



Cloud reigns over (SPIR) spread-sheets

20th Nov 2012

Agenda

Company introduction

- Market developments
 - Master Data Management MDM
 - Cloud advantages

SPIR process

- Current situation and issues
- Spearhead a fully integrated solution:

MDM, Workflow, Visibility

🗘 Q&A





for multi-site, asset intensive, companies

finder



"Industrial Napster" enables perfect inventory management.... THE

SPECIALS

"Stop buying spares; be more efficient; says David Stroud

Robert Goldsmith, technology analyst at Dawnay Day Lander (www.d2L.com), technology analyst at Dawnay Day Lander (www.d2L.com),

Name: SparesFinder (www.snaresfinder.com).

FEATURES

COMMENT

BUSINESS

SATURDAY FEBRUARY 24 2001

the elevator pitch>>>

Industrial

parts

WORLD NEWS

BRITISH NEWS

SPORT

Napster' goes in Napster' goes in search of spare

EDITED BY ADAM JOITES The best way to impress venture capitalists is to sell

your business plan

convincingly in the lift up to

their "elevator pitch" to

the Internet investment boutique.

their offices. We invite Internet companies to make

but...

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- the data wasn't good enough
- the market was barely ready

What we do now

sparesFinder focuses on:

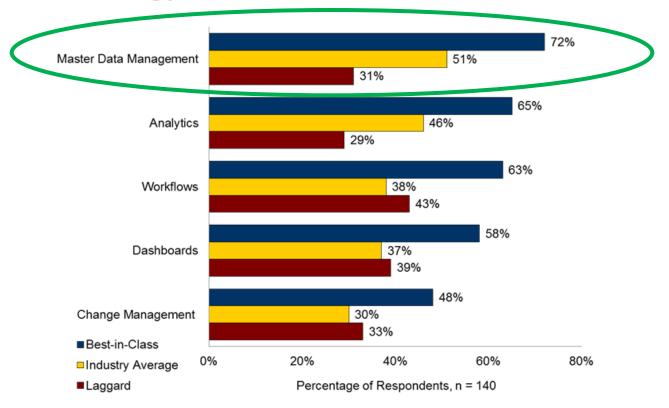
Any Master Data process that relates to spares and materials

- Material masters
- Bills of materials / tags
- Maintenance / failure modes
- Tracking (e.g. rentals / OCTG repair)
- Supporting services to deliver a business solution
 - Data cleaning projects
 - Technical dictionary
 - ERP integration
- ASP / SaaS / Cloud Applications
 - "What is the advantage of this being hosted / pooled from the business process perspective? (i.e. not just cost)"

Recent survey of Asset Managers

Aberdeen Group

Technology Enablers – Part 1



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finder

Poor descriptions have been tolerated for much too long, but:

- Industry focus on safety and quality – can you afford to be liable for fitting the wrong part?
- ERP systems
 becoming increasingly consolidated but the value is significantly diminished if the foundation data poor

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The clouds are gathering!

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Aberdeen Group What appeals to you to consider cloud? Lower total cost of ownership 56% Reduces the cost and effort of upgrades 51% Seeking best fit solution - will consider any delivery 39% model Lower upfront costs 35% We have limited IT resources and no interest in 31% building IT staff 0% 10% 20% 30% 40% 50% 60% All Respondents Percentage of Respondents, n = 140

"First adopters will be in the asset management / maintenance space"

Single version of software

- "No bugs"
- Fast upgrade
- Shared IT infrastructure
 - Security, patches, back-ups, etc all taken care of = low hassle
 - BUT exclusive databases / private cloud remain options
- Web based so accessible anywhere
 - Perfect for collaboration!
- Rental / Subscription commercial
 - No long lock in
 - Keeps vendors focussed

Spares Parts Interchangeability Records

List the spares associated with each system / equipment

- Provide recommendations of the quantity of spares that should be purchased to support construction and operations
- Collect various other data about the spares
- Responsibility of project teams



Example - SPIR #1

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Example - SPIR #1 – another page

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Example - SPIR #2 – 5 sheets

