

Presentation:  
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**sparesfinder**  
materials data, mastered.

# Cloud reigns over spread-sheets

3<sup>rd</sup> Dec 2012  
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# Agenda

- ⚙ Company introduction
- ⚙ Market developments
  - ⚙ Master Data Management - MDM
  - ⚙ Cloud advantages
- ⚙ An example solution

# sparesfinder

materials data, mastered.

for multi-site, asset intensive, companies



# What we started doing

⚙️ “Industrial Napster”  
enables perfect  
inventory  
management....

but...

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



# What we do now

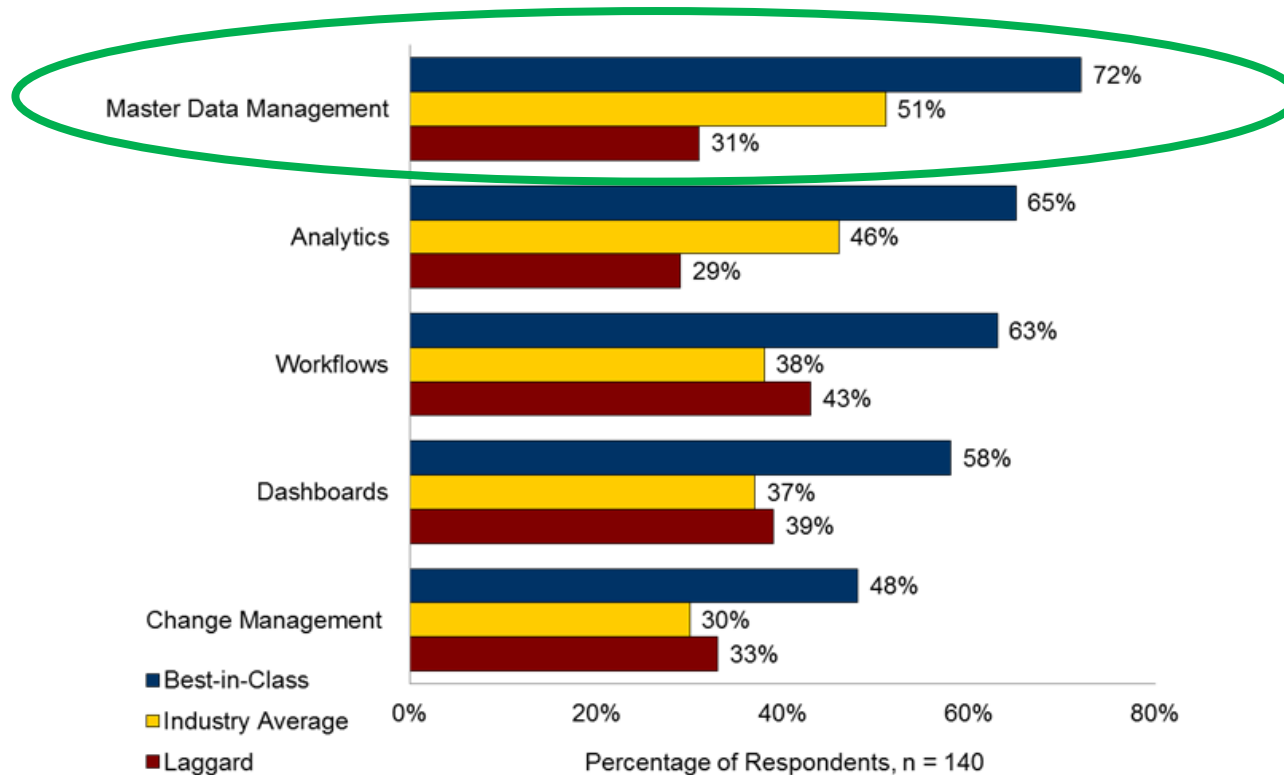
## ⚙️ sparesFinder focuses on:

- ⚙️ 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  
A Harte-Hanks Company

## Technology Enablers – Part 1





# Why Materials Master Data?

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

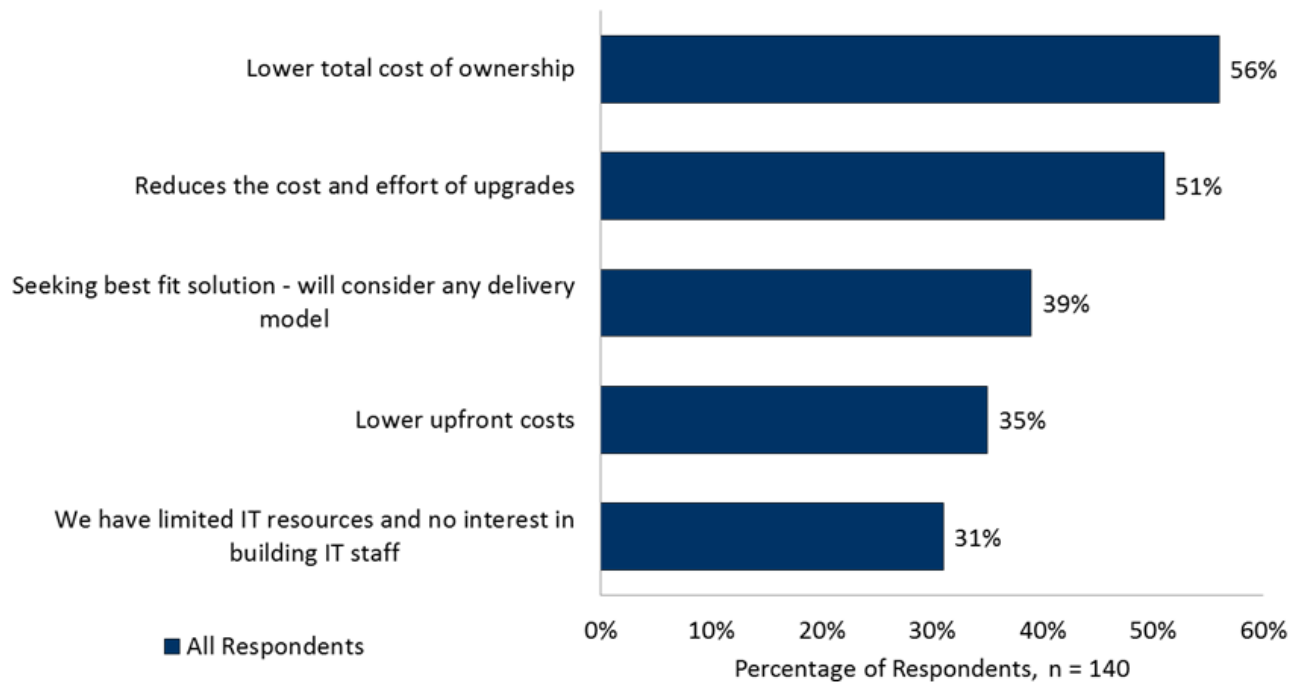
- ⚙️ Industry focus on safety and quality – can you afford to be liable for fitting the wrong part?
- ⚙️ ERP systems becoming increasingly consolidated but the value is significantly diminished if the foundation data poor



