

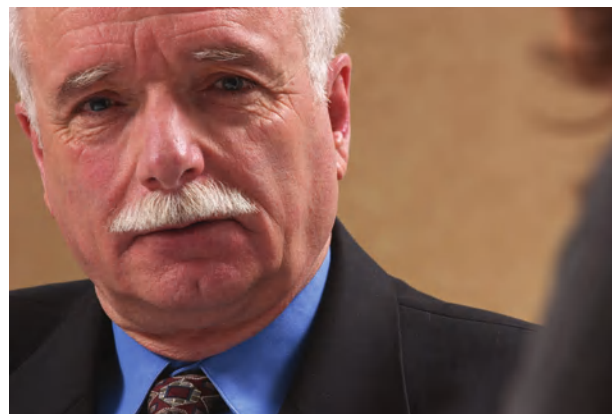
Making the Case

The language of business is the language of finance. The reality is that the best projects in a plant aren't always the ones that get implemented. They have to be sold to management. If the prospect of quantifying the value of reliability and "selling" its merits within your organization is overwhelming to you, this course is a must.

The business case for reliability is often exceedingly strong, providing 7-year Return-On-Investments (ROIs) that typically exceed 10:1 and can even approach 50:1. However, reliability improvement isn't free. It generally requires investment in people, tools, and processes and will often exhibit a short period of negative net results before the net gains begin accruing. Only by understanding the "big picture" can many companies press through this period of "planting" to begin "reaping" the substantial results that follow.

Benefits

- Develop generalized skills for conducting ROI analysis
- Develop specific skills for assessing the financial impact of reliability projects
- Enhance your presentation skills
- Improve your ability to get much-needed reliability enhancements approved



What You'll Learn

In this hands-on workshop, participants learn how to gather, organize, analyze, and present the data necessary for creating accurate and compelling ROI studies when justifying generic reliability improvement projects.

For those participants that come to the workshop with data specific to their company using our 24-question survey, they can benchmark their company against "best-in-class" in six key categories. Armed with this information, they then develop a reliability improvement ROI unique to their specific company and project. This is all done in a manner that protects the confidential nature of your plant's data from other participants.

For additional details regarding course contents, please refer to the syllabus on page 2 of this fact sheet.

Comprehensive Reliability Training Offerings

In addition to the Reliability Business Case Workshop, GE also provides numerous other training courses and workshops specifically designed to address the reliability function. These courses cover topics such as maintenance planning and scheduling, development of a reliability based maintenance program, theory and application of reliability centered maintenance practices, understanding the reliability process, and more. Combined, they represent an ideal foundation upon which you can build your organization's reliability program.



Flexible Venues

Our reliability courses are offered at numerous GE Training Center locations worldwide. Upon request, we can also come directly to your facility or an appropriate local venue to provide any of the courses in our portfolio of reliability curricula. Courses can be combined where appropriate. For example, our 1-day Reliability Business Case and Reliability Process Workshops can be combined into a 2-day back-to-back offering that provides a highly effective introduction to the topic of reliability.

Workshop Details

Duration: one day (6-8 hours)

Prerequisites: none

Detailed Syllabus

The workshop consists of equal parts discussion and hands-on exercises.

- 1) Reliability Best Practices
 - a. Comparison of the Reactive and Proactive Maintenance Models
 - b. Maintenance Planning & Scheduling
 - c. RCM Methodology
 - d. PdM Technologies
 - e. Quantifiable PM
 - f. RCFA Applications
 - g. Materials Management
 - h. CMMS
- 2) The Integrated Approach to Reliability
 - a. Operations & Maintenance
 - b. Common Business Objective

- 3) Sustainability
 - a. Critical Success Factors
 - b. Key Requirements to Achieve and Sustain the Results
- 4) The Business Case for Reliability
 - a. The Financial Opportunity
 - b. Successful Case Studies
 - c. Company Case Studies
- 5) Your Company's Business Environment Facilitation
- 6) Review of 24 Questions
- 7) Review of Business Case Calculator
- 8) Business Case Calculation and Discussion
- 9) Business Case Presentation Development

For Additional Information

Please visit our reliability services website at the URL listed below. It contains links to our reliability-related training and allows you to access the most up-to-date information on course schedules, registration information, and more. You can also contact us at the phone number listed below, which is dedicated specifically to inquiries on our reliability services and training offerings.

Web: www.ge-energy.com/rcis
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