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Slide 13 Confidential

Example - SPIR #3

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14	CIRCUIT BREAK			CURRENT (P): 6A	PHASE(P):1	TYPE:	FRAME:	30MA TYPE A		PKSM-6/1N/C/003-A-AU	NA					_				+			_				\rightarrow	+
	CIRCUIT BREAK		VOLTAGE (P):	CURRENT (P): 10A	PHASE(P):1		FRAME: FRAME:		MOELLER	PLSM-C10/1-AU PLSM-C16/1-AU	NA					_				-	_	_						+
	0 CIRCUIT BREAK		VOLTAGE(P): VOLTAGE(P):	CURRENT (P): 16A CURRENT (P): 16A	PHASE(P):1	TYPE: TYPE:	FRAME:	16A 1P 10KA MCB C CURVE 16A 3P 10KA MCB C CURVE	MOELLER	PLSM-016/3-AU	INH NA					_				+ +	_	_	-			-+	\rightarrow	++-
18	2 CIRCUIT BREAK		VOLTAGE(P):	CURRENT (P): 24	PHASE(P):3 PHASE(P):1	TYPE:	FRAME	2A IP 10KA MCB C CURVE	MOELLER	PLSM-C2/1-AU	Ně					_	1			+ +	_		-					
19	3 CIRCUIT BREAK	KER:ANY	VOLTAGE (P):	CURRENT (P): 20A	PHASE(P):1	TYPE:	FRAME:	20A 1P 10KA MCB C CURVE	MOELLER	PLSM-020/1-AU	NA															_	_	
	4 CIRCUIT BREAK	KER:ANY	VOLTAGE(P):	CURRENT (P): 20A	PHASE(P):2	TYPE:	FRAME:	20A 2P 10KA MCB C CURVE	MOELLER	PLSM-020/2-AU	NA				1												-	
	S CIRCUIT BREAK				PHASE(P):3		FRAME:		MOELLER	PLSM-020/3-AU	NA																	
	6 CIRCUIT BREAK				PHASE(P):1	TYPE:	FRAME:		MOELLER	PLSM-025/1-AU	NA												_					+
	7 CIRCUIT BREAK			CURRENT (P): 25A CURRENT (P): 32A	PHASE(P):3	TYPE: TYPE:	FRAME: FRAME:	25A 3P 10KA MCB C CURVE	MOELLER	PLSM-025/3-AU PLSM-032/1-AU	NA					_				+	_	-					\rightarrow	+
	CIRCUIT BREAK		VOLTAGE(P): VOLTAGE(P):	CURRENT (P): 32A CURRENT (P): 32A	PHASE(P):1 PHASE(P):3	TYPE: TYPE:	FRAME: FRAME:		MOELLER	PLSM-032/1-AU PLSM-032/3-AU	INA NA					-				+ +	_		-					+
	0 CIRCUIT BREAK		VOLTAGE(P):	CURRENT (P): 4A	PHASE(P):1	TYPE:	FRAME	4A 1P 10KA MCB C CURVE	MOELLER	PLSM-04/1-AU	NA					-				+ +		-						+
	1 CIRCUIT BREAK		VOLTAGE (P):	CURRENT (P1: 40A	PHASE(P):3	TYPE:	FRAME:		MOELLER	PLSM-C40/3-AU	NA					_	1				_						_	
	2 CIRCUIT BREAK		VOLTAGE (P):	CURRENT (P): 6A	PHASE(P):1		FRAME:	6A 1P 10KA MOB C CURVE	MOELLER	PLSM-06/1-AU	NA																	
24	3 CIRCUIT RREAK	(FR-ANY	VOLTAGE (P)-	CURRENT (P)-64	PHASE(P) 3	TYPE.	IFRAME.	KARP 10KA MORIC CURVE	MOFILER	IPI SM-OK/R-ALI	INA									1 -	-	-			_			

(F)	SPARE PA	ARTS PURCHA	SING INFORM	ATION			FACUTERE		ER
Suggested Suppliers Name	Unit of Issue	Price per UOI	Price Valid unitl Date	Currency	Leadtime in days	Expected usage Year 1	Expected usage Year 2	Expected usage Year 3	Expected usage Y ear 4
				AUD	30	0	1	0	1
ECO	Each	\$ 566.00	Nov-10	AUD	30	v	•	•	•