# The clouds are gathering!

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## What appeals to you to consider cloud?



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*“First adopters will be in the asset management / maintenance space”*



# Cloud Advantages

## ⚙️ 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

# An example of the potential - SPIRs

- ⚙️ 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




PURCHASE ORDER NUMBER(S) OF BASE EQUIPMENT		JOB NUMBER:		SUPPLIER:	
		OWNER:		SUPPLIER ADDRESS:	
		LOCATION:		SUPPLIER CONTACT NAME:	
		EQUIPMENT TYPE:		SUPPLIER PHONE NUMBER (+ COUNTRY CODE):	
				SUPPLIER EMAIL ADDRESS:	
NOTES:					
<div style="background-color: yellow; color: red; text-align: center; padding: 50px;">SAMPLE</div>		SUPPLIER MODEL SIZE			
		UNIT			
TOTAL NUMBER OF EQUIPPED PARTS	DETAILED LONG TEXT DESCRIPTION	BUYER TAG NUMBER			
7	5	4	1	1	1
2	O-RING: 1-1/16 INCH ID, 1-1/4 INCH OD, 3/32 INCH WD, NITRILE-DS52-1				
3	BEARING-THRUST, SIZE 100, 657, CARBON STEEL		1		
1	RING-RADIAL SPRING SEAL, 6-23/32 IN X 7-3/32 IN X 3/16 IN, N10276/PTFE, GM			1	1
2	RING-RADIAL SPRING SEAL, 5-3/32 IN X 5-15/32 IN X 3/16 IN, C278/PTFE/25% CG				1
6	RING-SEAL, 7-39/64 IN X 8-7/64 IN X 1/4 IN, PTFE, SPR, RADIAL, N10276, G, M, SPR, RADIAL, N10276, G, M			1	1
3	RING-RADIAL SPRING SEAL, 7-39/64 IN X 8-7/64 IN X 1/4 IN, C278/PTFE/25% CG	1			
6	GASKET: 9.88 IN X 11 IN X 0.03 IN, GRAPHITE/SS 17F46, RING		1	1	
3	GASKET: 9.88 IN X 11 IN X 0.03 IN, GRAPHITE/SS 17F46, RING			2	2
1	STEM, VALVE-CONTROL, 1 INCH VALVE, 29/32 INCH DIA, 23-1/4 INCH LG, S31600 B G&P, PLUG			1	
15	O-RING-SLAM SHUT UPPER O-RING, NITRILE DS52-2, MBR, DVC 8000, DVC		1	1	1
3	MOTOR: ELECTRIC AC, 2000 HP, 1800 RPM, 4000V, 60HZ, 3PH		1		

**SAMPLE**

QUANTITY RECOMMENDED BY SUPPLIER				QUANTITY RECOMMENDED BY EPC CONTRACTOR				QUANTITY APPROVED BY OWNER			
14	15	16	17	18	19	20	21	34	35	36	37
Capital	Pre-Commissioning	Commissioning & Start-Up	Operational / Two Year	Capital	Pre-Commissioning	Commissioning & Start-Up	Operational / Two Year	Capital	Pre-Commissioning	Commissioning & Start-Up	Operational / Two Year
	1	1	1		1	1	1			1	1
	1	1	1		1	1	1			1	1
	1	1	1		1	1	1			1	1
	1	1	1		1	1	1			1	1
	1	1	1		1	1	1			1	1
	1	1	1		1	1	1			1	1
	1	1	1		1	1	1			1	1
	2	2	4		2	2	4			2	4
	1	1	2		1	1	2			1	2

	SPIR	GUIDE	EQUIP	FMEAs	ANALYSIS & PROC PLAN	MM LOAD	
14				0	14		
15							
16				0	15		
17							
18				0	16		
19							
20				0	17		
21							
22				0	18		
23							



Slide 14 **Confidential**



# Just some of the issues

- ⚙️ No control over descriptions, data needs to be re-cleaned
- ⚙️ 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

# So we built Spearhead

- ⚙️ 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.



# Key value to customers

- ⚙️ Visibility & Control over complex processes, *leading to...*
- ⚙️ Risk reduction *and...*
- ⚙️ Higher quality data, *enabling...*
- ⚙️ People to make sound, intelligence based decisions!
- ⚙️ Why sparesFinder (or any niche SaaS company)?
  - ⚙️ 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