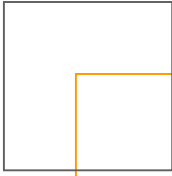




WHITE PAPER

Asset Performance Management



ASSET PERFORMANCE MANAGEMENT

As a leader responsible for the acquisition, use and maintenance of your company's assets, wouldn't you like to know that your assets are being used to maximum efficiency and effectiveness?

Wouldn't you like to know what asset issues you are about to face?

Wouldn't you like to know what would cause such problems before they occur?

Wouldn't you like to know that you are in control (so you can sleep at night)?

An *Asset Performance Management* solution can help. With integrated analytics based on an organization's actual asset and maintenance transaction data, an Asset Performance Management solution can provide the answers an enterprise needs. With tools to analyze data for key trends and anomalies, forecast performance issues, and model "what if" scenarios, enterprises can use an Asset Performance Management solution to make forward-looking decisions and, most importantly, take action.

Proactively Managing Performance is More Important than Ever

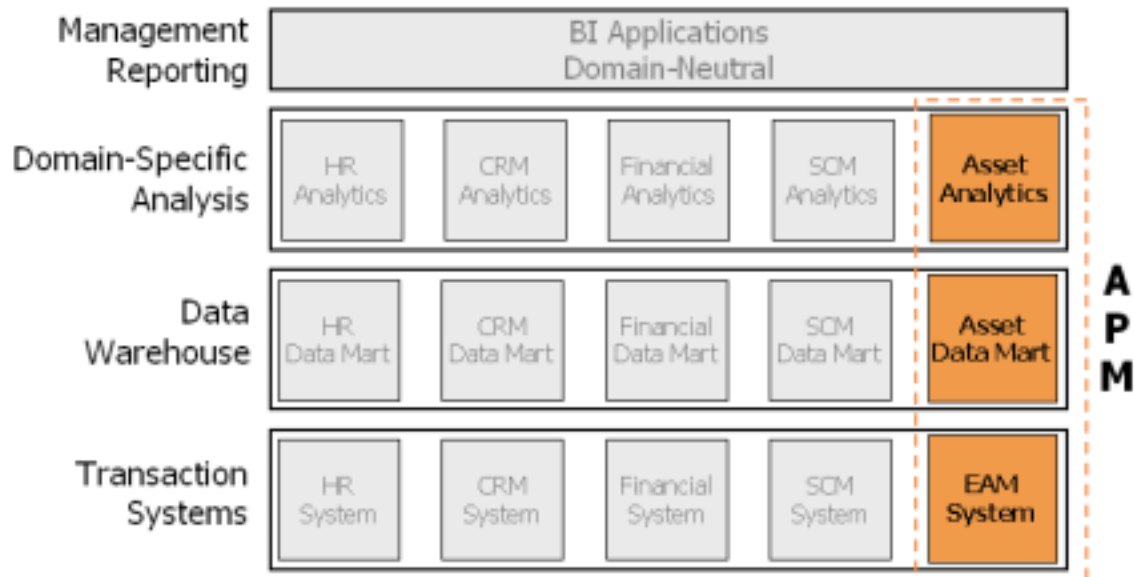
Corporations live with this everyday. With all the pressures that enterprises are facing to deliver results and make every resource count, optimal performance of assets can be a daunting challenge. They need to be able to track and maintain their assets; but also forecast their performance so they can take action before there are problems that negatively impact results.

Enterprise asset management software enables companies to manage asset information and maintenance activities. These systems are designed to capture asset data and daily maintenance transactions in some form – there is nothing particularly strategic about that. What is strategic is the ability to actually use that data to make business and operational decisions. To do that, you need to define processes, best practices and those critical key performance indicators (KPIs). To turn the data into real, actionable information, you need a solution with analytical capabilities designed specifically for asset performance management. This is the core of Asset Performance Management – the ability to *use data already captured* in your enterprise asset management (EAM) system to drive decisions.



Asset Performance Management is a solution that builds upon and extends enterprise asset management. It is an important facet of the emerging Enterprise Performance Management (EPM) set of solutions that encompass all aspects of performance – from HR, to finances, to assets. Figure 1 shows how Asset Performance Management fits into an overall EPM environment.

Figure 1: Asset Performance Management



Asset Performance Management fits within a performance driven organization.

As shown in Figure 2, an Asset Performance Management solution includes an asset-specific transactional system, the key performance indicators and associated dashboard to summarize and visualize data from the transactional system, and asset-specific analytics capabilities. These components form a layered approach, with best practices and well-defined processes tying the whole together into a working solution.

The analytics capabilities in an Asset Performance Management solution are the key to turning raw data into information, information into decisions and decisions into actions.

Figure 2: Asset-Specific Transactional System



An Asset Performance Management solution has three components.