- No control over descriptions, data needs to be recleaned
- No ability to look across entire project, just a series of unlinked spread-sheets
- Accurate reporting of progress a pipe dream!
- No link to current inventory or master catalogue
- Cumbersome process to load to operational ERP
- No simple record of changes and sources
- No workflow spread-sheets emailed around controlled by version numbers
- Spares recommendations no clear trail back to criticality, FMEA, maintenance or supply chain factors

Current process is largely spread-sheet driven..... which are unsuited to any complex process and inherently:

- Lack control and visibility
- Increase process cost and risk



- Some early electronic versions, but none that are integrated to operational master data / master catalogue
- Natural extension for sparesFinder to add functionality around what creates the demand for spares, namely the asset

Spearhead provides asset owners, EPCs and equipment suppliers with a collaborative solution to capture, verify and deliver all of the spares data required to get new plant and equipment operational.



- Many participants
 - Asset owners
 - Sec. 4
 - OEM / Suppliers
 - Cataloguers
- Often pre-ERP

Project managers are naturally focussed on risk and timing rather than on operational costs

SPIR spread-sheet processes well established in current projects

Specific features

🌣 Search

Comprehensive search capability against existing catalogue

Multi user access including external vendors

Early data capture

- Either load spread-sheets
- Direct entry to software = process visibility
- Governance of data
 - Compliance with descriptive standards
 - Workflow for key data (e.g. spares recommendations)

Reports / tracking

- Tracking for procurement / delivery of spares to project schedule
- Report by cost for a project against budget

🌣 Output

- Generation of purchase demands to purchasing system
- Automatic data load of catalogue and BOMs to ERP

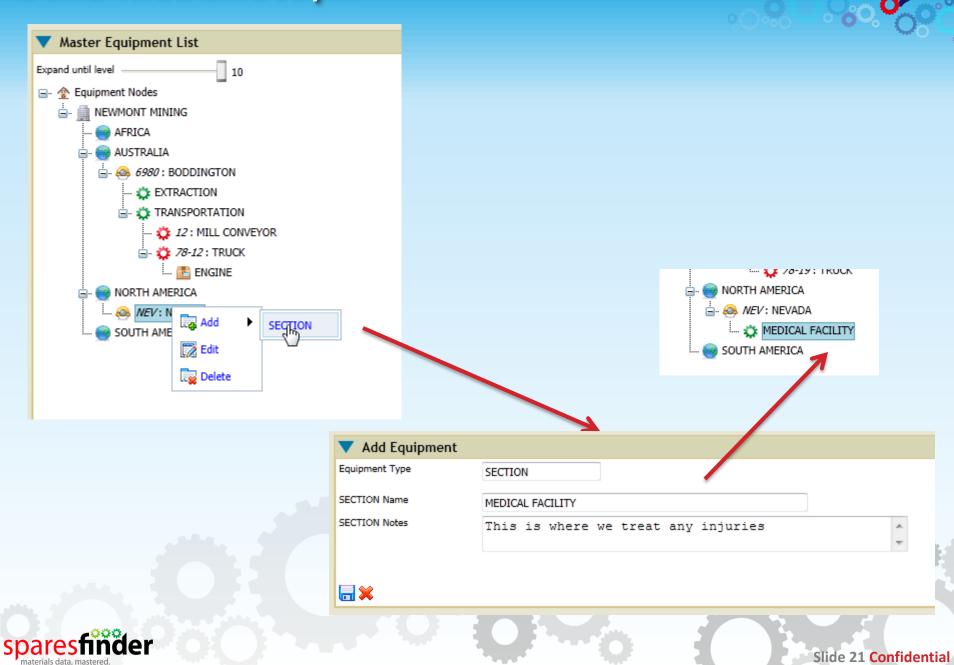
Set up Equipment Hierarchy

Assets > Admin > Asset Structure Admin Asset Types - 9 Expand until level 🖃 👚 🏠 Asset Types Group : REGION 23 SF Masterpiece V3 - Add Edit Equipment Type -- Webpage Dialog 🛓 🙉 Plant : MINE 🤗 http://jaguar.**sparesfinder.net**/AddEditEquipmentType.aspx?Popup=True&EquipmentType Group : AREA 🗄 🖓 Group : SYSTEM Add Asset Type 🔄 🚜 Group : PROJECT 🖃 🔅 Group : SYSTEM Node Type Group 🚊 🔅 Equipment : # : EQUIPMENT Facility Name Spare : SPARE The facility in which an equipment is located 🛓 🖏 Group : # : SUB- SYSTEM Description 🚊 🔅 Equipment : # : EQUIPMENT C:\Users\davids\Pictures\Spearhead Icons\building (2).png Browse... Icon Spare : SPARE Reference No. Required Quantity Required



