

# Impart*i*al for a change

IMPARTIALITY IS NOT SOMETHING YOU GET MUCH OF THESE DAYS, WHEN EVEN THE BBC IS LOOKING AT ALLOWING 'PRODUCT PLACEMENT'. SO WHEN YOU'RE TRYING TO IMPROVE YOUR PRODUCTIVITY AND PROFITABILITY BY REVIEWING YOUR EQUIPMENT AND PROCESSES, HOW CAN YOU BE SURE OF GETTING THE BEST ADVICE FROM A SUPPLIER, AND NOT JUST WHATEVER IS THE BEST DEAL FOR THEM?

Your best bet is to choose suppliers with a broad portfolio of products, services and capabilities, so there is no danger of your options being limited as a consequence of them having only a limited offering. And secondly, so you don't end up paying for services you don't need, or find yourself unable to get the support you do need, you should select suppliers who are flexible, and able to offer a scalable service that best suits your individual needs.

ERIKS Technical Services team for example, are available to get involved at whatever stage you prefer, and can provide as much or as little help, advice and support as you require, to meet your objectives.

Assessing the reliability of your processes is probably something you routinely do, albeit informally, but sometimes it pays to get a second opinion through a fresh pair of eyes. The ERIKS Technical Services team can help, bringing to bear decades of experience and a deep understanding of industrial processes, using a consultative approach that reviews your high risk, performance-critical areas, to identify and prioritise potential savings or improvement opportunities. Furthermore, because the ERIKS team has such a comprehensive and unbiased menu of solutions, we have the capability to identify and recommend the optimum solution(s) based on what's best for you.



These solutions come in a variety of forms:

- Upgrading to new equipment for improved performance
- Re-engineering your existing equipment for productivity gains
- Repair of existing equipment, returning its performance to original equipment manufacturers levels or beyond

ERIKS also has the capability to manufacture custom solutions from scratch if required, or to build sub-assemblies; providing you with sets of standard components, combined in such a way as to meet your needs.

In fact whatever it takes, the ERIKS Technical Services team working with your in-house specialists, can deliver the optimum solution for you, in direct contrast with the approach of other suppliers who, whatever they've got, that's the solution they'll deliver.

It may be that your process performs well currently, but you would like to know when it's at risk of failing. Here, in this scenario, you would potentially benefit from ERIKS Predictive Maintenance Services, including Condition Monitoring, complete with detailed reporting which gives you advanced warning of impending problems allowing you to plan corrective actions without disrupting production schedules.

From the outset our Predictive Maintenance team will give you impartial advice on the type of Condition Monitoring (vibration analysis, oil analysis, thermal imaging etc.) and frequency that best suits your particular equipment and processes. They will also help you to decide whether or not you should perform the analysis in-house or let ERIKS perform the services on a sub-contract basis, based on what's affordable for you and the capability of your own personnel to carry out the analysis.

Once the solution is in place, the ERIKS team can, if appropriate, organise staff training on how to use the equipment, so that you can get the best possible return on your investment.

If you decide to sub-contract the service to ERIKS – it's also part of the deal to provide comprehensive reporting, detailing precisely how the equipment is performing and where appropriate, delivering both increased productivity and cost savings. This is also a service that's available to help you to justify the investment in Predictive Maintenance Services and, to help you prove the need for change. For example, we can provide a loan item, such as an inverter, run it as part of your line, to prove the savings available to your business. It's then simply a matter of swapping the loan item for a new one once the business case has been proven.

Our flexible approach means that whatever help and support you need, you can have it. The ERIKS Technical Services team is equally happy to work with you at a strategic level, a project level, or to take full responsibility for the management (of maintenance, planning, scheduling and reliability improvement) engineering, logistics, and best practice. You pick and choose the level of input you require and our specialists will provide it.

This scalability and impartiality springs from the sheer breadth and depth of resources ERIKS has to offer. Working with leading manufacturers and suppliers, ERIKS can offer the very best solution available in the marketplace. That doesn't necessarily mean the most expensive option. It means the solution that best suits your budget, the most suited to whatever timeline you are working to, the best for continuity of your productivity: in fact, simply the very best solution available for you.

Of course you may already know what's required and the best way of achieving it. But you might benefit from a fresh pair of eyes, from an outside supplier, that may throw up options previously not considered. ERIKS in particular, can bring new perspectives to many problems, thanks to experience gained from a wide range of other industries. The parallels and similarities this reveals can also reveal new solutions, not otherwise immediately obvious when you are focused solely on your own situation.

But you don't just have to take our word for it. ERIKS has a proven track record of meeting customers' objectives, delivering savings and providing documented proof for our customers to prove they are diligently pursuing tangible cost-savings in their particular business area.

### **ERIKS' expertise also goes far beyond the machinery and its manufacture, installation and maintenance.**

For example, ERIKS can examine your processes and systems, your supply route, your maintenance regime, and your stock management. With extensive experience and expertise in KANBAN and Vendor Managed Inventory, ERIKS can help you to ensure you have the parts you need, when and where you need them. And once again, our unbiased approach ensures that they are the right branded parts for the job, whichever brand that might be.

But however essential it may be to improve your processes, machinery or systems, the impetus to change may still face obstacles. Whether it is the people who manage the processes, or the ones who actually operate the machines, the reasoning is often the same: we've always done it like this, so why do we need to change? This is not a situation where

you can simply drive through your desired changes and hope for the best.

ERIKS Technical Services team understand these cultural and emotional issues as they have worked through these situations many times before. They have the expertise to act as an agent for change: helping you by talking to everyone involved, explaining what's happening and why, and demonstrating and proving the advantages and benefits of making the proposed changes. So not only will your processes end up running more productively and more profitably, but your workforce will be supportive of the changes too.

Of course you may not need, or even want this kind of start-to-finish, consultation-to-commissioning, full-blown service and support. You may prefer, or require, something far simpler: such as an ERIKS specialist calling in to visit your facility, working with you to assess the situation and merely making a recommendation. Fortunately, the flexibility and scalability of ERIKS' offering means the choice is yours.

Just as long as you choose the right supplier, of course.

