

Täyden palvelun  
luotettava kumppani



**KP** Service  
Partner

Kunnossapitopalvelut  
teollisuuden tarpeisiin

**Data sharing business case for  
operational excellence by  
Workmate**

**KP-ServicePartner Oy,  
CEO Pekko Herola**

# KP-ServicePartner Oy

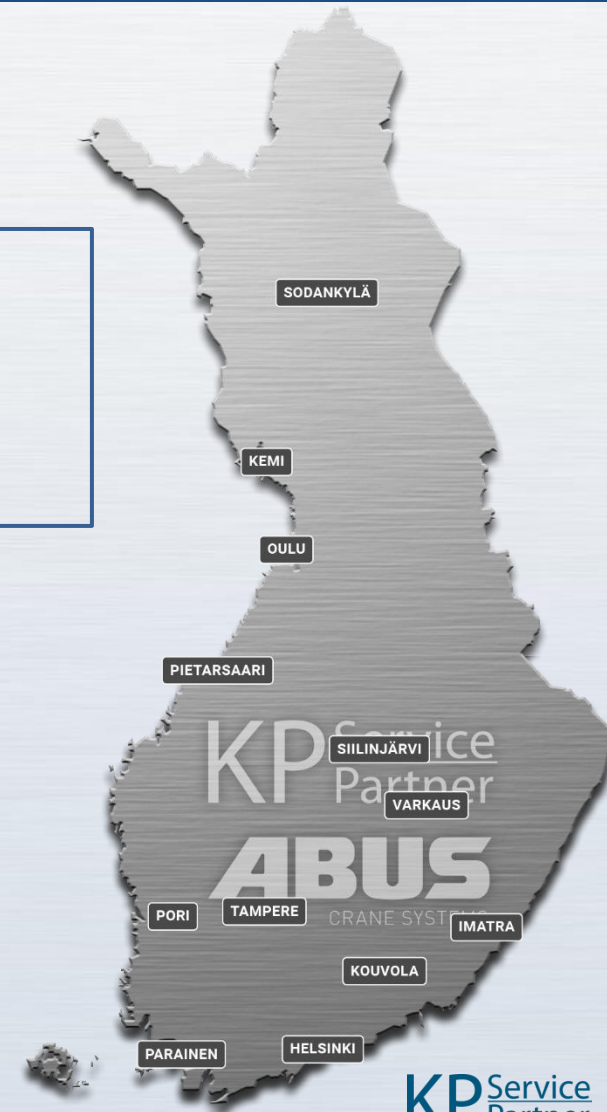
## *Most wanted partner*

ABUS Crane Systems, Cranes lifecycle services

- Smart digital systems and solutions
- Lifecycle service for industry

Key data for 2019

- KP-ServicePartner Oy was founded in 2003
- Employees 100
- Customer satisfaction, NPS 8,5
- Safety LTA 0



# Smart digital systems and solutions

Transparent data usage for the customer systems:

- MESS - mill management system
- CMMS - maintenance management system
- ERP
- BI system

Optimization algorithms  
Machine learning  
Open interfaces  
High level security solution

# Operational excellence by Workmate

**KP** Service  
Partner

**WORKMATE**

 **wMate**



Operational profile

PM optimization

Safe operation

**TRENDI****N**  
sensing the vibes



CM Crane tracks

CM Cranes

CM rotating machines

 **KUP**  
kunnossapitojärjestelmä



Work orders

Planning

Reports and analyses

# Operational excellence by Workmate



# Operational excellence by Workmate

## EN13001 practical example

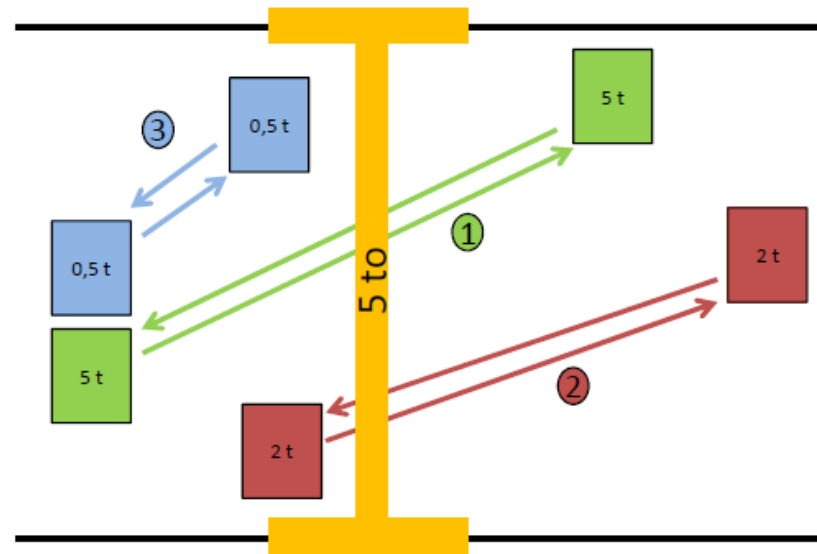


practical example (simplified):

transport job	load	working cycles	load population
1	5t	0,5/h	0,077 (not 1, time-related)
2	2t	2/h	0,02
3	0,5t	4/h	0,001

$\downarrow$  x 8h/d  
 $\downarrow$  x 250d/a  
 $\downarrow$  x 20a  
**260.000**  
 working cycles

$\Sigma = 0,0971$



S0, S1, S2, S3, S4, S5, S6, S7, S8, S9

Michael Appel 31.10.2018

# Operational excellence by Workmate

Life cycle  
Optimization

## CAPEX

Designing equipment based  
on real data

Modernization planning and  
solution based on real data

Optimization of value of  
spare parts

## OPEX

Dynamic model for  
preventive maintenance and  
inspection

Wearing parts change  
optimization

24/7 operator safe  
operation support

## OEE production efficiency

Production time increasing

Reliability development

OEE data collection