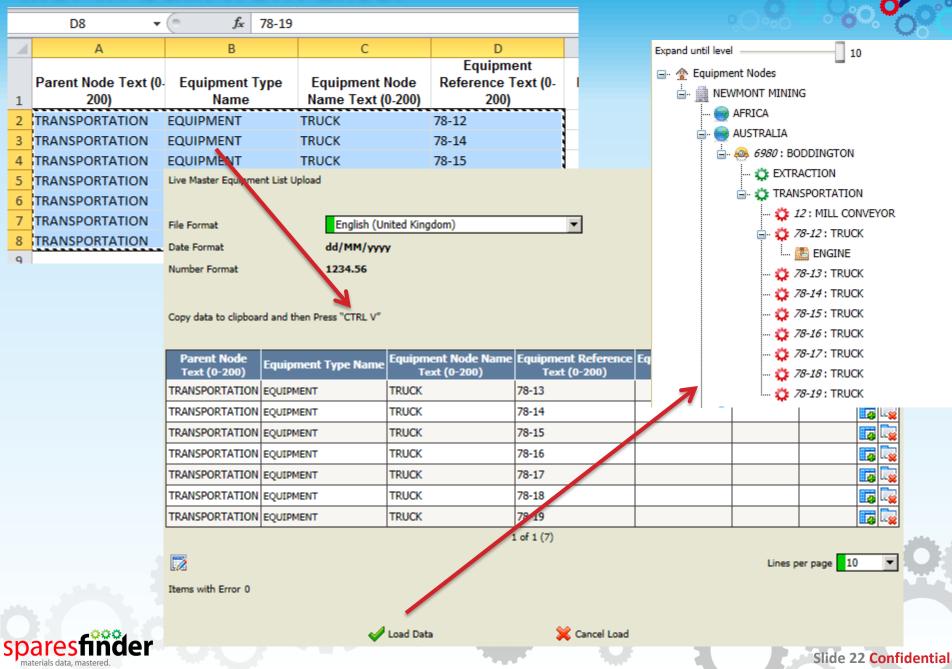
Slide 20 Confidential

Build MEL directly...