Analytics provides the capability to:

- *Analyze* data to spot key trends and anomalies
- *Forecast* performance issues and *model* “what if” scenarios
- *Take action* to prevent problems and optimize asset performance

With an asset-specific set of analytical tools, engineers and analysts can mine data for the trends and issues that make the difference between success and failure. Graphical and visualization tools help make sense of the information to make the right decisions. Best of all, the analysis is based on real data that was *already captured in the EAM system*.

The Benefits are Many

Asset Performance Management solutions significantly extend what an enterprise asset management system offers. Asset Performance Management solutions provide the ability to manage, maintain and track assets, plus the ability to use this data to drive decision-making in areas such as:

Maintenance

- Deploy maintenance resources for maximum effectiveness.
- Manage work order processes.
- Model various scenarios to determine optimum maintenance schedules.

Inventory/Warranty

- Save money by reducing inventory levels of spare parts.
- Control purchase order processes and ensure that parts are procured just in time.
- Track and use warranty information.

Uptime

- Forecast likely failure points and the reasons for them.
- Determine alternatives to increase uptime.
- Model alternatives to select what's right for the organization.

Reliability and Risk Management

- Determine equipment-based maintenance schedules using real data.
- Pinpoint unreliable assets, suppliers and processes.
- Predict reliability issues before they happen.

Use Real Data for Strategic Planning and “What-If” Scenarios

An Asset Performance Management solution can also be used in strategic planning and answering operational questions:

- Which plant or line is going to under-perform?
- Which asset or resource is going to pose the problem?
- What impact will changes in a maintenance schedule have on other activities?
- Which course of action will bring operations back on schedule?
- By increasing the availability of an asset, what ripple effects will that have?
- Which equipment is costing the most money, and should be replaced?
- How often should preventive maintenance be scheduled to optimize uptime?

As a whole, these decisions and the subsequent actions an organization takes will lead to optimized performance of the asset – and really, isn't that what it's all about?

The Right Solution for Today...and Tomorrow

Like most decision makers, corporate leaders are looking for the right solution that will meet their needs today...and tomorrow. But, there's more to it than that. Enterprises need the right solution to be built on the right technology platform, with the right services available, from the right company.



Asset Performance Management *is* the right solution – offering capabilities that will extend a company's investment in an EAM system. When comparing the options as shown in figure 3, it is clear that an Asset Performance Management solution offers what is needed to meet the challenges of today as well as the challenges from tomorrow.

Figure 3: EAM and APM Comparison

| | EAM | APM |
|------------------------------|-----|-----|
| Tracking assets | ✓ | ✓ |
| Managing assets | ✓ | ✓ |
| Maintaining assets | ✓ | ✓ |
| Collecting transaction data | ✓ | ✓ |
| Asset-specific data mart | | ✓ |
| Analysis of trends | | ✓ |
| Forecasting of performance | | ✓ |
| Modeling "what if" scenarios | | ✓ |
| Graphical views of data | | ✓ |
| Visual dashboard of KPI's | | ✓ |

Asset Performance Management offers capabilities that extends a Company's investment in an EAM system.

WOULDN'T YOU LIKE TO KNOW?

Wouldn't you like to know how to do more than just count your assets?

Wouldn't you like to know how to improve the operations across your organization?

Wouldn't you like to know how to increase productivity and lower downtime in your operations?

An Asset Performance Management solution from Datastream can address these concerns and more. Built upon our flagship product, Datastream 7i(tm), our Asset Performance Management solutions provide all the value of a world-class asset management system with the related services to empower the use of data to drive forward-looking decisions.

Contact Datastream to learn more about how an Asset Performance Management solution can benefit your organization.

ABOUT DATASTREAM

Datastream Systems, Inc. (NASDAQ: DSTM) provides Asset Performance Management software and services to enterprises worldwide, including more than 65 percent of the Fortune 500. Datastream's solutions combine world-class asset management functionality with advanced analytics to deliver a powerful platform for optimizing enterprise asset performance.

By using Datastream's solutions, customers maintain and manage capital assets – such as manufacturing equipment, vehicle fleets and buildings – and to create analyses and forecasts so they can take action to improve future performance. Datastream's flagship product, Datastream 7i, delivers a complete Asset Performance Management infrastructure by combining an Internet architecture with broad enterprise asset management functionality, integrated procurement, advanced analytics and multi-site capability.

Datastream was founded in 1986 and has customers in more than 140 countries. For more information, visit www.datastream.net.



Datastream
50 Datastream Plaza
Greenville, SC 29605
1.800.955.6775 (US and Canada)
1.864.422.5001 (Direct)

© 2003 Datastream Systems, Inc.

The information contained herein is proprietary and confidential in nature. No person or entity may reproduce or transmit any part of this information without written permission from Datastream Systems, Inc. All brand names, product names, and company names mentioned in this document are trademarks, registered trademarks, or service marks of their respective owners.