

CASE STUDY

\$3.0M savings identified through reductions in assets employed and ongoing maintenance expense during Program Design Phase (PDP)



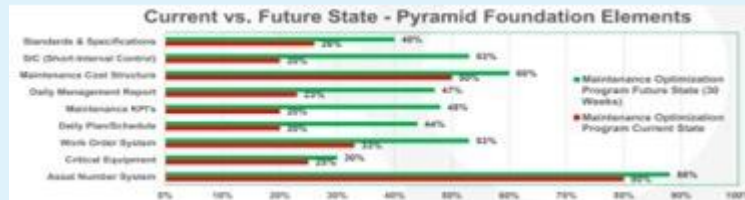
Our client, a railway transportation services company, recently experienced issues in maintenance and reliability. This client was the first truly North American railroad, spanning the continent from coast to coast in Canada and to the Gulf of Mexico in the United States

The company consists of three geographically-organized divisions:

- The Eastern Region, which encompasses the Atlantic Provinces, Quebec, and Ontario
- The Western Region, which encompasses Manitoba, Saskatchewan, Alberta, and British Columbia; and
- The Southern Region, which runs from the mid-western United States to Baton Rouge and New Orleans, Louisiana, and Mobile, Alabama

APPROACH

1. Program Design Phase covered the facility terminal on a wall-to wall basis involving availability of terminal equipment (included all maintenance and repair related functions & relevant operational touch points) to achieve the client's Performance Objective.
2. Calculated availability for 2016 YTD (Jan thru Apr 28 less March), for a fleet of 31, was 83%. Observed work-bay utilization during peak times was 21%; observed productive wrench time was 40%
3. Focus interviews were completed at all levels within the leadership, supervisory, and operational team. More than half of respondents believed there was an opportunity to improve overall effectiveness by over 40%.



RESULTS

\$1.8M

6% improved fleet availability to drive reduction of mobile cranes from 31 to 29

\$1.2M

Improve 9 of 28 World Class Maintenance Pyramid Elements from ~20% complete

\$3.0M

Total Identified Financial Benefits

Mobile Cranes Required	Fleet Size	Required Availability	Fleet Value @ \$900,000 CDN / Crane
24	31	77%	\$27,900,000
24	30	80%	\$27,000,000
24	29	83%	\$26,100,000
24	28	86%	\$25,200,000
24	27	89%	\$24,300,000

By engaging Implementation Engineers, this client received a granular implementation roadmap to improve financial performance +\$3.0M annually. By using a detailed and data-driven approach, Implementation Engineers was able to generate alignment and support for this roadmap along the way.