Slide 21 Confidential

...or in bulk from Excel

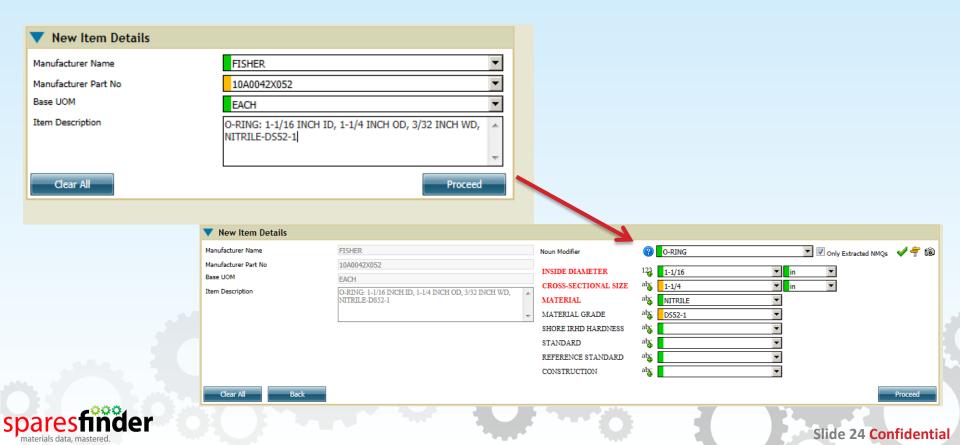


Rapid Search of MEL

rpe: EQUIPMENT Reference: JPGC003	Name: PINIONSHAFT AND HOUSING Nour ASSEMBLY	n Modifier:
Master Equipment List	Asset Information	
Assets Assets Assets Assets Assets Assets Assets Assets Assets Assets Assets Assets Assets Asset Ass	Image: Start Structure Authority Group Equipment Purchasing Stack Coordinator APPROVED APPROVED Alt Image: Stack Coordinator Image: Stack Coordin	r: PETROFAC
 ⇒ ⇒ CEDE FORCE FORCE FORCE FORCE FORCE ⇒ ⇒ : LINER ASSEMBLY ⇒ ⇒ : INSTRUMENTATION ASSEMBLY 	INFACT RELIABILITY & RELIABILITY & Major COST Major Major Major SOCIAL IMPACT Minor Reputation affected resulting in completion	ed for significant management inp 0
	No Item Assigned	

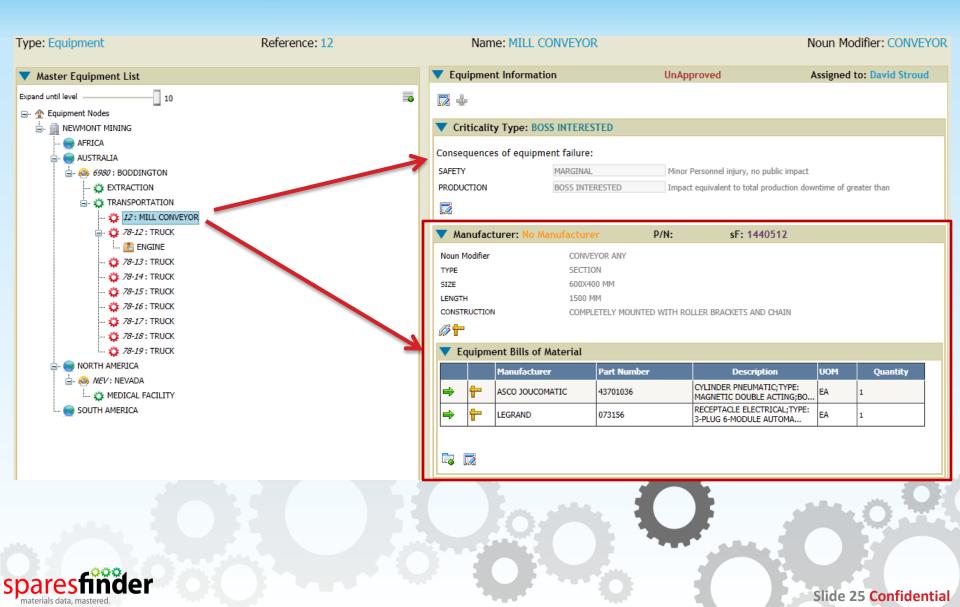
Link to existing items / add new

Item Selection				
Manufacturer Filter	FISHER	•		
Quick Item Select	10a0	▼ or G0 t0 fu	II catalogue search	
	sF Master Number: 15017 Description: O-RING:FLUOROELAST	Manufacturer Name: FISHER OMER, 10A0811X012, FISH [^]	Part Number: 10A08	811X012
	sF Master Number: 60951 Description: O-RING:1-1/16x1-1/4in	Manufacturer Name: FISHER ;NITRILE;DS52-1	Part Number: 10A0	042X052



Assess Equipment Criticality, link to Master Catalogue and BOM





Configure Equipment Attributes

_	y Actions	衸 Cleaning 🕨	📒 Di	ictionary	Catalogue	Reports
		ority Group	4	-	ERP Attribute Name	
	Data Level	Equipment Type	Authority Group		ERP Attribute Name 🔒 VOI	M Entry Type
⇒	Equipment	SPARE	EPC		RECOMMENDED SPARES	Open Number (0-200)
⇒	Equipment	EQUIPMENT	Owner		(BUILD) RECOMMENDED SPARES	Open Number (0-200)
⇒	Equipment	SPARE	Owner		(2-YEAR)	Open Number (0-200)
		1 of 1 (3)			🕆 🖟 🗹 Group	
		i i i i i i i i i i i i i i i i i i i	ERP Attribute Name		ERP Attribute Value	Û
			Attribute Name 🔒 UOM	Entry Type	ERP Attribute Value	Code Count 0
				Closed Text (0-200) Open Text (0-200)	TIME & MATERIALS	
			TRACT START	Date (0-200)		
			TRACT END DATE	Date (0-200)		
res	finder		Group	0		Slide 26 Confi

