

The Enterprise Asset Management Experts

Cohesive Information Solutions Helps Organizations Improve Productivity and Reduce Costs

Even the newest, best and most sophisticated capital equipment isn't of much use if it isn't being used appropriately or working properly. Yet many organizations lack the necessary processes, organizational structure and technology to take full advantage of their production assets and keep them in optimal condition.

A partner like Cohesive Information Solutions makes a world of difference for organizations looking to achieve operational excellence through optimization of their asset reliability and availability.

The Kennesaw, Ga.-based company has been helping organizations apply industry best practices for enterprise asset management (EAM) and optimize their EAM technologies since 1998. It serves a variety of asset-intensive industries, including energy and utilities, by offering unique solutions aimed at improving physical asset reliability while reducing the associated costs of maintenance.

"We are experts in enterprise asset management," explains Cohesive President George Lowry. "What we do is help companies optimize their production operations through the implementation of reliability-based work management processes and effective use of their related technology investments."

For most customers this means using an EAM solution like Maximo®, an IBM software tool that helps organizations "catalog their assets and implement maintenance strategies to ensure their assets are always in working order," Lowry says. Cohesive is an IBM premier business partner and North America's number one Maximo reseller to commercial markets. The company provides end-to-end Maximo services, from software sales, consulting and implementation services, to ongoing support and license maintenance.

Bridging the Gap Between Business and Technology

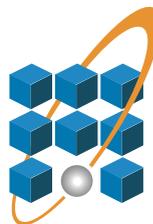
Cohesive's industry experts – "individuals who have actually sat on the customer's side of the table," Lowry says – serve customers in diverse industries including utilities, energy, aerospace and defense, manufacturing, education and public sector agencies. "One of our



George Lowry

recent energy customers, which moves natural gas, was using antiquated asset management technology and had very immature asset management practices – and, in some cases, no asset management practices at all," Lowry says. "Some of their people were basically working from tribal knowledge. Since becoming a customer, the company has been using Maximo to improve their enterprise asset management program efficiency. The result is better equipment reliability, optimized workforce performance and full visibility of their related costs."

Ultimately, Lowry says, it's all about applying and managing the process changes that enable bridges to be built between business goals and related technology investments. "Deploying the technology is the easy part. The real challenge is embedding the appropriate EAM business practices and sustaining them. Those who focus on following the process and using the technology appropriately have much greater potential of achieving their operational goals."



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