



Total Life Cycle Cost Improvement



BENEFITS

- Minimum drag/ hand-holding
- Maximum cost opportunities delivered
- Improved work scope definitions
- Multi Million cost savings achieved

RESULTS

10 Member Team
 ~\$155 Million overall cost savings delivered till 2017
 All Cost savings are approved through Customer's Service Business Managers
 ~\$30 Million cost savings delivered from opportunities identified within QuEST

CUSTOMER CHALLENGES

Improving profits while not many new products to be launched. Need to focus on improving Aftermarket Costs and Profits

In a typical Power-by-Hour agreement, OEMs take the cost of maintenance (LCC) of the equipment. Keeping the Total Life Cycle Cost will add to the bottom line.

SCOPE

- Deliver cost savings by improving the product utilization (Total Life Cycle Cost Improvement)

SOLUTION

- Investigate Invoices, compare with budgeted forecast, and identify cost drivers
- Work Scope Creep Reduction
- Improved Acceptance/ Repair Limits
- Fit New or Repair?
- Life Extensions/ Design Improvements
- Identify opportunities to proactively improve work scope at each shop visit
- Business Case calculations
- Deliver solutions and account the cost savings

FEATURES

- Fully manage the workflow, end-to-end solution delivery
- Identify new opportunities from adjacent work streams and deliver cost savings