Each SPIR has the correct data structure

🔻 Contra	ct Information	Contract Typ	e: SPIR	Contract Number: AB-1	234	Cont	ractor: RETROFAC	
Select	Contract Type	Contract Number	Contractor	Description	Start Date	Finish Date	Responsible Engineer	Contract Supervisor
⇒	SPIR	AB-1234		Contract to provide SPIR for Gas Detectors	30/03/2012	30/05/2012	Bruce Bell	Davey Alvarez
	Authority	/ Group	Header					
Finance								
Finance			₩					

Contract Documents

Select	Туре	View	Description
⇒	Document		Contract Information

4

🔻 Contract Tasks

Select	Task Name	Description	Authority Group	Number of Days	Completion Status
⇒	SPIR RECEIVED	Receipt of SPIR by Contractor	Supplier	5	 ✓
⇒	SPC REVIEWS SPIR	Review of recommendations	EPC	6	<
\	ACCEPT SPARES REPORT	Acceptance of spares recommendations	Owner	3	<
 	IK CO-ORDINATOR		TADM	5	<
⇒	DEVELOP SPARES STATUS			45	×
		•			

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Asset Reference	Asset Name	Assigned to	Approval Status	Manufacturer	Part Number	Description	Purchasing Contract Number	SPIR Contract Number
50-PT-14672	"P-PT, INSTRUMENT AIR PRESS"	Not Assigned	Unapproved					AB-1234
P14-AT13028	AA GAS DETECT - CO CATALYST BLG	Not Assigned	Unapproved	INGERSOLL RAND	7149-0718	SEAL:ASSY;40inX1050mm		AB-1234
14-AT13029	AA GAS DETECT - CO CATALYST BLG	David Stroud	Unapproved					AB-1234
00-ACCU-M1	FREE STANDING OUTDOOR UNIT-MOSQUE	Not Assigned	Unapproved	ADM	12344555	PUMP CENTRIFUGAL		AB-1234
14-10-IAC	Methyl Acetate	Not Assigned	Unapproved					AB-1234
14-AT10001	TRANSMITTER - ANALYZER	Not Assigned	Unapproved	ALSTOM	SC32PH	HOLDER FUSE:ULTRASAFE;A2;120V;12A;IN-LINE	Purchase 1234	AB-1234
14-FT10003A	TRANSMITTER - CORIOLIS (FF)	Not Assigned	Unapproved					AB-1234
		1 Go 🖡	🖣 📢 🖣 1 of 1 (9) > >> >	10	Default 💽 📊 🕁 📑		



Add recommended spares per item..

e: SPARE	Name: FRON		Noun Modifier: BEARIN	
Naster Equipment List	Asset Information	Unapprove	ed	Assigned to: David Stroud
 Assets 	Criticality Type Manufacturer: SKE Noun Modifier Authority Group EPC Owner Supplier CAPITAL (EPC) PRE-COMMISSIONING (EPC) PRE-COMMISSIONING & START-UP 123 (EPC) OPERATIONAL / TWO YEAR (EPC)	2	sF: 16773	
🔅 00-AH2RF: "AH2 Return Fan, Admin Building"				

