

**COHESIVE**  
solutions

Unlocking hidden insights in your data:  
How to use data to drive continuous  
improvement

May 27, 2020



# Agenda

- Introductions
- Recap of Asset Management Journey
- Data Statistics
- Data Visibility
- Propel Demo

# Introductions

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# Company Highlights

## Industry Best Practices

Deep industry subject matter expertise in business and work processes

## Rich Industry Experience

Utilities, Oil & Gas, Manufacturing, Facility Management, Aerospace & Transportation, Nuclear

## Performance Management

Award winning solutions that enable organizations to continuously improve and Achieve Operational Excellence

## IBM's Highest Accreditation for Maximo

Largest body of certified Maximo consultants compared to any other IBM Partner

## IBM Maximo

One of the largest resellers and implementers of IBM Maximo in North America, with over 200 Asset and Work Management projects

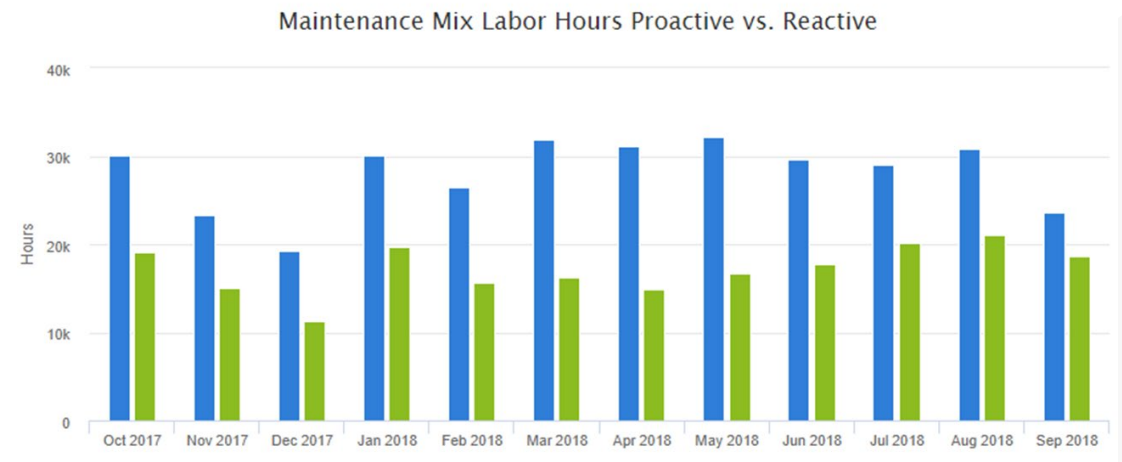


# Propel™ - Performance Management

## Bridging the Gap Between Strategy and Execution

- Align people and processes with objectives
- Identify and assess operational risk
- Visualize impacts and outcomes of continuous improvement initiatives
- Transform *trustworthy* data into actionable information
- Manage continuous improvement initiatives to achieve targets
- Operationalize and Automate performance management

- Performance Management Service
- Assessment
- Real-time performance metric visualization solution
- Rapid Implementation “weeks, not months or years...”
- Visualize, Align, Act



# Take-aways

- You will have a clear understanding of the importance of complete data
- You will understand the impact of inaccurate data on personnel and the organization
- You will have an idea of what may be hidden in your data
- We will share a way to improve the visibility and accuracy of your data to drive continuous improvement

# Recap from Asset Management Journey Webinar

From a recent article published by the MIT Sloan Management Review, titled “The Nuts and Bolts of Digital Transformation”

- New technologies (such as IoT) having an immediate and direct effect on performance **may be a myth.**
- More likely, new technologies usually have, at best, an **indirect effect** on organizational performance.
- They change the way employees perform their tasks, which alters people’s roles, which alters the networks of people who work together on tasks. (PROCESS)
- Ultimately, these changes in roles and social networks are what drive improvement in key performance metrics.
- Using KPIs and metrics will help monitor the performance and drive improvements

<https://go.cohesivesolutions.com/en/webinar-iot-journey>

# Recap from Asset Management Journey Webinar

## Enterprise Asset Management or World Class Maintenance/Operational Excellence

- EAM is the management of assets across departments, locations, facilities and/or business units.
- The goal of EAM is for organizations to maximize the return on investment from their asset base by managing the asset throughout its life.
  - Acquisition (design, construction, commissioning)
  - Operations
  - Maintenance
  - Decommissioning/Replacement

## Benefits

- Improve Asset Utilization and Performance
- Reduce Capital Costs
- Reduce Asset-related Operating Costs
- Increase Uptime
- Know whether it is more cost-effective to continue to maintain, overhaul or replace a failing asset.
- Reduce Failures
- Improved Safety
- Extend Asset Life
- Maximize Overall Asset Productivity
- Minimize Total Cost of Ownership



# Data Statistics

- 5 quintillion bytes of data are produced every day (18 zeros) – Cisco
- Less than 1% of unstructured data is analyzed or used at all – Cisco
- 90% of the world's data has been created in the last 2 years – Baseline Magazine
- A 10% increase in data accessibility translates into an additional \$65.7 million in net income for a typical Fortune 1000 company – Baseline Magazine
- 84% of CEOs are concerned about the quality of the data they're basing decisions on – KPMG's "2016 Global CEO Outlook"
- One of the major challenges to realize the benefits of the digital transformation is the quality of the data we have – IBM

**Data is only as useful as your ability to see it and read it!**

# Poll Question 1

# Data Visibility

- Visibility of appropriate data to make better decisions on asset and operational improvement, optimization, risk analysis, etc.
- Drive a culture of continuous improvement
- With a limited visibility of your asset and process data, you have a limited opportunity to unlock what could potentially be game changing insights into what your data contains
- Baselines/benchmarks - looking at data over time, using established parameters, allow you to see issues as they happen and take action
- If data cannot be trusted, evidenced-based decisions cannot be made, and we go back to best guess or “gut feel” decisions

# Data Visibility and Confidence

- How much time does your organization spend working with and massaging data in spreadsheets?
- Can you trust the data you have?
- What is hiding in your data?
- When there's a lack of trust in data quality, confidence in the results it provides is quickly eroded.
  
- In God we trust, all others bring data! – W Edwards Demming
- Culture is the biggest impediment to a shift in organizational thinking about data! – Managing Complex Change, Dr. Mary Lippitt

## Poll Question 2

# Propel Demo



*Visualize, Align, Act*

# Questions

# Networking



## Find us at these upcoming events:

- MaximoWorld – Now part of IMC/TRC in Dec – Marco Island, FL
- Join our communication list for webinars and blogs
  - <https://share.hsforms.com/2186475/1102ef8b-1dea-4270-808b-6a9d078c6e56>

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