruit and train for open maintenance positions?
- Have you read or heard about strategic maintenance approaches that you would like to implement, but don't have the time or resources to do so?

Even just one or two affirmative answers could mean it's worth having a conversation with a potential maintenance partner. By talking through your unique situation, you'll be able to determine if a partnership would be a good fit for your operations.