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.. or in bulk

Assets > Review > Review Contracts

Search

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\$7 Co	ntract Type	Contractor	Contract Number	Description	Contract Information		Bills of Material		Start Date	Finish Date	Responsible Engineer	Contract Supervisor	Finance-BASE EQUIPMENT PO (1)	Finance-JOB NUMBEF (2)
PSPI	RF	PETROFAC	AB-1234	Contract to provide SPIR for Gas Detectors		ŝ,	-		30/03/2012	30/05/2012	Bruce Bell	Davey Alvarez	00-AH1RF	J B 12-90
► SPI	R F	PETROFAC	BC-4567	Fan SPIRS		i de la compañía de	-	2	01/04/2012	18/04/2012	Alister Coates	Matt Ludbrook	14-10-IAC	J B 12-90
Pur	chasing F	PETROFAC	Purchase 1234			ŝ,			80/03/2012	30/03/2012	Davey Alvarez	David Stroud		
₽ ^{SPI}	R F	PETROFAC	AM26088-SPIR			Ê,	-		19/14/2012	25/04/2012	Bruce Bell	David Stroud		
► SPI		HYDRAMET PTY	train123			ŝ	-	(26/06/.012	25/10/2012	Bruce Bell	Alessio Ferreri		
► SPI		HYDRAMET PTY LTD	BP1234			i de la compañía de	-	(20/08/201.	31/08/2012	David Stroud	Ben Couzens		

Search				N				
🔔 🚖 🍒			a 🚡	👌 🍒 曼	🚖 🍒	🗟 🍒	🚖 🍒	4
Contract Number	Man Name	Man Part#	Calc. Short Desc.	Total Fitted	Supplier- CAPITAL (1)	EPC- CAPITAL	Owner-CAPITAL (5)	Supplier-PRE- COMMISSIONING
AB-1234	ABB	3BSE031150R1	PROCESSOR	7	5	3	8	8
▶ AB-1234	BLUE SCOPE	1234332	ABSORBER SHOCK:1-1/2mm	0	4	3		5
AB-1234	INGERSOLL RAND	X1220-T53	SEAL OIL	0	5 💌	I T	•	4
AB-1234	INGERSOLL RAND	T1220T54	SEAL OIL	0				4
AB-1234	INGERSOLL RAND	2516316-30005	SEAL	0			3	4
▶ AB-1234	INGERSOLL RAND	7149-0718	SEAL:ASSY;40inX1050mm	0				
AB-1234	INGERSOLL RAND	71490684	CHAIN	0				
PAB-1234	INGERSOLL RAND	7.149-0692	BOLT	0				
AB-1234	METSO MINERALS	33100010959004	VALVE	2		6		D.



Set up contract workflow to manage risk

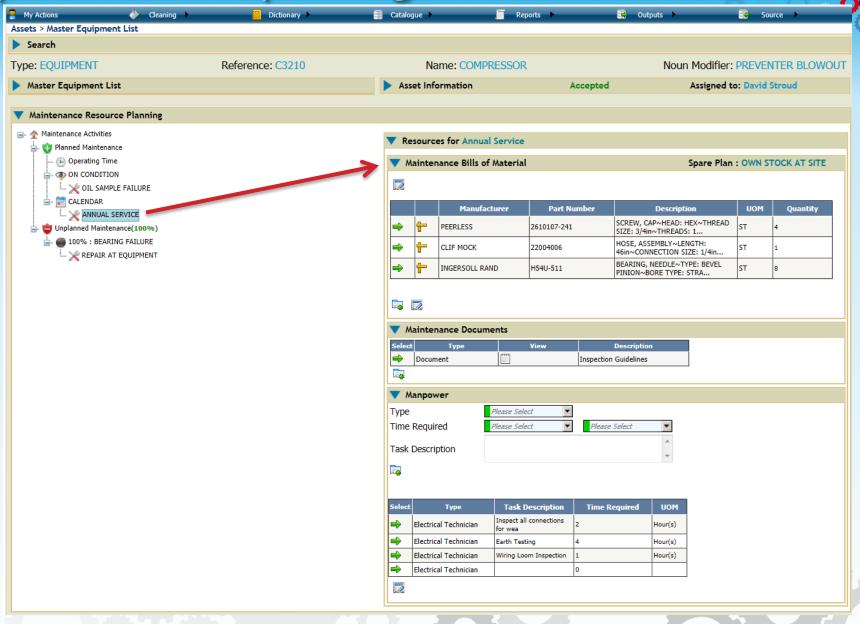
Assets > Admin > Contract Task List Admin Contract Task Contract Task List Name Description - ٦ 51. Contract Task List Authority Number Description Contract Task Description of Days Group ⇒ Tasks required to complete initial review of asset REVIEW ASSET ⇒ ISSUE SPIR Issue SPIR requirement to Supplier OWNER 1 1 of 1 (1) ⇒ Completion of SPIR form by Equipment Supplier 25 COMPLETE SPIR Supplier ⇒ SPIR RECEIVED Receipt of SPIR from supplier 1 epc ⇒ Review of recommendations 5 EPC REVIEWS SPIR epc ACCEPT SPARES REPORT Acceptance of spares recommendations OWNER 10 🕅 🜄 ⇒ PLACE ORDER Place order for spares 5 epc 💡 My Actions Cleaning ٨ Dictionary Catalogue Reports ERP Admin Admin Outputs Assets Source Assets > Grids > Contract Risk Ì Display Contract Tasks profile grid (paged), grouped by Contract Risk which Contains (Exact) B) _ Purchase Complete Hand Manage Log final Update Develop Review Make Develop Decide Develop Accept Total Order/ changes BHP SAP EPCM over to Contract Risk Spares Spares Spares spares rocurement final report in rocurement spares spares Contracts Contract to spares Procurement Procurement Procurement BHP Data Report Report report decision report Aconex process data status report received supply Completed 20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 GREEN 11 0 0 0 0 1 1 1 0 1 1 0 0 0 2 2 2 RED 28 2 2 1 0 0 3 2 3 0 2 0 3 4 1 0 5 2 5 5 48 1 0 5 5 5 1 5 2 2 2 5 3 YELLOW 0

1 of 1 (4)																		
	Totals	87	3	3	4	4	7	7	6	6	6	6	5	4	5	7	7	7
												-					_	



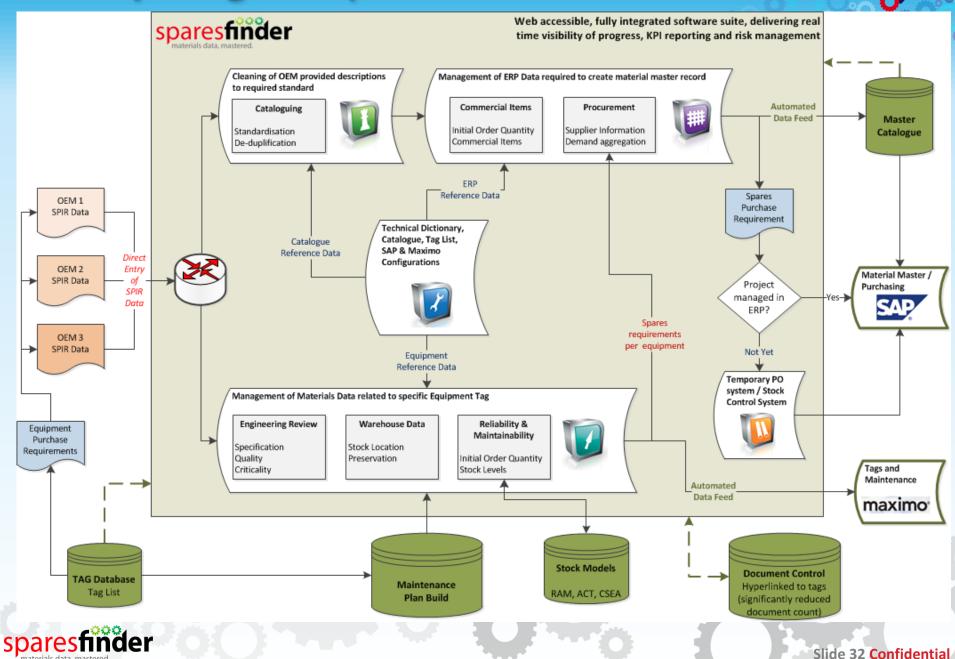
Spares resource planning for maintenance

spares finder



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An fully integrated process



- Visibility & Control over complex processes, *leading to...*Risk reduction *and...*
- Higher quality data, enabling...

People to make sound, intelligence based decisions!

Why sparesFinder?

- Fast immediately available hosted software, to deliver business value and relieve pressure on the IT department
- Focussed 14 years of managing spares data projects and a mature, proven reference dictionary

Control the process..





5

.. and get the performance!



oaresfinder



Fitting the Gartner curve

esfinder

